

## SANIAH WU

### *Transaction Experience*

---

Transaction	Company
Commercial Litigation and Arbitration	<p>Representing a corrugated paper producer in legal dispute related to shares ownership before the Batam District Court.</p> <p>Acted for a foreign direct investment company (PMA) in a legal dispute against an industrial estate company.</p> <p>Assisted a major pulp and paper Indonesian company with Drew &amp; Napier LLC., concerning a legal dispute against an American supplier before the International Chamber of Commerce Arbitration (ICCA) and Singapore International Arbitration Centre (SIAC).'</p>
Corporate, Commercial Law and Business Contracts	<p>Acted for Asia Pulp &amp; Paper Group and its subsidiaries regarding general corporate legal matters.</p> <p>Represented and negotiated for Indonesian companies for negotiation process concerning procurement contracts with local and foreign suppliers.</p> <p>Acted and negotiated for Indonesian companies concerning distribution, agency and sales contracts with its customers.</p> <p>Represented and negotiated for several major Indonesian companies for negotiation process concerning IT software agreements with SAP.</p>
Environmental and Sustainability	<p>Acted and negotiated for Indonesian clients for negotiation process concerning service agreements with various international environmental services providers.</p> <p>Acted for Indonesian clients for negotiation process concerning cooperation agreements with both local and foreign NGOs and government institutions.</p> <p>Acted for Indonesian clients for negotiation process concerning cooperation agreement in REDD (emission reduction) project in Kampar, Riau, Sumatra.</p>
International Trade and World Trade Organization (WTO)	<p><u>Anti-Dumping/Countervailing Duties:-</u></p> <p>Assisted client as Respondent in Anti-Dumping and Countervailing Duties proceeding in relation to the importation of uncoated wood-free paper from Indonesia to Korea.</p> <p>Assisted client as the Petitioner in Anti-Dumping and Countervailing Duties proceeding in relation to the importation of uncoated writing and printing paper from Finland, India, Malaysia and Korea.</p>

Transaction	Company
	<p>Assisted client as Respondent in Anti-Dumping and Countervailing Duties proceeding in relation to the importation of coated-free sheet paper from Indonesia to the United States of America.</p>
	<p>Assisted client as Respondent in Anti-Dumping and Countervailing Duties proceeding in relation to the importation of certain coated paper from Indonesia to the United States of America.</p>
	<p><u>Tariffs Harmonization (Most Favoured Nation):-</u>            Assisted local paper industry concerning tariff harmonization for coated printing and writing paper against Indonesian government.</p>
<p>Labour and Employment</p>	<p>Represented a company (subsidiary of Japanese conglomerate group for settlement of labour dispute in Batam).</p> <p>Represented a multinational electronic company for negotiation process concerning compensation settlement with its employees.</p> <p>Represented a subsidiary of Switzerland business group for negotiation process concerning compensation settlement with its employees.</p>
<p>Liquidation</p>	<p>Acted on behalf of subsidiaries of Japanese and Switzerland groups in their liquidation proceedings respectively.</p>
<p>Merger &amp; Acquisition and Restructuring</p>	<p>Represented Indonesian and Chinese clients for acquisition process of several pulp mills in Canada, United States of America and France.</p> <p>Represented Chinese clients for the acquisition process of a packaging mill in Finland.</p> <p>Represented various companies for acquisition projects in their capacities as seller and purchaser respectively.</p>
<p>Etc.</p>	