



China Customs Workshop – Maneuvering Reforms Through Audit, Valuation and Investment

April 26, 2018 Hong Kong, Lee Garden, Causeway Bay.

June 21, 2018 Shenzhen (Tentative)

August 9, 2018 Shanghai (Tentative)

Language: English, Cantonese, Mandarin

By invitation only

Since 1977, Sandler, Travis & Rosenberg, P.A., a U.S. based law firm, has set the standard for providing comprehensive and effective international trade-related legal and consulting services to clients across the globe. With professionals in nine offices throughout the United States and Asia and strategic alliances around the globe, ST&R is the largest dedicated international trade, customs and export law firm in the world.

ST&R pioneered China Customs consulting in 2015 with the opening of offices in Hong Kong, Guangzhou and Shanghai and provides consulting based on the precise legal interpretation of China customs laws and regulations. This workshop will introduce ST&R's unique approach to customs consulting in China, particularly in the interpretation of the latest rules and regulations. The approach aligns with reforms at China Customs and all settlements will stand scrutiny or challenge in court, which is the governance standard advocated by the central government in Beijing.

RSM Hong Kong was established in 1975 and is today one of the leading accounting and consulting firms in Hong Kong, offering a wide range of services to local, mainland China and international clients. The services include Audit and Assurance, Taxation, Risk Advisory, Transaction Advisory, Corporate Advisory, and Technology & Management Consulting.

RSM Hong Kong is a member of RSM, an international network of independent professional firms, which maintain high standards of technical excellence, with a focus on providing outstanding services to clients globally.

China Customs ("GAC") has undergone significant reforms in recent years to facilitate trade and investment, including, but not limited to, the realignment of all port-level customs offices' role to facilitate general customs clearance of goods. All compliance monitoring activities will

be taken up by the newly established regional centers, which will ensure consistency in all customs review according to the legal interpretation of law. In this new landscape, we will discuss approaches in managing and mitigating customs risk in China.

As China continues to address its trade balance issue with more investment in the US and globally, ST&R is well positioned to assist you with all aspects of the bilateral trade between the two countries, particularly the US centric compliance issues in non-tariff areas such as health, hygiene and dumping concerns in the US. It is therefore timely we will discuss some of the ground myths and options with import planning into the US, which also encompass the newly introduced Export Control Law pronounced by Ministry of Commerce in 2017.

Tentatively the topics of discussion will include

1. Post customs reform - the new landscape in China
2. A new approach to risk mitigation with China Customs, your right and obligation
3. Customs valuation – the benefit and myth of a transfer pricing policy
4. Classification – is it worthy getting a pre-shipment ruling from China Customs
5. The nuances with import into the US, becoming an importer of record in the US
6. Export control – US/China perspective & practical management
7. Considerations about the transfer pricing regulations and documentation requirements in accordance with the OECD’s Base Erosion and Profit Shifting project.

Speakers (see Bio below)

Harry Zhang – China Practice Leader, ex-China Customs
Colbert Lam – Senior Advisor
Sally Peng – Asia Practice Leader
Dicky To – Tax Partner, RSM Hong Kong

If you are interested in attending the above seminar, please reply to this email with the following information:

Your name: _____
Title & email address: _____
Work place: _____
Contact ST&R or RSM: _____

We will get back to you with a formal invitation. As seats are limited, please reply early and indicate your preference on language (English, Cantonese, Mandarin).

Should you have any question with the invitation, please contact:

Shirley Ho (ST&R – Email: sho@strtrade.com or Tel: 3979 1915)
Winnie Ming (RSM Hong Kong – Email: winnieming@rsmhk.com or Tel: 2583 1248)



Harry Zhang is Vice President of China Customs Consulting at ST&R and he heads the China practice out of Shanghai office. Formerly a customs official holding division head positions in Investigation, Audit and Risk Management, Harry joined a big 4 accounting firm after his public services to advise MNC companies on all inbound matters into China for 6 years. He subsequently took up a leadership position at ST&R and help develop the China consulting practice. His legal training and insight on interpretation of law as well as practical work experience in China Customs helped him to assist clients in navigating customs laws and regulations at the local and regional levels as well as with the General Administration of Customs in Beijing.



Colbert Lam was a former customs official in North America. He joined PwC as a customs consultant in 1997 and became a partner in 2007. Retired in 2017 Colbert joined ST&R as a senior advisor and continued to provide customs advisory on China and Asia Pacific. Colbert witnessed China ascent to WTO in 2001 and the evolvement of China Customs regime in the last 20 years. With his significant experience in a Big 4 accountancy firm, Colbert continues to advise companies in the fortune category with support from ST&R professional in the US. Colbert also supported his clients on valuation disputes with other Customs authorities in Korea, Taiwan, Thailand, Singapore and Australia. He is also an expert in regional trade agreements in the region. Colbert carries a CPA designation and he specialized in NAFTA enforcement in the early 90 with degree from McMaster University in Ontario, Canada.



Sally Peng focused on counseling multinational corporations with a wide variety of Customs and international trade activities, including global trade regulations and Customs laws, import/export control and process management, antidumping and countervailing duty matters, unfair trade actions and FCPA compliance. Ms. Peng also assists clients in determining whether their goods qualify for duty-free treatment under various free trade agreements or trade preference programs.

Ms. Peng currently serves as Co-Chair of Apparel & Footwear Committee of AmCham Hong Kong and is a Senior Advisor to Hong Kong General Chamber of Textile Limited. She is fluent in English and Mandarin. Ms. Peng holds a J.D. from the University Of Florida Levin College Of Law, a Diploma from Peking University Law School in Beijing, and a B.A. from Chengchi University College of Law in Taiwan.



Dicky To is a tax partner of RSM Hong Kong. The scope of services provided by Dicky include: PRC taxation system, PRC customs duty and import/export procedures, PRC foreign exchange regime, foreign investment guidelines and WTO/CEPA implications, corporate holding and operating structure advice, individual income tax planning and compliance, repatriation of earnings/funding from the PRC, transfer pricing planning and documentation, etc.

Dicky is an active speaker on PRC tax and related areas with the American Institute of Certified Public Accountants, Hong Kong Institute of Certified Public Accountants, ACCA Hong Kong, Hong Kong Baptist University, Shenzhen University, South China Technology University, etc. Dicky has also acted as an expert witness on Hong Kong/China cross border customs, taxation and foreign exchange issues on a Hong Kong High Court case.