

forward thinking

DORSEY'S DEVELOPING MARKETS PRACTICE

"It's hard to make predictions, especially about the future."

Attributed to Lawrence Peter "Yogi" Berra, an American baseball player

Dorsey & Whitney is a leading international law firm with offices in Asia, the US, London and Canada. Dorsey's Developing Markets Practice Group provides a wide array of legal services to clients with dealings in the developing markets. Our team has extensive experience representing clients in connection with mergers and acquisitions, capital markets transactions, private equity transactions, emerging company issues, international arbitration and litigation, international trade, national security law and antitrust, competition and anti-monopoly, among other matters.

Africa, India and other Asian countries, Eastern Europe, the Middle East, Russia and other CIS countries

Dorsey's Developing Markets Practice Group provides a wide array of legal services to clients with operations in developing markets. Our team has extensive experience representing clients in connection with mergers and acquisitions, capital markets transactions, private equity transactions, emerging companies transactions, international arbitration and litigation, international trade, national security law, and antitrust, competition and anti-monopoly, among other matters.

Dorsey's global presence affords our clients seamless access to legal resources from any of our offices spanning across the United States, Canada, Europe and the Asia-Pacific region. Our clients also benefit from Dorsey's broad international client base, which facilitates connections around the globe.

Dorsey's Developing Markets Practice Group is concentrated in our offices in New York, Minneapolis, London, Hong Kong, Beijing and Shanghai and covers Africa, India and other Asian countries, Eastern Europe, the Middle East, Russia and other CIS countries.

Practice areas

- Mergers and Acquisitions
- Capital Markets
- Private Equity and Emerging Companies
- International Arbitration and Litigation
- International Trade
- National Security Law
- Antitrust, Competition and Anti-Monopoly

Mergers & Acquisitions

Dorsey is a leader among law firms, year in and year out, in the number of M&A transactions completed. Dorsey M&A attorneys help global clients navigate the legal and business landscape and complete a full range of M&A transactions.

Longstanding clients, repeat deal activity and consistent referrals attest to the value that Dorsey's M&A attorneys bring to transactions. In addition to high-level technical capabilities, Dorsey M&A attorneys are committed to understanding our clients' businesses, providing top-notch client service and helping our clients succeed, through an integrated team approach. Our focus on client success is why clients of all sizes, from new and emerging to Fortune 500 companies, count on Dorsey to complete their deals.

Areas of focus:

- Global and regional mergers
- Emerging companies' financing
- Strategic alliances and joint ventures
- "Going private" transactions
- Leveraged buyouts and other private equity transactions

Capital Markets

Issuers, investors and underwriters draw upon the hybrid set of skills and experiences of our international capital markets team. With our regional focus and international experience, we offer our clients enhanced value-added services in the capital raising process. Our one-firm approach makes us particularly adept at dealing with complex multi-jurisdictional and multi-lingual matters.

Areas of focus:

- Initial public offerings (IPOs), including all aspects of Rule 144A and Regulation S offerings
- Delisting, deregistration and relisting
- Secondary and follow-on offerings
- Private investment in public equity (PIPEs)
- Placings and block trades
- Privatizations and sovereign transactions
- Takeovers and buyouts
- Reverse takeovers
- Secondary listings of overseas companies
- Convertible and exchangeable securities
- High-yield and investment-grade bond offerings
- Hybrid securities

Private Equity

Private equity dealmakers face unique challenges in structuring and completing cross-border private equity transactions, in particular in the developing markets. Dorsey attorneys use their considerable knowledge of the local and global investment environments to take a practical approach in the context of the business deal at hand in order to help our clients accomplish their goals and "get the deal done".

Financial sponsors, including funds, banks, fund of funds and high net worth individuals, their portfolio companies, management groups, lenders, financial advisors, business brokers and other parties count on Dorsey for help with a broad variety of global private equity investment transactions.

Areas of focus:

- Early stage and venture capital financings
- Growth, mezzanine and other later stage financings
- Acquisition debt and leveraged buyouts
- Technology licensing and distributor arrangements

International Trade

Dorsey international trade attorneys specialize in helping companies deal with problems related to the importation of products into the United States.

Areas of focus:

- Advising and representing U.S. and foreign companies in international trade matters before the U.S. Commerce Department, U.S. International Trade Commission,
- Customs and Border Protection and the U.S. Trade Representative

Emerging Companies

Dorsey works with emerging companies in a diverse collection of industries, providing counsel that links legal knowledge with an understanding of the emerging company's business, its markets and its risks - at every stage of the growth path.

