



**INTERNATIONAL TRADE:
EXPANDING
YOUR WORLD OF
OPPORTUNITY**

CHARTING A PATH FOR GLOBAL BUSINESSES



The world of international trade is rapidly changing - and Bryan Cave Leighton Paisner is moving with it.

Companies know that active participation in the world market expands their world of opportunity. Doing business in the international arena requires navigating a wide array of statutes and regulations across multiple jurisdictions which govern the movement of goods, technology, software, people and services across borders. Bryan Cave Leighton Paisner has long counseled clients in successfully complying with these laws, helping them to chart a path through the complex intersections of government requirements and their strategic business goals.

As trusted advisers to our clients, we provide counsel on the range of challenging issues that come into play when you do business in multiple jurisdictions. Our key areas of focus include:

- Export Controls and Economic Sanctions
- Customs and VAT Law
- Trade Policy and Trade Remedies
- Anti-Corruption
- International Investment and Market Access
- Global Mobility and Regulatory Compliance

We offer strategic and operational advice to clients engaging in international business across a range of industries including the computer and electronics, telecommunications, financial, aviation and aerospace, chemical and pharmaceutical sectors.

A handwritten signature in blue ink, appearing to read 'Susan Kovarovics', with a long horizontal flourish extending to the right.

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OUR GLOBAL FIRM

14,000

lawyers in 31 offices
advising businesses
across North America,
Europe, the Middle
East and Asia.

25+

lawyers on our
International Trade
team.

8

languages spoken
by our International
Trade team including
English, Arabic, French,
German, Italian,
Mandarin, Russian
and Spanish.

4x

winners for legal
innovation.
• Leader in Law Firm
Innovation (Law.com, 2018)
• Number 1 Most
Innovative Law Firm
(Legal Business, 2017)

#1

Moscow team
ranked Customs and
International Trade
Law Firm of the Year.

(2017 DealMakers Country
Awards and 2016 DealMakers
Global Awards Special Edition).

40%

of the Fortune 500
rely on our firm to
support their business
goals and protect
their interests.

8x

winner of a
Law Firm of the Year
award in different
markets since 2004.

KEY AREAS OF FOCUS

EXPORT CONTROLS AND ECONOMIC SANCTIONS

Bryan Cave Leighton Paisner has a team of practitioners who are highly experienced in export control and economic sanctions laws and regulations. Our team advises multinationals across many industries, offering a comprehensive range of services addressing controls administered by national and international bodies including: the U.S. Departments of State, Commerce, Energy and Treasury; the European Union and individual Member States; and Russia.

Our group, characterized by its extensive experience and diverse client base, includes advisors experienced in all aspects of compliance with the International Traffic in Arms Regulations (ITAR), Export Administration Regulations (EAR), export and import controls within the European Union and the UK, particularly in relation to dual-use products, military equipment and drug precursor chemicals. We also counsel clients on the application of sanctions across the globe, including those administered by the U.S.; Treasury Department's Office of Foreign Assets Control (OFAC), the UK Department for International Trade, Export Control Joint Unit, and Office of Financial Sanctions Implementation; the European Commission; and the relevant national authorities across the European Union.

We advise on the full spectrum of subjects necessary for clients operating internationally, including:

- Jurisdiction and Classification
- Licensing
- Compliance Programs & Training
- Audits and Assessments
- Investigations & Enforcement
- Transactional & Due Diligence
- Antiboycott
- General Counseling

CUSTOMS AND VAT LAW

Bryan Cave Leighton Paisner's global customs practice includes lawyers practicing from across the United States, Europe and Russia. The firm's customs specialists regularly handle customs audits and focused assessments in industries as diverse as automotive, agribusiness, electronics, semiconductors, aerospace, building materials, e-commerce and consumer products. They represent clients in connection with Customs seizures, enforcement of import relief measures, issues of classification and valuation, the CTPAT program, NAFTA rules, country of origin marking and clearance of imports.

We also represent clients in appearances before the U.S. Customs and Border Protection agency, and in litigation before the Court of International Trade and U.S. Court of Appeals for the Federal Circuit, as well as foreign exchange authorities. We advise importers with respect to challenging EU Customs Binding Tariff Information (BTI) decisions and customs value adjustments; recovering overpaid customs duties, excise duties and VAT; navigating antidumping investigations; and confirming entitlement to benefits. In the UK, we have advised on investigations by HM Revenue and Customs in relation to customs and excise duties, and we have conducted risk assessments and reviews of our clients' systems and controls to ensure compliance with new customs regulatory law. Our lawyers also assist global companies in obtaining advantageous resolutions at the World Customs Organization and similar multilateral bodies when they are adversely affected by customs rules that are the subject of bilateral or multilateral trade disputes.

Bryan Cave Leighton Paisner is set apart from its competitors by our robust customs practice in Russia, which encompasses experience specific to the region, including customs law, white collar crime defense, and related trade law and legislative initiatives, goods classification under the Eurasian Economic Union's Commodity Classification for Foreign Trade, inclusion of companies in the Register of Approved Economic Operators of the Russian Federal Customs Service, and inclusion of IP assets in the IP Assets Customs Register. Our Russia practice includes qualified advocates who have successfully defended individuals charged with tax avoidance at customs, as well as smuggling charges, and is recognized for a perfect record in high profile tariff classification cases complicated by criminal charges of importers.

Customs Compliance

Bryan Cave Leighton Paisner assists companies in designing customs import processes that match their compliance and business needs. We draft importer standard operating procedures (SOPs), analyze U.S. Customs and Border Protection (CBP) import data to determine a company's importing patterns and risk areas, train key company personnel on import compliance and advise companies on how to integrate recommended compliance measures into their business practices.

