

ASIA

Husch Blackwell combines extensive trans-Pacific experience and local law knowledge with a reliable network of top-notch local counsel to deliver integrated services throughout Asia. Each client's Husch Blackwell attorney serves as a strategic advisor and single point of contact, as well as an intermediary to translate the nuances of international laws into easily understood guidance.

There is significant value in using trusted U.S. counsel for legal needs in Asia, even when local counsel ultimately must be engaged. Engaging multiple law firms in various jurisdictions can lead to inconsistent results, in part because these firms may not have the requisite knowledge of a U.S. client's business. Husch Blackwell has the background and relationships needed to help clients advance business objectives in Asia.

Our guidance to clients in Asia includes:

Effective management and coordination of local firms to save time and money

Insight into the interplay of foreign and U.S. law issues

Knowledge of client's transaction model and ability to replicate it in Asian jurisdictions

Reliable and extensive local counsel network

Sensitivity to culture differences



The commercial viability of our biofuel refining technology is made possible through international collaboration among world-class organizations. Husch Blackwell helped facilitate these relationships and the financing necessary to move our projects forward.

— Robert Tripp,
CEO, Benefuel Inc.

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Substantive knowledge of Asian local laws and language

Representative Experience

Establishment of business entities in China and follow-up operational counseling (including seeking governmental approval, organizational document drafting and negotiation, project feasibility study, and agency registrations).

Acquisition of the stock of U.S. company's subsidiary in China.

Establishment of wholly owned entities or joint ventures and negotiation of organizational documents.

Represented major U.S. service provider in proposed acquisition of an Indian business.

Represented U.S. employee outsourcing company in joint venture negotiations.

Represented commercial satellite imagery provider in joint ventures and commercial transactions.

Served as lead outside counsel to a client in connection with its \$350 million acquisition of a 31 percent minority interest in its Korean subsidiary.

Managed the proposed initial public offering (IPO) of major U.S. manufacturer's Korean subsidiary (deal did not close for commercial reasons).

Enforcement of judgment in Taiwan and related appellate proceedings and settlement negotiation.

Represented a commercial satellite imagery provider in joint

ventures and commercial transactions.

Assisted in stock offering by local company to U.S. investors.

Represented a publicly traded real estate investment trust (REIT) in its \$25 million investment in real estate development projects in China.

Represented a major U.S. service provider in its proposed acquisition of Indian target (deal did not close for commercial reasons).

Lead counsel for a Taiwan company in its acquisition of the majority ownership interest in a U.S.-based distribution business and related restructuring.

Represented U.S. education institutions in establishing education programs or offering educational services in China.

Drafting and negotiation of numerous distribution, sales, and/or service contracts in China.

Represented U.S. companies in their sourcing agreements or product-development agreements with Chinese suppliers.

Counseled numerous U.S. companies in setting up wholly foreign owned enterprises or joint ventures in China.

Represented numerous Chinese investors in acquisitions, director investments, and commercial transactions in the U.S.

Served as due diligence counsel for a large U.S.-based industrial company in its acquisitions in China.

Represented a manufacturer of emissions control and clear

air systems in negotiations of the sale of flare and burner systems in the United States and Asia, totaling more than \$80 million.

Represented commercial satellite imagery provider in joint ventures and commercial transactions in Israel, Singapore, Japan, Taiwan, India, Thailand, Germany, and Brazil.