Areas of focus:

- Corporate formation
- Capital raising
- Protection of intellectual property
- Technology licensing and distributor arrangements
- Labor, employment, employee benefits and executive compensation

International Dispute Resolution

Cross-border commercial disputes are a common by-product of the burgeoning level of international trade and investment in a globalizing economy. Dorsey's international dispute resolution practice combines our strengths in commercial litigation and arbitration with decades of international experience.

Areas of focus:

- Planning and developing dispute resolution strategies
- Drafting choice of law, forum selection and arbitration clauses for commercial contracts
- International service of process and discovery
- Arbitration of disputes
- Litigating in the U.S., U.K. and Hong Kong courts and supervising litigation in other jurisdictions in cooperation with local counsel.
- International enforcement of court judgments and arbitral awards

National Security Law Practice

Dorsey attorneys offer in-depth experience and expertise in handling a wide range of business transactions that involve national security considerations under U.S., European Union and Hong Kong law.

Areas of focus:

- Export controls on "dual use," military and nuclear end-use items
- United Nations and national sanctions and embargoes, including the embargoes administered by the Office of Foreign Assets Control (OFAC) within the U.S. Department of the Treasury
- Public disclosures and business dealings with embargoed countries
- Equity investments in or acquisitions of U.S. defense contractors or other enterprises that may involve issues of national security or homeland security
- Security clearances and the use or access to classified government information
- Defense contracting and military procurement

Antitrust, Competition & Anti-Monopoly

Our antitrust attorneys provide counselling services on operational competition and antitrust issues and on merger filings, as well as on private litigation, "dawn raids", and governmental criminal and civil cases.

Areas of focus:

- Antitrust due diligence
- Merger filings
- Advising on operational antitrust such as horizontal and vertical restraints, joint ventures and standards development
- Market dominance issues
- Investigations related to antitrust and anti-unfair competition issues

A genuinely global service team



Through our integrated network of offices worldwide, we bring a full-service, practical, creative and committed approach to service each of our clients. One of our greatest strengths is that our team of attorneys is able to provide our clients our firm-wide expertise, knowledge and latest industry developments from around the globe.

Nationally Recognized

LEADING LAWYERS

Over 50 Dorsey Lawyers
Recognized in *Chambers USA*
2016

TOP 10

IN U.S. M&A
DEALS
COMPLETED
22 Consecutive
Years *Thomson Reuters*

BEST LAWYERS

97 Lawyers Recognized
Representing 50+ Practices
The Best Lawyers in America 2017

OVER 100 SUPER LAWYERS

Super Lawyers™ 2016

100%

SCORE ON
CORPORATE
EQUALITY INDEX

Eleventh Consecutive Year
Human Rights Campaign 2017

TOP 5% OF ALL LAW FIRMS – IP LITIGATION

BTI Consulting Group 2016

MEETING THE PRO BONO CHALLENGE

OVER 3% OF BILLABLE HOURS
TO PRO BONO
Every year since 1993

TIER 1 SECURITIES-CAPITAL MARKETS PRACTICE

Nationally Ranked in
U.S. News-Best Lawyers 2017

CLIENT SERVICE A-TEAM

BTI Consulting Group 2017

DORSEY CHINA RECOMMENDED FIRM-DISPUTE RESOLUTION

Legal 500 2015

#13

GLOBAL M&A
LEADER

in Worldwide Deals
Thomson Reuters 2015

ASIA 50 GLOBAL PLAYER

Asian Lawyer 2014

Dorsey Fast Facts

- Dorsey celebrated its 100th anniversary in 2012
- Dorsey has more than 550 attorneys and 550 support staff
- Dorsey has 20 offices worldwide:

- » Anchorage
- » Beijing
- » Dallas
- » 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. We advise many of the world's well-known multinationals and major investment banks as well as numerous smaller clients. 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 practice, our attorneys bring considerable knowledge of specific laws and regulations applicable to various industries.

Our Full-Service Approach

Our attorneys strive to bring a full-service, practical, creativity and commitment to each of our clients and matter in which we are engaged.

contacts

New York

51 West 52nd Street
New York
New York 10019-6119
USA
T (212) 415 9200
F (212) 953 7201

Minneapolis

50 South Sixth Street
Suite 1500
Minneapolis
Minnesota 55402-1498
USA
T (612) 340 2600
F (612) 340 2868

London

199 Bishopsgate
London EC2M 3UT
United Kingdom
T +44 20 7031 3700
F +44 20 7031 3799

Hong Kong

Suite 3008
One Pacific Place
88 Queensway
Hong Kong
T +852 2526 5000
F + 852 2524 3000

Beijing

Suite 1101A, West Tower
Twin Towers, B12
Jianguomenwai Avenue
Chaoyang District
Beijing 100022 China
T +86 10 8513 5900
F +86 10 8513 5911

Shanghai

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