

The team's (JunHe's) strength lies in its ability to mobilise professionals in multiple fields within a short period of time, responding quickly and resolving problems.

—Chambers Greater China Region

## Import and Export Credit

Since it was first established in 1989, JunHe has grown to become one of China's premier law firms. JunHe excels in the area of cross-border legal services and supports China's import and export boom of the last few decades. During this period of phenomenal economic growth, banks in China have provided the necessary credit to facilitate the export of Chinese goods and services, including high speed rail, highways and other infrastructure projects, and the importation of foreign state-of-the-art technologies and equipment, such as airplanes and vessels. In order to provide the highest level of professional cross-border financing services, JunHe is committed to building alliances with strong partners, and continues to support cooperative international efforts to help bridge cultural differences between China and foreign countries, building mutual understanding and knowledge. Our clients benefit from the scope and scale of JunHe's international experience and our high quality, cross-border legal service.

### Our Team

JunHe's award-winning Banking and Finance team has extensive expertise in import and export credit, and provides top-tier legal services to our banking clients. JunHe offers bilingual capability and detailed knowledge across numerous industries.

### Major Legal Services Provided by JunHe for Import and Export Credit Projects:

- Assisting banks to design their security structures and financing arrangements;
- Drafting financing documents including loan agreements and security documents and attending relevant negotiations;
- Assisting banks to obtain mortgage and registration of pledge agreements in relevant jurisdictions;
- Issuing legal opinions;
- Assisting in identifying and reviewing drawing conditions; and
- Organizing and coordinating work with foreign counsels.

JunHe, founded in Beijing in 1989, is one of the first private partnership law firms in China. Since its establishment, JunHe has grown to be a large and recognized Chinese law firm. The firm has fourteen offices around the world and a team comprised of more than a thousand professionals.



Its (JunHe's) expertise is frequently sought after by lenders and borrowers.

—Chambers Global

### Selected Deals

**Representing a non-commercial bank in granting a Euro 28 million loan to a Chinese enterprise to construct a road alteration project in Ethiopia, which is a World Bank's loan deal.**

Acting as the deal counsel to the bank, JunHe coordinated and organized British and Ethiopian lawyers for this deal. Our work included: assisting in the design of security structure and financing arrangements; drafting and reviewing financing documents; completing the registration of security, including the registration of Nei Bao Wai Dai with the State Administration for Foreign Exchange of PRC (the "SAFE"); issuing legal opinions on PRC laws; and organizing foreign lawyers to issue legal opinions on British laws and Ethiopian laws.

**Representing a joint-equity bank in granting a USD 120 million syndicated loan in respect of the financing of the construction of four 92,500 tons Anchoring Tugboats (Hong Kong flag).**

Acting as the deal counsel to a joint-equity bank, JunHe coordinated and organized the work of Hong Kong and British lawyers. Our work included: assisting in the design of security structure and financing arrangements; drafting and reviewing financing documents; completing the registration of security, including the registration of Nei Bao Wai Dai with SAFE, the registration of mortgage of ships in Hong Kong, and the registration of other securities provided by a company in Hong Kong; issuing legal opinions on PRC laws; and organizing foreign lawyers to issue legal opinions on British and Hong Kong laws.

**Representing a joint-equity bank in granting a USD 100 million syndicated loan in respect of the financing of the construction of four 82,000 tons bulk cargo ships (Panamanian flag).**

Acting as the deal counsel to the bank, JunHe coordinated and organized the work of British Virgin Island (the "BVI") and Panamanian lawyers. Our work included: assisting in the design of security structure and financing arrangements; drafting and reviewing financing documents; completing the registration of security, completing the registration of security, including the registration of Nei Bao Wai Dai and the registration of mortgage of ships in Panama; legal opinions on PRC laws; and organizing foreign lawyers to issue legal opinions on BVI and Panamanian laws.

**Representing a major state-owned bank in granting a USD 210 million loan to a finance leasing company for purchasing 5 Boeing 737-800 aircrafts.**

Acting as the deal counsel to the bank, JunHe coordinated and organized the work of British lawyers. Our work included: assisting in the design of security structure and financing arrangements; drafting and reviewing financing documents; completing the registration of security, including the registration of Nei Bao Wai Dai with SAFE and the registration of mortgage of aircrafts in China; issuing legal opinions on PRC laws; and organizing foreign lawyers to issue legal opinions on British laws.

**Team of the Year - Banking and Finance**  
2021  
**Banking and Finance Firm of the Year**  
2020  
*IFLR1000 China Awards*

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**PRC Firm of the Year - Banking & Finance**  
2021, 2016  
**PRC Team of the Year - Banking & Finance**  
2015  
*China Law & Practice Awards*

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**Law Firms of the Year - Banking and Finance**  
2023, 2022, 2021, 2020, 2018, 2016, 2015, 2014, 2013  
*China Business Law Awards*

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**Transport Deal of the Year - Seaspac Corporation Containership Financing US\$2.24 billion ECA-backed Japanese Operating Lease with Call Option**  
2022  
*The Asset*

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**A Banking & Finance Law Firm of the Year - China**  
2022  
*In-House Community*

With the deepening of global economic integration, a considerable number of the international financial institutions and multinational corporations entering China have sought innovative and strategic legal services from JunHe. Additionally, JunHe has worked with many Chinese and foreign-funded financial institutions to assist them in becoming more compatible with internationally accepted practice, while staying compliant with current PRC laws. JunHe takes advantage of the international background and local practice experience of its professionals to continue to innovate within the framework of the existing PRC laws and to meet the various business needs of their clients.