Customs and VAT Counseling

The daily business of importing often results in legal issues that require immediate attention by outside customs counsel. We routinely advise clients on the following topics that directly affect importers:

- Tariff classifications
- Valuation
- Country of origin, certification of goods and marking requirements
- Entry requirements
- Penalty actions
- Enforcement of import relief measures
- Import licensing and quotas, and voluntary self-disclosures
- Foreign Trade Zones
- Drawback
- Transfer pricing
- Seizure of goods
- IP protection at Customs (Russia)
- Duty preference programs such as the North American Free Trade Agreement (NAFTA), the Generalized System of Preferences (GSP), the Common Effective Preferential Tariffs (CEPT) Scheme for ASEAN Free Trade Area (AFTA), free trade zones (FTZs) and free trade agreements (FTAs), among others
- VAT treatment of supplies of goods, whether within the EU or otherwise

TRADE POLICY AND TRADE REMEDIES

Bryan Cave Leighton Paisner's International Trade attorneys help multinational companies capitalize on opportunities and navigate the challenges of doing business in an increasingly complex global trade environment. Our counsel covers the full range of international trade policies that impacts companies operating internationally, including Trans-Pacific Partnerships (TPP), Transatlantic Trade and Investment Partnership (TTIP), Brexit, Free-Trade Agreements (FTAs), World Trade Organization (WTO), and others. We also provide advice to companies on the full range of trade remedies, including anti-dumping and countervailing duties and safeguards measures in the U.S., the Eurasian Economic Union (EEU) and other key markets around the world.

Our capabilities include:

- Advising on WTO laws and regulations
- Advising on vital legislative developments concerning the EEU, including international treaties and agreements concerning the EEU and practical assistance in developing projects to be implemented both within and outside the EEU
- Advising on legal aspects of Brexit, including the implementation of new UK post-Brexit trade remedies regime, the consequences of a "no-deal" scenario, and the applicability of the EU's existing free trade agreements in the UK post-Brexit
- Providing guidance with respect to trade remedies investigations, including representing clients in anti-dumping and anti-subsidy investigations
- Counsel on setting up special economic zones
- Drafting foreign trade contracts

ANTI-CORRUPTION

Bryan Cave Leighton Paisner's anti-corruption practice includes internal investigations of questionable payments and defense of charges as well as compliance advice, implementation of compliance programs and training of personnel. The firm has handled major investigations in the UK, Latin America, Asia and the Middle East in a wide range of industry segments. Our group regularly works with the firm's Investigations, Financial Regulation and White Collar Group, which includes lawyers who are alumni of the U.S. Securities and Exchange Commission (SEC), on anti-corruption matters. We advise on matters involving or related to the U.S. Foreign Corrupt Practices Act (FCPA), the UK Bribery Act and France's Sapin II. We consult on and conduct internal investigations relating to anti-money laundering (AML), anti-bribery and corruption (ABC) and fraud. We also advise on external investigations by various regulatory authorities across the globe. More information about our White Collar and Corporate Crime practice and our Anti-Bribery and Corruption practice can be viewed on our website.

We have extensive experience in the following:

- Formulating and implementing FCPA and other anti-corruption compliance programs
- Performing FCPA and other anti-corruption training
- Reviewing and advising on specific factual situations raising FCPA issues
- Investigating questionable payments
- Advising about voluntary disclosures
- Defending enforcement actions by the U.S. SEC or DOJ
- Advising on matters involving or relating to the UK SFO, FCA and NCA

INTERNATIONAL INVESTMENT AND MARKET ACCESS

Bryan Cave Leighton Paisner represents private equity funds and corporate clients investing and operating in new markets, particularly in Europe. We also represent non-U.S. clients with transactional, regulatory and dispute resolution matters in the United States, and multinational financial institutions in the United States and Europe on international banking and financial regulations affecting their operations. Our firm also has a dedicated team which has assisted hundreds of Italian companies in establishing commercial and manufacturing operations in the United States, including contractual matters, the formation of U.S. business vehicles, joint ventures and strategic transactions.

Our capabilities include:

- Joint ventures, strategic alliances, international mergers & acquisitions
- Outsourcing agreements
- International supply, distribution and services contracts
- Cross-border licensing agreements involving intellectual property rights
- International due diligence investigations and reviews
- Advice relating to international operations and facilities

GLOBAL MOBILITY AND REGULATORY COMPLIANCE

Global mobility – the movement of human resources, similar to the movement of goods, across borders – has a direct impact on the bottom line of a company. Bryan Cave Leighton Paisner supports companies mobilizing and managing global workforces in conjunction with expanding their international footprint. We offer a holistic approach, taking into consideration the regulatory environment in both the domestic and international context, with respect to corporate, tax and data privacy issues, among other key areas.

Our work on global mobility mainly encompasses, but is not limited to, the following:

- Auditing of global mobility programs, including drafting and reviewing existing master services agreements, cost recharge agreements, assignment letters and employment agreement templates to ensure protection for the company and compliance with local laws
- Advising and setting up the appropriate structures to be adopted when sending people abroad
- Drafting and reviewing global mobility policies associated with international assignments
- Advising on possible co-employment and potential tax consequences related to the assignment of the employee
- Establishing new business operations abroad, including the transfer of senior personnel to establish operations and related corporate structuring advice

YOUR GLOBAL INTERNATIONAL TRADE TEAM - KEY CONTACTS

Our global coverage allows our International Trade lawyers to offer strategic and operational advice to clients engaging in international business.



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MOSCOW
PARIS
TEL AVIV

EUROPE & MIDDLE EAST

BEIJING
HONG KONG
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ASIA

GETTING IN TOUCH

When you need a practical legal solution for your next business opportunity or challenge, please get in touch.

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