



**Yongming CAO**

Partner

**Name:** Yongming CAO

**Position:** Partner

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**Language:** Mandarin、English

**Practice Area:** CROSS BORDER INVESTMENT、INTELLECTUAL PROPERTY、INTERNATIONAL TRADE AND WTO、CROSS-BORDER DISPUTE RESOLUTION

## Professional Experience

Mr. Cao Yongming, with 17 years of experience in the industry, Awarded Chinese Patent Agency, Expert Certificate in Credit Letter, Expert Certificate in Demanding Guarantee Letter, and 2024 Legal One Exemplary Investment and Merger Award. He also awarded as One of the Thousand Elite Attorneys in International Legal Practice by Justice Department of China, Leading Talented Attorney in Foreign-Related Legal Affair by Guangdong Lawyers Society and Guangzhou Lawyers Society, to celebrate the 40 years of inclusion of China's restoration of the lawyer system in the Lawyer of the Great Country.

Mr. Cao has served as a committee member of International Trade Law Speciality of Guangdong Province Lawyer Society and One Belt and One Road Law Speciality of Guangdong Province Lawyer Society, a certified international commercial mediator of the British Center for Effective Dispute Resolution, a member of the Expert Committee and a lecturer of the Digital Trade Promotion Association of the International Chamber of Commerce in Foshan, Vice President of Foshan Import and Export Association, and celebrated the 40th year of the resumption of the lawyers' system in China by being selected as one of the "Lawyers of a Great Power". Mr. Cao started legal practice in the early 2008 as an in-house counsel for eight-years in Midea Group, a World Top 500 Incorporate in China, in charge of all of the international legal affairs of Midea Group. Between 2018 and 2023, he was invited to study in London, the United Kingdom, and Singapore, focusing on "cross-border dispute resolution" and "cross-border mergers and acquisitions restructuring." and "Export control and Sanction and Compliance".

Mr. Cao has established peers network globally through various channels, such as the lawyers from US、EUR、ASEAN、Africa、South America、Egypt、Middle east、India、Singapore and HK, which facilitated clients to be in a better position in International trade, cross-border projects of mergers and acquisitions as well as trade, IP protection, resolution of international commercial disputes.

## Representative Performance

### • INTERNATIONAL TRADE AND WTO

- Advise a state-owned company in Tianjin for DOCDEX Decision before Bank commission of ICC
- Advise on International Collection disputes on behalf of Construction Bank of China
- Advise domestic customers on export credit financing for steel products, design transaction models, take advantage of local export incentive policies, and reasonably reduce export tariffs
- Advise a design of import financing (SBLC) models and trading models for products such as aluminum ingots, sugar, petroleum and Electrolytic Copper for overseas clients of bulk trade
- Advise domestic customers on designing import financing (DLC) models and transaction models for agricultural and sideline products
- Advise a major Zhejiang-based company on the design of factoring financing products utilizing cloud-based platforms and bonded warehouses for cross-border e-commerce operations
- Advise a Taiwan-funded company in Guangdong on the specialized legal services regarding the administrative investigation by the California government due to the excess of harmful substances in its products
- Advise a Shenzhen-based diamond company on the specialized legal services for global diamond procurement trade financing, including letters of credit
- Advise a company in Guangdong on trade financing (including standby letters of credit) in

connection with the procurement of electrolytic copper from Zambia

- Advise a listed company in Guangdong on the structuring of a cooperation arrangement involving factoring financing and independent bank guarantees
- Advise a major company in Zhejiang on the specialized legal services regarding the product recall of garage storage racks sold in the United States
- Advise a Fujian-based cross-border e-commerce company on the specialized legal services regarding the product recall of power banks sold in the United States
- Advise a Chongqing-based cross-border e-commerce company on the specialized legal services regarding the product recall of automotive spare parts sold in the United States
- Advise a Guangdong-based-border cross e-commerce company on the specialized legal services regarding the product recall of children's toys sold in the United States
- Advise a Guangdong-based home appliance group on the specialized legal services regarding the product recall of microwave ovens sold in the United Kingdom, Australia, Belgium, and Portugal

#### • CROSS BORDER INVESTMENT

- Provide legal service for the acquisition of 100% equity interest in a global robot manufacturing company based in Germany by a Chinese home appliance group
- Provide legal service for the establishment of two joint ventures in Guangdong by a Chinese home appliance group and a Japanese robot manufacturing company
- Provide legal service for the global merger and acquisition project between a Chinese home appliance group and Carrier Corporation, involving the acquisition of factories in Brazil, Egypt, Chile, and India
- Provide legal service for the establishment and asset restructuring of major and minor appliance manufacturing plants in Vietnam by a Chinese home appliance group
- Provide legal service for the acquisition of a publicly listed company in Malaysia by a Chinese home appliance group
- Provide legal service for the acquisition of a publicly listed company in Egypt by a Chinese home appliance group
- Provide legal service for the acquisition of 51% equity interest in an air conditioning manufacturing plant in Azerbaijan by a Chinese home appliance group
- Provide legal service for the establishment of a joint venture in Thailand by a Chinese home appliance group, as well as the subsequent dissolution and restructuring of the joint venture
- Provide legal service for the acquisition of 51% equity interest in a trade company in Israel by a Chinese home appliance group
- Provide legal service for the acquisition of 35% equity interest in a carbon neutrality project in Guangzhou by a mainland subsidiary of a Taiwan-based company, which is the first carbon neutrality equity acquisition case in Guangdong Province
- Provide legal service for a company in Guangdong to establish the headquarters of its traditional Chinese medicine (TCM) industry in the Hengqin Free Trade Zone in Zhuhai
- Provide legal service for a high-voltage electrical equipment company in Guangdong to invest in and establish a manufacturing plant in Tanzania
- Provide legal service for a client in Guangdong to invest in an animal husbandry project in Africa
- Provide legal service for a company in Guangdong to acquire 25% equity interest in a smart technology company in California, USA
- Provide legal service for an automotive parts manufacturing company in Guangdong to establish a joint venture in the United States

