

pcw LAW

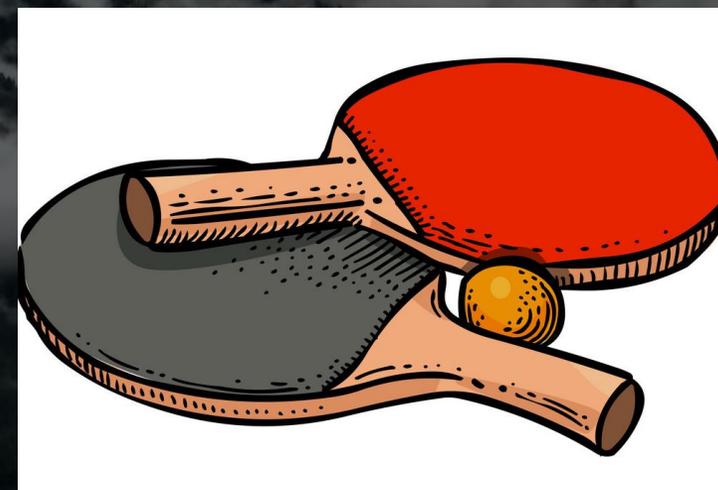
ONE STOP LAW FIRM & NOTARY PUBLIC
国际公证律师

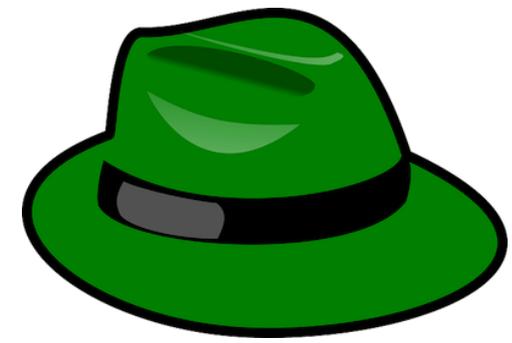


G'day

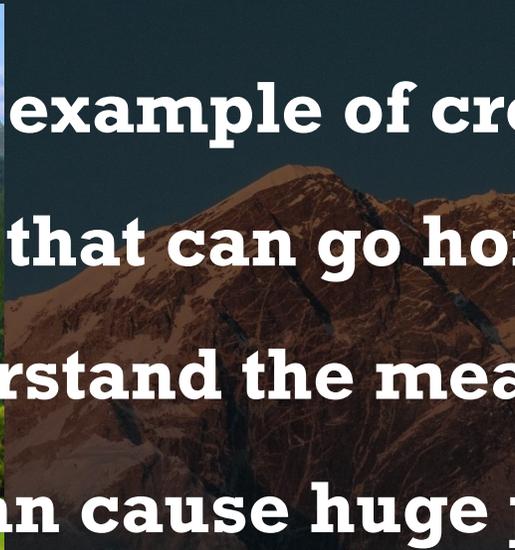
How are you?

Have you eaten yet? 吃了么?





Why Ping does NOT wear a green hat?



This is a typical example of cross-cultural communication that can go horribly wrong if you do not deeply understand the meaning of words, actions, or gestures. It can cause huge problems for personal and business relationships.

The background is a grayscale photograph of a mountain range with dense evergreen forests. A bright orange line starts from the bottom left, curves upwards through the middle, and continues towards the top right. Three orange circles are placed along this line, each with a horizontal line and three dots pointing to the right. In the top left corner, there are several vertical white lines of varying lengths, each ending in a small white dot. In the top right corner, there is a solid dark purple rectangle.

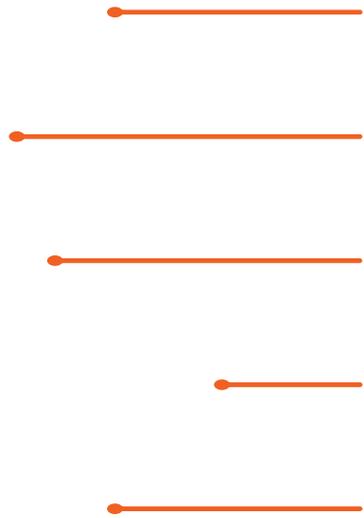
One belt one road, opportunities and challenges

