

## China-Italy Chamber of Commerce and Confindustra joint event

### *Managing Payment Risks and Credit Recovery with Chinese Companies*

Date: 22 June 2022

Time: 15:30-17:00 CH / 09:30-11:00 ITA

Language: English

Agenda:

**15:30-15:35 / 09:30-09:35:** Welcome greeting, Paolo Bazzoni, Chairman, China-Italy Chamber of Commerce

**15:35-15:40 / 09:35-09:40:** Welcome greeting, Raffaele Langella, Direttore Area Affari Internazionali Confindustria

**15:40-15:45 / 09:40-09:45:** Presentation IPWG

**15:45-16:05 / 09:45-10:05:** First Presentation (Know your Partner, Cross-Border Payment Formalities, Contractual Terms)

**16:05-16:25 / 10:05-10:25:** Second Presentation (Navigating China Cross-Border Foreign Exchange Transactions)

**16:25-16:45 / 10:25-10:45:** Third Presentation (Credit recovery in China)

**16:45-17:00 / 10:45-11:00:** Q&A

Moderator:

Carlo Geremia, IPWG Coordinator

Presentations' details:

**1) First presentation: Know your Partner, Cross-Border Payment Formalities, Contractual Terms**

#### *Speakers:*

*Guilherme Campos, International Business Advisory Manager, Dezan Shira & Associates*

*Lynn Shen, Assistant Manager Corporate Accounting Services, Dezan Shira & Associates*

- Preliminary Information Collection on Chinese business partners: sources, information available, risk evaluation;
- (Contractual) payment and related terms (governing law and dispute resolution method will be discussed in the third presentation);
- Documents needed to make or receive cross-border payment in China;
- Applicable withholding tax (deductions) on payment for services to Chinese entities.

**2) Second presentation: Navigating China Cross-Border Foreign Exchange Transactions**

#### *Speakers:*

*Elaine Feng, International Business Department, Bank of Shanghai Headquarter*

- Overview of the foreign exchange regulatory framework;

- Impact of the foreign exchange regulations on:
  - cross-border payment terms;
  - letter of credit,
  - performance bonds, and
  - guarantees issued by Chinese entities for the benefit of a foreign entity.

### **3) Third presentation: Credit recovery in China**

*Speaker: Matteo Zhi, Senior Partner, D'Andrea&Partners Legal Counsel*

- Credit recovery out of court (credit recovery attempts, demand letters);
- Credit recovery and litigation: arbitration vs tribunal; property preservation measures; costs;
- Credit recovery in the event of fraud.