#### • INTELLECTUAL PROPERTY

- Provide legal service for a building block toy company in Guangdong to address comprehensive intellectual property infringement issues encountered in Europe, the United States, and Africa by a globally renowned brand, LEGO

- Provide legal service for a company in Guangdong that has been sued for allegedly infringing the personal likeness rights of a U.S. influencer through its cross-border e-commerce promotional videos
- Provide legal service for the arbitration dispute of the domain name of the well-known mattress brand "Simmons" at the International Domain Name Dispute Resolution Center
- Provide legal service for the well-known architectural paint trademark "DuoTuLe" in trademark infringement cases to protect the rights holder's trademark rights
- Provide legal service for a UK company to apply to Zhuhai Gongbei Customs for the detention of infringing products in an intellectual property rights protection dispute
- Provide legal service for a company in Wuhan in connection with the detention of its products by Tianjin Customs on suspicion of infringing the trademark rights of "NIKE"
- Provide legal service for a ceramic company in Guangdong in connection with a trademark squatting and transfer dispute in Canada
- Provide legal service for a home appliance company in Guangdong in a patent infringement dispute in Germany, successfully compelling the opposing party to reach a comprehensive settlement, thereby concluding the case at a minimal cost
- Provide legal service for a home appliance company in Guangdong in a patent infringement dispute in Canada. By leveraging the evidence disclosure system, the opposing party's claim expectations were reduced, ultimately leading to a settlement
- Provide legal service for a home appliance company in Guangdong in a patent infringement dispute in the United States. By promptly initiating the Markman hearing procedure, the scope of patent protection was clarified. This significantly reduced litigation costs and led to a swift agreement for settlement by the opposing party
- Provide legal service for a medical device company in Guangdong in a patent infringement dispute in Germany, creating favorable conditions to reach a settlement
- Provide legal service for a company in Foshan in connection with the purchase and operation of a U.S. trademark
- Provide legal service for a Foshan-based air conditioner manufacturing company in connection with the trademark squatting issue in Turkey
- Provide legal service for a lighting control equipment manufacturing company in Foshan in connection with a trademark infringement dispute
- Provide legal service for a mosquito repellent liquid manufacturing company in Foshan in connection with a trademark infringement complaint filed by the well-known U.S. brand "Johnson & Johnson"

#### • **CROSS BORDER DISPUTE RESOLUTION**

- Advice a Foshan-based import and export enterprise in a dispute with a freight forwarder for fraud in the import of frozen goods from Brazil.
- Advice a Guangdong-based company in a special legal service regarding the investigation by the California government and consumer claims due to the excessive level of toxic substances in its products
- Represent a Guangdong client in a dispute with a Taiwan-based distributor over claims arising from the recall of products in the United States
- Handle the technical cooperation contract dispute between a home appliance group and its German client Orland
- Represent a Foshan-based temperature controller company in a product quality claim dispute with Canadian customers
- Represent a Foshan client in the bankruptcy liquidation project of its joint venture factory in Thailand
- Represent a Zhongshan-based outdoor furniture company in a dispute with its exclusive distributor in the United States
- Represent a Foshan-based furniture spring company in a procurement contract dispute with a

U.S. purchaser

- Represent a Foshan-based water heater company in a sales contract dispute with its distributor in Azerbaijan
- Handle the insurance claim dispute for a home appliance group's product in the UK due to a fire incident
- Handle the insurance claim dispute for a trading company's export to South Korea due to the "Hato" Typhoon
- Advise a company in Zhanjiang Guangdong on the legal issues related to delivery of goods without a bill of lading (FCR) at a US port
- Advise a company in Yangjiang, Guangdong, on specialized legal services regarding the issue of delivery of goods without a bill of lading (B/L) at a US port
- Advise a company in Foshan on the specialized legal services regarding the insurance claim dispute for cargo damage caused by a typhoon at the Zhuhai Port
- Advise an international logistics company on the specialized legal services regarding the detention fee claim dispute due to containerized cargo detention at the Singapore port

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## Social Status

- Committee Member of International Trade Law Speciality of GD Province Lawyer Society
- Committee Member of One Belt and One Road Law Speciality of GD Province Lawyer Society
- CEDR Certified International Commercial Mediator
- Member and Lecturer of the Expert Committee of Foshan International Chamber of Commerce Digital Trade Promotion Association
- Vice President of Foshan Import and Export Association

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## Honorary Titles

- 2024 Legal One Exemplary
- One of the Thousand Elite Attorneys in International Legal Practice by Justice Department of China
- Leading Talented Attorney in Foreign-Related Legal Affair by GD Province Lawyer Society
- Leading Talented Attorney in Foreign-Related Legal Affair by GZ Lawyer Society
- To celebrate the 40 years of inclusion of China's restoration of the lawyer system in the Lawyer of the Great Country

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## Education Background

- Law School Lanzhou University, Juris Master Degree in Law
- French Normande Management Institute, Postgraduate Degree in Finance and Law
- International Dispute Resolution at the Bar Council of England and Wales and BPP Law School