

The background of the entire page features a stylized world map with a grid overlay. A large, glowing orange arc curves across the top right, resembling a globe's horizon. Several white and yellow circular markers with lines connecting them are scattered across the map, suggesting global connectivity. The Pillsbury logo is in the top left corner.

pillsbury

# Greater China Practice

*Pillsbury helps connect China's leading companies to the world ...  
and the world's leading companies to China.*







# Cross-Border Opportunities.

## A HISTORY OF SUCCESS.

When it comes to selecting legal counsel for China-related matters, there is no need to reinvent the wheel. Whether you are a Western executive doing business in China, or a Chinese executive seeking to expand or raise capital overseas, you will benefit from selecting lawyers with proven track records and established credentials.

As a global law firm with nearly 150 years of history, a presence in the world's major economic centers, practice areas that cover the full spectrum of international transactions and a leading Greater China Practice, we are your law firm of choice.

We bring a deep understanding of the Chinese business and political landscapes that affect foreign businesses in China as well as the global business and legal environments that may impact Chinese companies when they expand into other parts of the world. Pillsbury's Greater China Practice is recognized as one of the region's leading legal teams. Many of our lawyers are former executives from the United States, mainland China, Hong Kong, Japan and the UK with firsthand knowledge of how best to resolve international legal challenges—from financing and structuring cross-border transactions, to tax and foreign exchange requirements, to regulatory approvals and compliance.

## AWARDS & RANKINGS

Honored Twice with the International Law Office's Client Choice Awards for China

China Business Law Journal, leading international firm in:

- International Trade (2021-2022)
- Government & Public Policy (2022)
- Energy & Natural Resources (2020-2021)
- Dispute Resolution (2021)
- Aviation (2020)

Short-listed by *China Law & Practice Awards* for Firm of the Year, International Dispute Resolution, 2021-2022.

*Chambers Global* 2022 recognizes Pillsbury's practice and lawyers in the following categories:

- Asset Finance
- International Trade
- Outsourcing
- Technology
- Energy

*The Asian Lawyer*, Asian Legal Awards: 2018 Aviation Firm of the Year

*The Asian Lawyer*, Asian Legal Awards: 2018 New Asian Office

*The Asian Lawyer* Awarded "M&A Deal of the Year: North Asia" in 2018 and "Single Asset Transition of the Year (over \$25 million)" at the Americas Lodging Investment Summit Awards (2018).

Ranked "Tier 1" by *The Legal 500 U.S.* 2022 for M&A: Middle-Market (sub-\$500 million)

Energy & Industrials Deal of the Year – *The Deal* Middle Market Awards 2020

*Best Lawyers/U.S. News & World Report* 2022 awarded Pillsbury a national Tier 1 ranking for Corporate Law and recognition for International Trade & Finance

Pillsbury has received more than a dozen "Deal of the Year" awards for energy and project finance transactions since 2002, including projects in North America, Europe, Latin America and Asia.

*WorldECR Awards* 2018, Highly Commended Export Controls and Sanctions Firm of the Year: Rest of the World

# China Practice Capabilities

## Cross-Border Mergers and Acquisitions

U.S.-China mergers and acquisitions have become significantly more complex with recent trade tensions between the countries and the Trump Administration's tightening of CFIUS restrictions. European countries have also increased their scrutiny of deals with Chinese parties. Our transactional lawyers work closely with our regulatory team to help clients achieve successful business outcomes while threading a way through the complex legal hurdles facing companies doing deals in the current environment. Our long experience representing PRC companies gives us a unique ability to find the points of commonality between Chinese and foreign parties, and bring difficult transactions to closure.

## Foreign Direct Investment and Joint Ventures

Pillsbury's Greater China Practice bridges the different business cultures of the PRC and other countries to set realistic expectations and help clients minimize risks. We advise our non-Chinese clients on the regulatory and operational differences present in China, from restrictions on foreign investment and technology transfers, to the need to register with the State Administration for Foreign Exchange all equity incentive plans in which Chinese employees participate. Our team consults with local and central regulators and assists clients in obtaining necessary licenses and permits. Our capabilities allow many foreign invested entities (FIEs) to retain us as outside counsel to ensure ongoing corporate and regulatory compliance, including investment structuring, business restructuring, corporate reorganization, compliance with industrial policies and foreign exchange control, pre-merger control and Chinese anti-monopoly laws, FCPA and Chinese anti-bribery laws, employment law, commercial contracts, intellectual property and other matters related to doing business in China.

## Chinese Going-Global Strategies

With \$1.5 trillion in foreign currency reserves, China's financial institutions and investment bodies are among the world's most active investors in areas as diverse as energy, real estate, infrastructure, transportation, consumer products and technology. Chinese investors enter global markets through an equally diverse range of transaction structures, including greenfield investments, acquisitions, joint ventures, investment funds, and equity and debt financing.

We advise on investments inbound into China and outbound from China. We represent major Chinese companies and financial institutions in their most complex and large-scale global projects in the U.S. and other parts of the world, providing value to our clients through our multijurisdictional advice to clients and highly commended value-added client services.

