



[📍 Learn more](#) ▶ [Information Vault](#) ▶ [Start trading in China](#)

Start trading in China summary

Make your first sales in the world's largest online market. These articles cover practical topics Access to China has experience with, to help you plan the investment needed to trade inside China.

Our recommendation: There are many options available when trading inside China. Please make your goals clear before making the significant investment required, e.g., running a business in China vs remaining a foreign business.



[Foundation](#) Being seen in China articles

[Discovery](#) Being found in China article

[Execution](#) Start trading in China articles

Collection: Start trading articles

Audience: Business looking to trade in China

Last modified: v5.1 – 18 October 2026

Index of start trading in China articles

Select an article below.

1. Routes to the Chinese markets

An overview of the main routes into China for B2B and B2C trading, including online, offline, and cross-border options, and what to consider before investing heavily.

[Read article](#)[Report](#)

2. Creating a Chinese company

Reasons you may need a Chinese company (licensing, payments, local trade) and when you can trade from overseas. Practical points to consider before you register.

[Read article](#)[Report](#)

3. Transfer money to and from China

Key points on moving money between China and overseas: what's allowed, common routes, and practical issues for goods and services payments.

[Read article](#)[Report](#)

4. Chinese payment gateways

How China's payment ecosystem works, why local gateways matter, and the compliance requirement that payments processed in China must use approved systems.

[Read article](#)[Report](#)

5. Business to business (B2B)

How B2B trading typically works in China, including finding suppliers/partners, negotiating, and why internet visibility is critical for supplier discovery.

[Read article](#)[Report](#)

6. Business to consumer (B2C)

How B2C developed in China and what it takes to sell direct to consumers, including the role of local hosting and certification for e-commerce inside China.

[Read article](#)[Report](#)

7. Internet contents provider (ICP) licensing and certification

What ICP licensing/certification means, when it is required, and how it affects websites and e-commerce operations hosted inside mainland China.

[Read article](#)[Report](#)

8. Shipping to the Chinese consumer

Practical notes on shipping into China for consumers, including clearance, tracking, and typical delivery expectations on Chinese e-commerce platforms.

[Read article](#)[Report](#)

9. Successful trading in China

A set of practical points based on experience trading with/within China—what tends to work, common pitfalls, and where SMEs can reduce risk.

[Read article](#)[Report](#)

-  [Test a web page from China](#)
-  [Download "Start trading in China" paper \(PDF\)](#)

Access to China — Start trading on the internet in China summary
Last modified: v5.1 – 18 October 2026

Hits: 363,161