

CHINA PRACTICE GROUP

China's entry into the World Trade Organization has created new business opportunities for North American and Chinese firms alike. Chinese firms seeking to do business in the United States—and U.S. firms developing a commercial and industrial presence in China—need an experienced advisor who can help them bridge cultures, develop key relationships and establish business structures.

Many Chinese companies also seek to modernize their operations at home, through strategic partnerships that enable the transfer of technology, skilled employees and management expertise.

SUCCESSFUL BUSINESS STRUCTURING

The China Practice Group of Carlsmith Ball offers the legal prowess, business acumen and vast network of international contacts to help our clients navigate today's complex global business climate. We often become an integral part of our client's business team.

Our China Practice Group can assist Chinese companies establishing branches in the United States by helping them with:

- Defining appropriate business goals consistent with applicable law
- Assembling the right team
- Establishing the appropriate U.S. business entity
- Developing trade strategies in the United States
- Creating a distribution system
- Obtaining the appropriate business, investor's and immigration visas
- Defending their interests in business litigation

For American firms seeking to enter the China market, and for Chinese firms seeking strategic partners for their China facilities, we are a knowledgeable resource for:

- Structuring joint ventures
- Developing distribution agreements
- Conducting mergers and acquisitions
- Negotiating licensing agreements
- Arranging the transfer of technology
- Protecting intellectual property

BROAD INDUSTRY EXPERIENCE

Our clients are engaged in a wide variety of businesses including:

- Venture capital formation
- Retailing
- Textiles
- Manufacturing
- Import/export
- Real estate investment
- Publishing
- Insurance
- Computer software development

IN-DEPTH CHINA EXPERIENCE

The head of our China Practice Group has served as advisor to various governmental entities in the People's Republic of China, including:

- Consultant in Economic/Technical Affairs to the Dandong City People's Government
- Advisor to the Shenyang Nan Hu Development Zone
- Advisor to the Liaoning Private Enterprises Association
- Counsel to Chinese firms establishing branches and trade strategies in the United States

Our successes on our clients' behalf include:

- Securing cooperation agreements with firms in Shenyang, Tianjin and Beijing
- Representation of a major Chinese pharmaceutical firm in connection with various distribution and regulatory matters
- Representation of Chinese firms in trade disputes over dumping issues
- Enforcing Chinese International Economic and Trade Arbitration Commission (CIETAC) awards in American courts

OUR MISSION IS TO FACILITATE YOUR SUCCESS

Make Carlsmith Ball your trusted advisor for doing business in the United States. We have the experience, credentials and professional contacts to keep you ahead of today's fast-moving market.

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