## Capital Markets and Corporate Finance

Pillsbury is one of the leading law firms in the U.S. and international securities markets, participating in numerous public offerings and private

placements each year. Our clients include all categories of market participants: issuers, underwriters, broker-dealers, investment advisors and investors. In recent years, our China Capital Markets practitioners have acted as underwriters' counsel on three PRC semiconductor company IPOs in the U.S., acted as issuer counsel for another 30 China-based companies that have gone public in the U.S., successfully moved more than 19 PRC companies to national exchanges, including NASDAQ, NYSE and NYSE/Amex, and have participated in financings and other transactions for these clients valued at more than \$1.8 billion.

### Venture Capital and Private Equity

PRC private and state-owned capital has become a major investor in world markets, whether in the context of acquisitions and buy-outs, later-stage funding, or venture capital investing. We have represented U.S. startups for decades, from formation through financings to exits. We also represent many of the most significant funds and institutions in the emerging financing powerhouse of China. U.S.-China financings present many of the same regulatory and cultural challenges as do M&A deals, and our China team's experience helps bridge differences and close deals. Beyond legal services, one of our most important jobs is to connect the investors we know with the companies we represent. Our relationships with leading venture funds are a key part of our integrated service for emerging growth companies and their investors.

### Trade Regulation and CFIUS

Our International Trade practice handles all aspects of government regulation of imports, exports and foreign investment. We have extensive experience with export and technology transfer controls and embargoes, regulation of foreign investment, customs compliance and enforcement, Foreign Corrupt Practices Act compliance, the interpretation of international trade agreements and litigation or settlement of trade disputes, trade remedy proceedings, sanctions and trade issues that arise in transactions. We represent international clients across a range of industries in trade-related counseling, regulatory compliance and enforcement, transactions, litigation and arbitration. We regularly assist U.S. and non-U.S. companies in making submissions to the Committee on Foreign Investment in the United States (CFIUS), responding to government questions, and negotiating "mitigation agreements" terms when CFIUS seeks to impose conditions on foreign acquisitions of U.S. entities.

### Corporate Structuring

From formation through financing, acquisitions and joint ventures, Pillsbury's corporate lawyers advise companies on a global scale and at every life cycle stage. Our 200+ business-savvy corporate lawyers combine industry and regulatory knowledge with extensive deal experience and legal skills to provide comprehensive service to clients across industries. We routinely advise non-U.S. companies on the establishment of operations in the United States, including formation of subsidiaries, advice on choice of legal entity and corporate organizational structure, assistance with registrations in states and other local U.S. jurisdictions, negotiation of commercial agreements and

## REPRESENTATIVE MATTERS

Represent PRC private and public companies, as well as PRC state-owned and private equity funds, in connection with acquisitions of US and other international companies in transactions ranging from \$50M to more than \$1B in value, including acquisitions of semiconductor companies, optical switching companies, complex real estate developments, energy companies and high-technology manufacturing operations.

Represent a major PRC investment bank with regard to US-China matters, including M&A and both public and private capital markets transactions.

Represent a multi-national corporation in acquiring a U.S. logistics company with principal operations in Greater China.

Represent a Japanese auto company in localization of its premium brand vehicle in China with its joint venture partner.

Represent a leading German automobile company's financial entity in the restructuring of its investment platform in the PRC and its business expansion in new mobility solutions.

Represent PRC venture capital funds in connection with deployment of capital in emerging-growth technology and biotechnology companies in the US.

Represented underwriters' counsel in the US listings of three PRC semiconductor companies.

Represent a major U.S. construction machinery manufacturer in its various in-bound acquisitions and joint ventures and other regulatory compliance issues in China.

Represent a major global energy company in employment matters and regulatory matters in China.

Represent one of the largest integrated Chinese real estate companies in a \$1.5 billion infrastructure and real estate project in the U.S.

Represent major telecommunications companies in ITC actions and other IP transactional and litigation matters in the U.S.

Represent a major Chinese investor in commercial, retail and hospitality assets in the U.S.

Represent several major PRC airlines in their commercial operations in the United States and elsewhere.

# THE PILLSBURY DIFFERENCE

Pillsbury's China Practice consists of lawyers based in Shanghai, Beijing, Hong Kong, Taipei, London, Tokyo, Silicon Valley, San Francisco, Los Angeles, San Diego, New York and Washington, DC. Many of our China Practice lawyers are bi-cultural and bilingual, and we take an integrated, multidisciplinary approach in assisting multinational clients with doing business in China as well as assisting China-based clients in outbound investments and international transactions. Our in-depth knowledge of local and global legal conditions and geographic reach mean we are ready to assist our clients whenever and wherever their business endeavors take them.

financing arrangements with U.S. counterparties, advice on corporate governance matters, and compliance with other corporate legal requirements on U.S. business operations.

## Litigation, Arbitration and Dispute Resolution

Pillsbury represents Chinese clients in hundreds of U.S. litigation and international arbitration matters. Our International Arbitration practice includes lawyers from the U.S., UK, India and China who possess exceptional knowledge of international and local arbitration perspectives on resolving disputes in global markets. Our team's experience includes international energy and power projects, construction and infrastructure, defense industry procurements, intellectual property, environmental remediation, international supplier-distributor disputes, international trade, computer hardware and software, aerospace, financial products, agriculture, chemicals, commodities, automotive, and electronics. We also represent clients at arbitration hearings before the China International Economic and Trade Arbitration Commission (CIETAC).

