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## *China Transactions*

Advising clients across industries on business dealings and regulatory challenges in China and advising Chinese companies on outbound transactions.

WilmerHale's lawyers bring together premier in-country transactional, regulatory and intellectual property experience with outstanding trade, policy, regulatory and government relations capabilities that complement our clients' commercial objectives. We work with clients operating in and newly entering the markets in China and with Chinese companies that are active in or wish to penetrate markets elsewhere. We represent clients across a broad range of industries in all aspects of their business dealings across China, including structuring, negotiating and documenting business transactions, and lead precedent-setting foreign investment transactions. With the depth and breadth of our US and European offices, we advise Chinese entities on their outbound corporate transactions (investment and mergers and acquisitions) and commercial and trade relations, particularly in obtaining regulatory approvals, structuring transactions, and defending against trade and commercial actions.

Lester Ross serves as partner-in-charge of the Beijing office. He leads a group of Chinese-speaking lawyers and staff who are widely recognized as comprising one of the strongest legal teams based in China for corporate, financial services and intellectual property work, including M&A, private equity, venture capital, foreign direct investment, financial services, life sciences, telecommunications, and technology. Mr. Ross is former Vice Chairman and General Counsel of the American Chamber of Commerce—People's Republic of China (AmCham China). Kenneth Zhou is a partner in the Beijing Office. He is a member of the Board of Governors and former General Counsel of AmCham China.

Our Beijing team was established by Ambassador Charlene Barshefsky, former United States Trade Representative (USTR), and Robert Novick, former USTR General Counsel. Members of the team have structured, negotiated and concluded a range of landmark agreements with China, most notably China's intellectual property rights agreements, market access agreements, and the comprehensive US-China bilateral agreement that paved the way for China's World Trade Organization membership, covering all goods, services and agriculture in the Chinese economy.

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## Key Contacts

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### Ambassador Charlene Barshefsky

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## Areas of Focus

Inbound

Outbound

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## *Experience*

Established equity and cooperative joint ventures, wholly foreign-owned enterprises and holding companies in various industries.

Assisted US, European and other international clients in mergers and acquisitions of Chinese companies, post-close integration, and restructurings.

For a US-based client, helped reduce or eliminate fines following an antitrust investigation in China, Japan and Korea, securing what has been reported as the largest-ever reduction in fines from the US Department of Justice following its investigation.

Conducted internal investigations for Asian businesses, including one dealing with alleged kickbacks and extortion by sales representatives and another related to a major US-based manufacturer's acquisition of a Chinese firm for \$300 million.

Assisted in securing approvals for several of the largest and most novel foreign investments in China.

Advised on technology transfer and other licensing arrangements.

Handled the successful investigation and litigation of intellectual property infringements.

Represented investment funds and asset management companies in venture capital and private equity investment transactions.

Counseled clients on the protection of intellectual property rights, including trademark, patent, copyright, trade secrets and unfair competition matters.

Advised on tax law for foreign companies and foreign-invested enterprises.

Obtained favorable outcomes for Chinese producers in anti-dumping investigations in the United States.

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## *Related Solutions*

Asia  
Cybersecurity and Privacy

Foreign Corrupt Practices Act  
and Anti-Corruption

International Trade, Investment  
and Market Access

Mergers and Acquisitions

Real Estate

Technology Transactions and  
Licensing

Aviation  
Energy, Environment and  
Natural Resources

Foreign Investment in the US  
(CFIUS)

Life Sciences

Private Equity

Tax

Cross-Border Transactions  
Financial Services

Intellectual Property  
Counseling and Prosecution

Media and Entertainment

Professional Services

Technology