先苦后甜

It will make the sweet sweeter

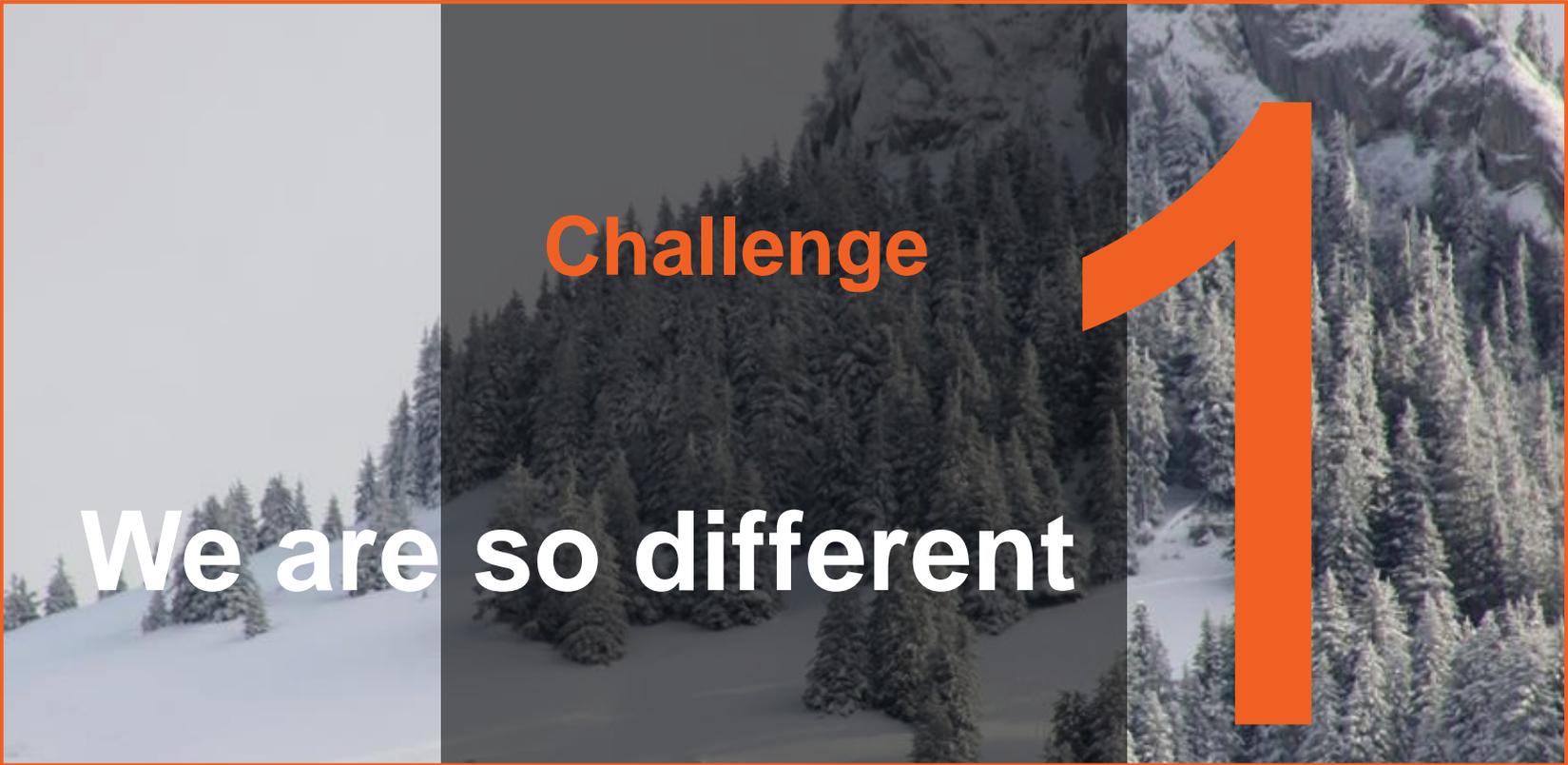
The bitter comes 1st

We provide legal service in French, Russian,
Japanese, Hindi, Malay.....



- If you need your documents in Ancient Greek, I guarantee we are the only law firm in New Zealand that can do it for you

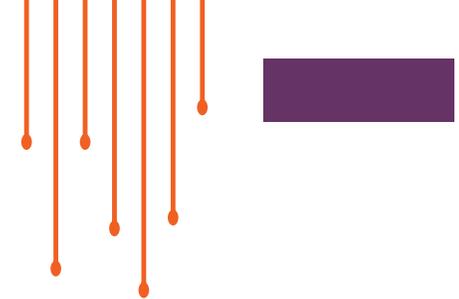
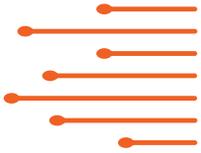