## Banking and Finance

Pillsbury's finance lawyers represent corporations, banks, insurance companies, investment funds and other financial institutions in a wide variety of transactions, including commercial lending, derivatives, equipment finance, leveraged finance, project finance, trade finance, structured finance, debt restructuring, tax-exempt financing, and distressed investing and debt trading. We also offer a broad spectrum of corporate trust and agency services from initial issuance to defaulted obligations. Our clients rely on Pillsbury for experience with a multitude of deal structures in the major- and middle-market sectors. Our attorneys in New York and around the U.S. work closely with our teams in London, Tokyo, Taipei, Hong Kong, Beijing and Shanghai, as well as with a worldwide network of local attorneys, to advise clients on cross-border credit facilities.

## Employment

Most client issues are ultimately about people, and our commitment to service therefore includes a deep understanding of labor and employment laws in China, the U.S. and around the world. Clients seek our help in formulating global human resources and personnel strategies. We advise them on a multitude of matters including, hiring and terminating employees, collective lay-off plans, protecting intellectual property, confidential information and other business interests, preparation of employee share schemes, interfacing with trade unions and governmental entities, and employment litigation strategy.

## Energy

Pillsbury has advised on precedent-setting energy industry deals and projects in 70 countries worldwide, offering clients a combination of geographic reach, legal and regulatory depth, and energy-sector-specific experience that is unmatched among the world's leading law firms. We are one of the few law firms serving the industry across all fuel lines, from petroleum and natural gas to nuclear and renewables. More than half of our work is international, including assistance to inbound clients on U.S. regulatory requirements and on projects encompassing operations or investments around the world. In the civil nuclear arena, the team advises several governments in the development and implementation of nascent civil nuclear power

programs, and was the advisor to a multination energy conglomerate on nearly every aspect of a \$20 billion contract to construct up to four nuclear plants.

### Intellectual Property and Technology

On intellectual property matters like intellectual property litigation, technology transfers and export controls, Pillsbury's Intellectual Property practice helps protect, manage, assert, defend and leverage our clients' IP assets in markets around the world. We field a team of more than 100 IP attorneys, technical consultants and patent agents in our U.S., Tokyo, London and Shanghai offices. Our IP team has a wide range of advanced scientific and technical degrees in areas including electrical and mechanical engineering, chemistry, biology, physics and a number of other technical disciplines.

### U.S. Securities Law and Litigation

In recent years, U.S.-listed Chinese companies have seen sharp increases in both shareholder class action lawsuits and investigations by the U.S. Securities and Exchange Commission (SEC). Pillsbury has decades of experience defending companies and their directors and officers in securities class actions, derivative suits and corporate governance disputes, often defusing disputes before trial through motions to dismiss or for summary judgment. For SEC investigations, a successful outcome requires representation by lawyers familiar with the workings of the SEC. Our team has a proven record of convincing the SEC's staff to conclude investigations without enforcement action.

### U.S. Foreign Corrupt Practices Act

For more than 25 years, Pillsbury lawyers have represented companies of all sizes and individuals in FCPA investigations before the U.S. Department of Justice and the SEC. We offer front-end risk management services that provide resources for executives and corporate counsel to better understand the practical implications of the FCPA and all aspects of compliance and enforcement. If FCPA issues do arise, Pillsbury provides extensive experience in internal investigations and white-collar defense from lawyers who include a number of former government prosecutors and regulators.

### Real Estate, Infrastructure and Construction

From residential and commercial real estate portfolio transactions to large-scale infrastructure financing and project development, Pillsbury lawyers have advised on real estate, infrastructure and construction deals in more than 80 countries. In the area of public-private partnerships, we have represented government agencies and private entities around the world in transactions ranging from infrastructure development projects to privatizations and outsourcing. For construction project disputes, our team has won some of the most complex construction cases to appear in state and federal courts, as well as in administrative bodies throughout the U.S. and in arbitral bodies in the U.S. and around the world.

### Antitrust and Competition Law

We have competition specialists in Asia, the U.S. and Europe. We are often retained as worldwide coordinating counsel for making pre-merger notifications throughout the world and have the capacity to represent companies in U.S. and Europe in antitrust cartel investigations or private litigation. We also assist clients with pre-merger filings in China and advise them on latest developments in

### ABOUT PILLSBURY

Pillsbury Winthrop Shaw Pittman LLP is an international law firm with a particular focus on the technology & media, energy, financial, and real estate & construction sectors. Recognized as one of the most innovative law firms by *Financial Times* and one of the top firms for client service by BTI Consulting, Pillsbury and its lawyers are highly regarded for their forward-thinking approach, their enthusiasm for collaborating across disciplines and their authoritative commercial awareness.

### LEARN MORE

For more information about our China practice, please visit us at [pillsburylaw.com/china](http://pillsburylaw.com/china).

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