

## China Overview

The firm's China Practice Area attorneys represent U.S. companies with operations and activities in China, as well as Chinese enterprises that do business in the U.S. The China Practice Group has broad experience in such areas as establishing joint ventures, acquiring or creating foreign subsidiaries or branch operations, preparing agency and distributorship agreements, registration of trademarks and copyrights, assisting clients in obtaining letters of credit, and the licensing and transfer of technology and other intellectual property rights.

The main focus of the China Practice Area is performing legal service activities other than the practice of Chinese law, including but not limited to the following:

- counseling U.S. and other foreign business on the practical aspects of doing business in China including insights into local legal and business customs
- governmental relations and approvals
- due diligence on prospective business partners
- cultural insights
- coordinating services with Chinese law firms to assist with planning, acquisition, and building of China-based manufacturing and other industrial facilities
- counseling U.S. businesses on entering into joint ventures and other business partnerships and contractual relationships with Chinese entities
- other services that will facilitate a foreign business doing business with Chinese partners and/or making a significant investment in China
- counseling Chinese enterprises on doing business in the U.S., including advice on appropriate entity structure, capital formation, vendor and customer relationships, joint ventures with U.S. partners, U.S. taxes and tax treaties, and all other legal representation essential to establishing business relationships and successful business ventures in the U.S.



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The China Practice Area provides advice regarding taxation, transfer pricing, the Foreign Corrupt Practices Act, the United Nations Convention for the International Sale of Goods, and other laws affecting international commerce.

Examples of China-related projects our American clients have asked us to assist them with include:

- assist a regional hospital in developing its relationships with China institutions and potential development of disease treatment protocols and products
- advise an Ohio plastic company on obtaining manufactured goods in China
- assist a local clothing client in opening a China Beijing office
- assist a national furniture manufacturer in sourcing certain components for its manufactured products from China
- advise a mechanical connector company regarding using China as a possible source (and customer) for products
- assist a metals industry supplier with business dealings and transactions in China, including assisting with international finance transactions
- assist a client with due diligence for on-going sourcing transactions
- assist a company with direct investment in a joint venture in manufacturing certain materials for its kitchen furniture.

A key member of the China Practice Area is Russell K.L. Leu, who is multilingual and has years of experience in advising those interested in doing business in China. A number of other Taft attorneys from many practice areas are active in the firm's China Practice Group as well.