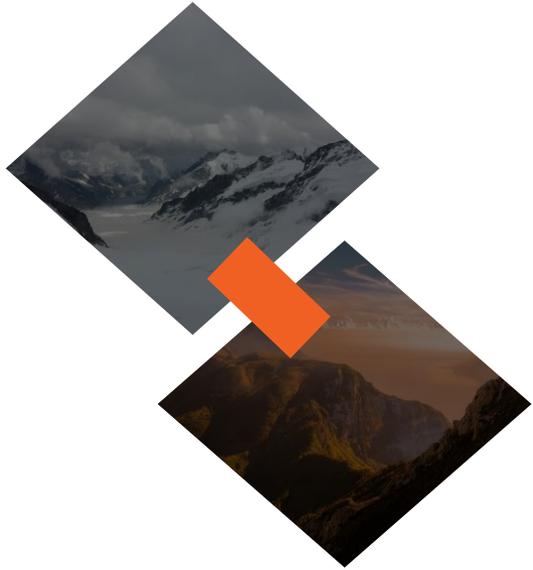


Challenge

We are so different

1

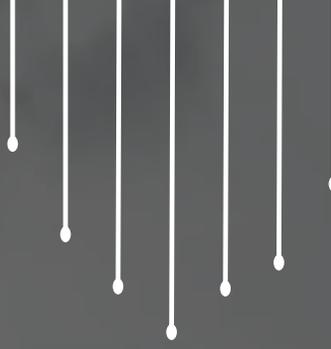




Part of my journey over the past two decades has been adapting from Humankind to this world of Birds

Are you ready for the Kiwi world?

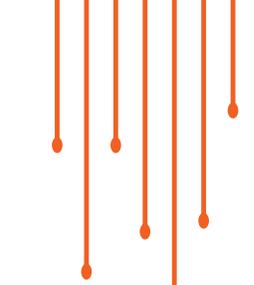
You have to make the effort to understand and respect each other's culture, to get along, to get ahead, and to work together.



Challenge

Tradition Kills

2

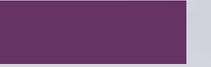


Just as important as legal expertise is cultural expertise



1. Choose what they want to hear instead of what they should hear
2. Friends vs Lawyers
3. Bigger is better
4. Nodding heads: Yes/NO?

Help the investors to navigate the minefield of cross cultural and Kiwi-Chinese business dealings



Challenge

**Different legal system
and legal background**

3



Draft Agreement



Due Diligence



The role of the agent/middleman is often troublesome:



Middleman: yes person for you and always keep you happy but they are not on your side, they get paid by the opposite side

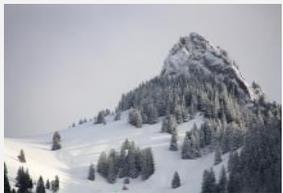


Challenge

**Visa and immigration
problems**

4

Investor/Entrepreneurs



The intention of your visit matters, it will impact future applications.

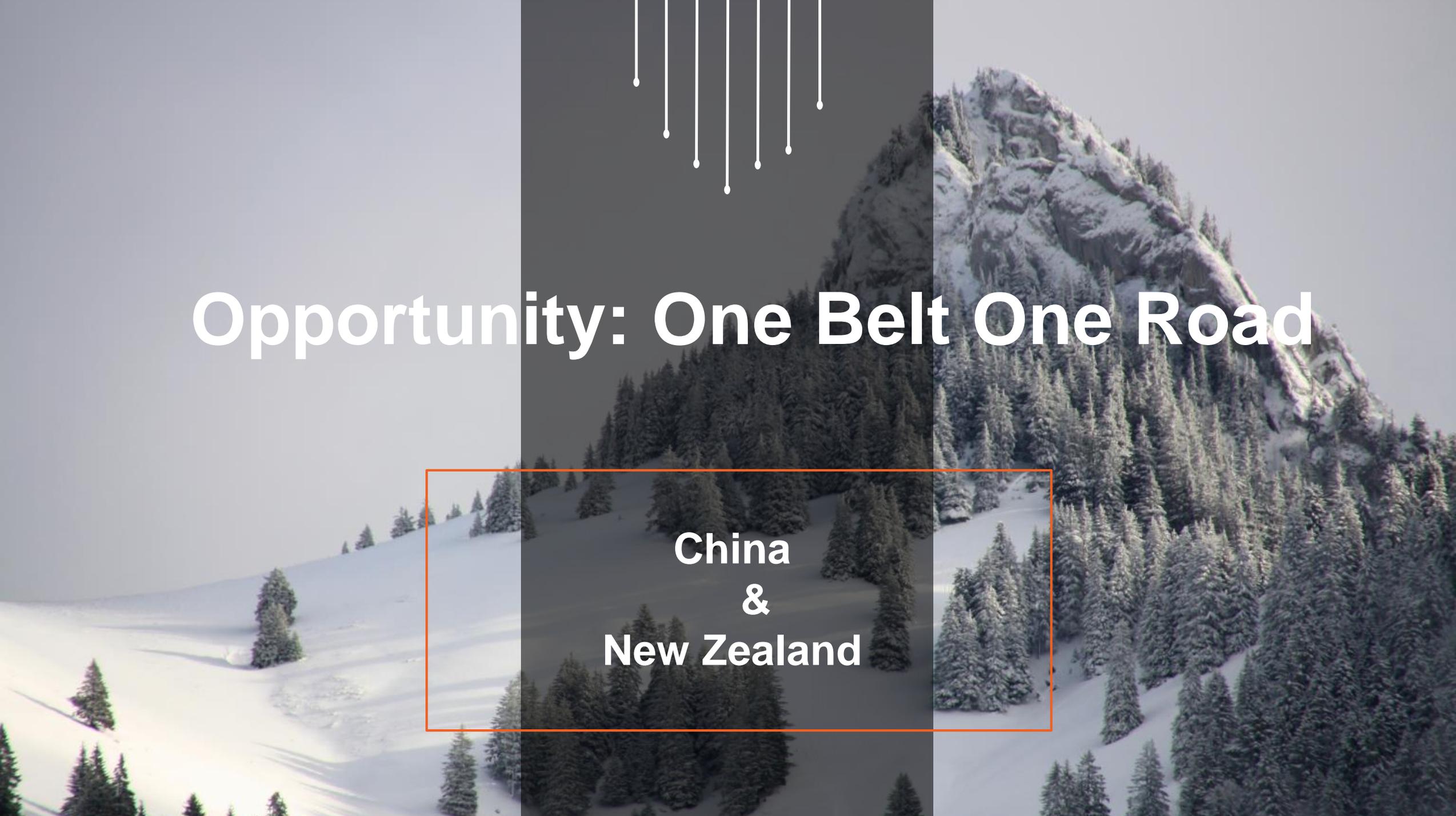
If you come to NZ under a visitor visa, your visa **only allows you to invest, you have to keep your hands off.**

