

## **Practice Areas of Leezhao--- International Trade**

### **Practice Areas:**

International trade usually involves multiple processes and fields: international sale of goods, international cargo transportation, international trade financing, international payment and settlement, international service transaction, international e-commerce, international trade arbitration, anti-dumping and countervailing, WTO dispute settlement, etc. Among Leezhao's clients, there are many large multinational enterprises, trade enterprises, logistic enterprises and manufacture enterprises. To meet the clients' need for relevant legal services on international trade, Leezhao devotes itself to the research, the study and the application of rules of the international trade, so as to provide professional instructive advice and legal service in this field.

The professional services hereof provided by Leezhao include:

1. Participating in the negotiation of international sale of goods, and negotiating and determining the transaction conditions on behalf of the client, preparing and reviewing contracts for the international sale of goods for the client.
2. Participating in the negotiation of international cargo transportation business on behalf of the client, preparing and reviewing contracts of maritime cargo transportation, inland waterway transportation, air transportation, railway transportation, land transportation, international multimodal transportation, etc. for the client.
3. Participating in the negotiation of international freight forwarding business on behalf of the client, preparing and reviewing contracts of the international freight forwarding, air international freight forwarding, land international freight forwarding, international express, etc. for the client.
4. Participating in the negotiation of non-vessel shipping business on behalf of the client, preparing and reviewing contracts of maritime cargo transportation, booking space, etc. for the client.
5. Negotiating with bank on behalf of the client to obtain international trade financing such as package loan, discounted export bills, outward documentary bills, inward documentary bills, forfaiting, international factoring, etc.

6. Determining the methods and conditions of international payment and settlement on behalf of the client; Participating in the collection of payment and stop payment defense on behalf of the client in case of dispute.
7. Participating in the negotiation and consultation of international service trade on behalf of the client; Preparing and reviewing international service trade contracts for the client, and providing the client with legal advice on foreign exchange payment, tax payment, PE identification. etc.
8. Participating in the negotiation and consultation of international e-commerce on behalf of the client; Preparing and reviewing international e-commerce contracts for the client, and providing the client with legal advice on selling and purchasing goods to and from the mainland through overseas websites.
9. Participating in the negotiation of international trade disputes, providing suggestions or feasible plans, applying for / participating in arbitration, and applying for the enforcement of arbitration awards on behalf of the client.
10. Sorting out laws, regulations, policies and information on anti-dumping, countervailing and WTO dispute settlement for the client, and providing the client with advisory opinion on anti-dumping, countervailing and WTO dispute settlement.

### **Achievements (Typical Cases)**

#### **Achievements of Leezhao in International Trade**

Recent years, among the engagements from clients, some typical cases in international trade include:

1. One client of Leezhao is a logistics enterprise subordinate to a top comprehensive trading company in Japan. As its legal consultant, Leezhao prepared and reviewed various types of contracts including cargo transportation contracts, international freight forwarding contracts, warehousing contracts, etc., reviewed various operation rules including warehousing rules, loading and unloading operation rules, etc., and added new business scopes including container transportation, dangerous chemicals transportation, and non-vessel shipping for this client.
2. One client of Leezhao intended to make huge investments to set up a manufacturing enterprise in China, and spent hundreds of millions of RMB in engaging overseas enterprises to design production management system, procurement system, etc. This project involved technology import and export registration, software import, tax treatment of overseas consulting services, whether domestic service personnel constitute PE, etc. Entrusted by this client, Leezhao designed reasonable commercial

terms, guided the handling of various procedures, and actively applied for preferential tax policies.

3. One client of Leezhao intended to set up an "Overseas Flagship Shop" with its overseas affiliates on overseas websites to sell goods to individual consumers in China. This project involved network sales license, international express delivery of goods, cross-border payment and settlement of payment for goods, declaration and payment of customs duties, after-sales service of imported goods, and responsibility for product quality, etc. Entrusted by this client, Leezhao provided a feasible plan, formulated the sales rules and after-sales service rules, and prepared relevant sales contracts, express contracts, etc.