

# transaction traction

## DORSEY'S MERGERS & ACQUISITIONS PRACTICE



### AN INTERNATIONAL LEADER IN M&A

Dorsey & Whitney is a leading international law firm with offices in Asia, the U.S., London and Canada. Dorsey's M&A practice is highly ranked in the legal industry year after year. Our clients come from a wide range of industries, including leaders in financial services, health care and life sciences, energy, mining, agribusiness and technology, as well as major non-profit and government entities. Dorsey's extensive representation of both buyers and sellers gives the Firm a well-rounded view of the issues involved and the steps needed to get deals done, in both the strategic and financial transaction settings. Dorsey's transactional attorneys work closely with the Firm's subject matter experts in a wide variety of practice areas including taxation, employment, competition, intellectual property and environmental. Our strategic, team approach allows us to complete highly complex transactions efficiently and with the business results that our clients' seek.

Our M&A attorneys include multilingual native or overseas Chinese attorneys with local and foreign qualifications who help both Asian and foreign clients navigate the legal and business landscape and complete a full range of M&A transactions.

### DORSEY'S PRESENCE IN THE ASIA PACIFIC REGION

Dorsey has long been committed to the Asia Pacific region. The firm opened its Hong Kong office in 1995, its Shanghai office in 2001 and its Beijing office in 2015. Dorsey's Asia-Pacific-focused team works across continents with a worldwide view, whether helping U.S., European and other international entities successfully conduct business in the Asia-Pacific region, or helping companies in the region to achieve their business goals in the U.S., Europe and around the globe.

"When I first shook hands with Deng Xiaoping in 1979, I knew our countries would continue to build strong ties. Now, China is one of the world's biggest players in outbound M&A transactions."

– Mr. Walter Mondale, Former Vice President of the United States and retired Dorsey Partner, 2016

## SELECT M&A TRANSACTIONS IN THE ASIA PACIFIC REGION

Dorsey's recognized experience in handling complex, cross-border transactions, our long-standing presence in the Asia-Pacific region and our global network of offices give us a distinct advantage in serving our clients on international transactions. We have advised:

- A leading U.S. based agricultural marketing company in its global acquisition of the special crops business from one of Canada's largest processors of special crops and pulses
- A Hong Kong-based real estate developer on U.S. law matters in a \$2.8 billion tender offer
- An Australian public mining company in its the sale of its Hong Kong business in the production of lithium and other metals to a Hong Kong private company
- A private equity firm located in Hong Kong in the auction sale of the assets of a chain of department stores headquartered and operating in California to China's largest commercial property company and the world's largest cinema chain operator
- A Hong Kong-based media company in the purchase of a private media company located in China
- A biotechnology company based out of Hong Kong in the sale of its local subsidiary to a leading global pharmaceuticals and healthcare company
- A leading recording media company in their global acquisition of the recording media business from a Japanese multinational electronics company

## ACCOLADES

Rankings and other accolades received by our M&A team and supporting experts include:

- **Ranked #6** among all law firms based on the value of Hong Kong merger and acquisition (M&A) deals announced in the first six months of 2016 by Asia Legal Business
- **Ranked #13** for the number of completed M&A deals worldwide by **Thomson Reuters**, 2015
- Recipient of **Caring Company Award** for Dorsey's Hong Kong office by the **Hong Kong Council of Social Service**, 2016
- Dorsey China a Recommended Firm – Dispute Resolution by Legal 500, 2015
- Named an **Asia 50 Global Player** by **Asian Lawyer**, 2014
- Recognized by **Asia IP Experts**, 2016

## DORSEY FAST FACTS

- Dorsey celebrated its 100th anniversary in 2012
- Dorsey has over 550 attorneys and 600 support staff
- Dorsey is an AmLaw 100 firm, according to American Lawyer Magazine
- Dorsey has 19 offices worldwide:
  - » Anchorage
  - » Beijing
  - » Delaware
  - » Denver
  - » Des Moines
  - » Fargo
  - » Hong Kong
  - » London
  - » Minneapolis
  - » Missoula
  - » New York
  - » Palo Alto
  - » Salt Lake City
  - » Seattle
  - » Shanghai
  - » Southern California
  - » Toronto
  - » Vancouver
  - » Washington, D.C.

## OUR RESOURCES

Dorsey recognizes that every transaction, regardless of size, is important to our clients. While we advise many of the world's well-known multinationals, major investment banks and other regular participants in the M&A market, Dorsey also represents numerous smaller clients that are not regularly engaged in M&A transactions. We have over 60 practice areas which enables us to provide our clients with coordinated legal advice in multiple areas of law. Given the scope of our global M&A practice, our attorneys bring considerable knowledge of specific laws and regulations applicable to various industries.

## OUR FULL-SERVICE APPROACH

Our attorneys provide a full-service, practical approach with an emphasis on creativity and commitment to each of our clients and matter in which we are engaged. Our focus on both substantive areas of law and industry expertise combine for M&A counseling that helps clients achieve their business goals.



## contacts

### Hong Kong

88 Queensway  
Suite 3008,  
One Pacific Place  
Hong Kong  
(852) 2526-5000  
(852) 2524-3000

### Beijing

Suite 1101A, West Tower  
Twin Towers, B12,  
Jianguomenwai Avenue  
Chaoyang District,  
Beijing 100022-, P.R.C.  
T +86 10 8513 5900  
F +86 10 8513 5911

### Shanghai

No. 1155 Fang Dian Road  
Suite 807- 808, Kerry Parkside  
Pudong, Shanghai 201204-  
China  
T +86 21 6288 2323  
F +86 21 6288 3222