Entrepreneurs

- If you come to New Zealand to actually manage your investment, join in meetings, or carry on day to day duties as a director, you have to apply for a work visa. Or at least the visitor visa must have a specific endorsement which allows you to work certain hours.
- Otherwise you might breach your visa conditions, and you can be deported, or be stopped at the border and prevented from entering New Zealand when you return from overseas.

It is important to take legal advice as early as possible when you are considering investment in New Zealand, to make sure requirements are dealt with at an early stage, so they do not cause delays later when you want to get on with your business activity.





Opportunity: One Belt One Road

**China
&
New Zealand**

新西兰是世界上最安全国家



新西兰和中国关系最好的国家

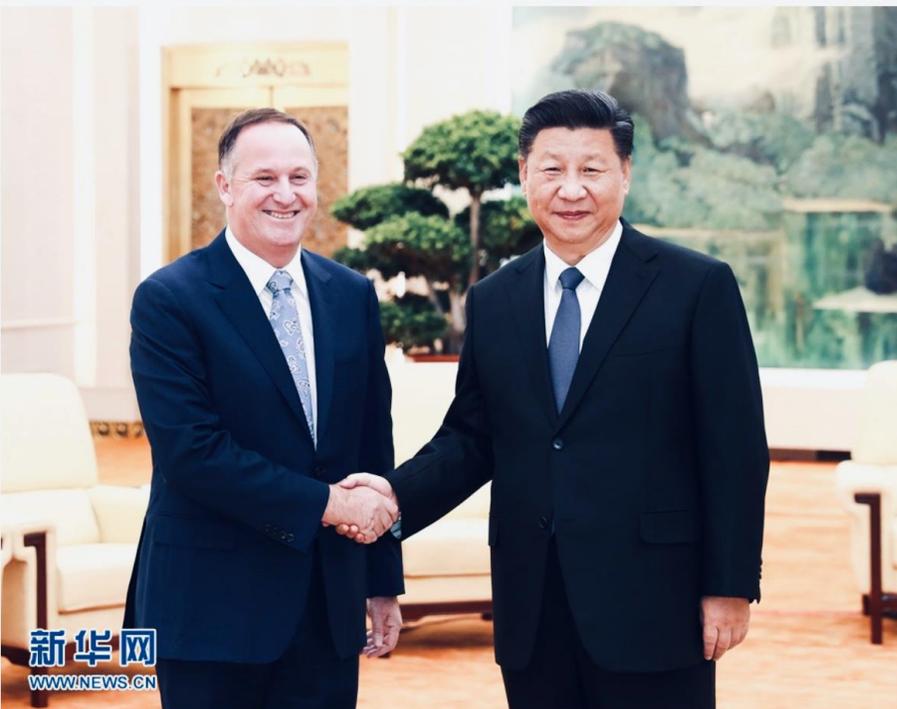


5年多次往返签证更有助于
一带一路商务活动



新西兰有丰富的自然资源





10月16日，国家主席习近平在北京人民大会堂会见新西兰前总理约翰·基。

3日后，前总理回到新西兰-不再吃传统西式早餐，我带他去吃饺子就醋就辣椒油



诚意



为了能熟练的用筷子和习主
的前总理苦练吃花生米



新西兰资源丰富

李克强总理接见新西兰中资机构、留学生和华侨华人代表



二零一七年三月二十九日于奥克兰



THANKS