

OUR CAPABILITIES

Japan Practice

Winston & Strawn is one of the world’s leading law firms for the service of clients based in Japan. **For more than 50 years, Winston & Strawn lawyers have worked alongside Japan’s leading companies, organizations, and individuals in the pursuit of their most critical legal and business objectives.**

Our attorneys established a Japan practice long before our competition. In the decades since, we’re proud that we’ve not only built one of the industry’s most experienced Japan practices, but one of its most successful as well.

REPRESENTING
JAPANESE CLIENTS
FOR MORE THAN

50
YEARS

OUR MULTINATIONAL
TEAM OF ATTORNEYS
IS ADVISING NO
FEWER THAN

30

MAJOR JAPANESE
CLIENTS AT ANY ONE
TIME

SERVICES PROVIDED BY WINSTON’S JAPAN PRACTICE

CORPORATE TRANSACTIONS	HIGH-STAKES LITIGATION
ANTITRUST/COMPETITION	IP/IT LICENSING
TRADE SANCTIONS COUNSELING	PRIVATE TREBLE-DAMAGES CLASS ACTIONS
LABOR & EMPLOYMENT	CORPORATE GOVERNANCE
TRADEMARK DISPUTES	ENERGY/ENVIRONMENTAL
JOINT VENTURES	TAX
CFIUS COUNSELING	

Among these and the many other services we offer our clients based in Japan, we've earned particular distinction for our record of success in antitrust and competition matters. Our antitrust/competition attorneys provide advice and representation to Japanese clients related to all aspects of global cartel defense, civil and criminal litigation, government investigations, mergers and acquisitions, and regulatory counseling and compliance.

At Winston, we ensure our clients in Japan receive the same level of service as our clients down the street. And while we pride ourselves on our global focus and ability to assist clients wherever they need us, we understand that the best client relationships begin with a handshake, develop over time, and mature into partnerships built on trust and familiarity. We approach each of our client relationships with these values in mind, taking care to ensure we're the best choice for clients in Japan looking for counsel.

THE WINSTON & STRAWN DIFFERENCE

Many firms claim to have a Japan practice, often comprised of a small handful of attorneys who happen to represent companies with a Japanese presence as their spare time allows. In our experience, these firms approach their Japan practices not as client service initiatives—but rather, more often than not, mere marketing strategies that ultimately offer little added value to the Japanese clients they target.

At Winston, our approach is different. We've assembled a team of attorneys with decades of experience in Japan, hired native Japanese-language speakers to facilitate translation, invested in top-of-the-line software that's compatible with a panoply of Japanese technology, and strived to build a Japan practice that's singularly well-positioned to provide exceptional legal service to

our clients in Japan. We also have in house each year one or more Japanese bengoshi who have taken their Master of Law degree at a U.S. law school, taken a U.S. bar exam, and

who spend a year with us before returning to Japan. Few, if any, global law firms offer the breadth of experience, depth of knowledge, and dedicated resources that Winston & Strawn brings to each and every matter we undertake for our Japanese clients.

Our lawyers have served as counsel to some of Japan's leading companies, including:

- Bank of Tokyo-Mitsubishi UFJ
- Hitachi Metals
- Honda Motor Co., Ltd.
- Hoya Corporation
- Japan Bank for International Cooperation
- Japan Tire & Steel Company
- Konami Digital Entertainment
- Konica Minolta
- Kyocera Corporation
- Kyowa Hakko
- LIXIL Corporation
- MA Platform, Inc.
- Marubeni Corporation
- Mitsubishi Electric Corporation
- Mitsui & Co., Ltd.
- NEC Corporation
- Nintendo
- Nippon Seiki
- Nishikawa Rubber
- Nissan Motor Company
- Nomura Securities
- NTN Corporation
- Panasonic Corporation
- Rohm Co., Ltd.
- Sanshusha Publishing Co.
- Sanyo Electric Company
- Sony Electronics
- Sumitomo Chemical
- Sumitomo Mitsui Banking Corporation
- Toray Industries
- Toyobo
- Toyota Motor Corporation

We regularly **act as liaisons** between our Japanese clients and their lawyers from other parts of the world **to ensure global problems are handled consistently.**

CULTURAL FAMILIARITY

Over the years, we've developed a deep and enduring respect for Japanese traditions and the unique Japanese business climate that's given rise to some of the world's most iconic and successful companies. We approach each matter with this respect in mind, taking special care to honor Japan's cultural heritage and abide by customary Japanese business practices.

Winston maintains a dedicated team of Japanese-speaking contract attorneys and document reviewers, enabling our attorneys to quickly and accurately serve our Japanese clients without the need for external translators.

BRIDGING THE LEGAL DIVIDE

We recognize the United States and Japan have vastly different processes for civil litigation, criminal prosecution, government actions and transactions. We've therefore become skilled at explaining the differences between U.S. and Japanese law, as well as helping our Japanese clients navigate the complexities of the U.S. legal system. And, again, because at any given time we have at least one Japanese-licensed bengoshi on staff, we're further able to effectively bridge the divide between U.S. and Japanese law.

CIVIL LITIGATION DISCOVERY

In particular, we recognize that U.S. civil discovery can be a daunting prospect for our Japanese clients. We have developed a system to make the process both understandable and efficient. Moreover, we have a detailed understanding of Japanese privacy laws and how they interact with U.S. civil discovery obligations.

THE RIGHT TECHNOLOGY

Winston employs state-of-the-art technology to service our clients across Japan. We've built our networks and purchased our software with Japanese clients in mind, enabling us to efficiently and effectively review Japanese-language documents, exchange material with Japanese servers in virtually any format, develop case strategies in "real time," and protect the security of sensitive client information, wherever it may be stored.

Presence in Major Japanese Trade Destinations

In addition to resources in the United States and Europe, Winston offers a growing Latin America & Caribbean practice supported by a cross-border team out of our offices in New York, Miami, and São Paulo, including English-, Spanish-, and Portuguese-speaking attorneys with on-the-ground knowledge in nearly every market in the region. Our experience includes private equity, banking & finance, M&A and spinoffs, joint ventures, capital markets, SPACs, restructurings, tax, litigation, international arbitration, environmental, FCPA compliance, and antitrust/competition.

We also formed a strategic alliance with one of China's leading local firms, Yuanda China Law Offices, that helps Japanese companies doing business in China address a range of transactional, regulatory, and litigation matters, from merger filing, corporate finance, to antitrust investigations and patent litigation.

ABOUT WINSTON & STRAWN

Winston & Strawn LLP is a global law firm with 900+ attorneys across 16 offices in Brussels, Charlotte, Chicago, Dallas, Hong Kong, Houston, London, Los Angeles, Miami, New York, Paris, San Francisco, São Paulo, Shanghai, Silicon Valley, and Washington, D.C. Additionally, the firm has significant resources devoted to clients and matters in Africa, the Middle East, and Latin America. The exceptional depth and geographic reach of our resources enable the firm to manage virtually every type of business-related legal issue. We serve the needs of enterprises of all types and sizes, in both the private and the public sectors. We understand that clients are looking for value beyond legal talent. We take time to learn about our clients' organizations and their business objectives. And we leverage technology and collaborate seamlessly to respond quickly and effectively to our clients' needs.

Please visit winston.com for additional information about our services, our experience, and the industries we serve.

Attorney advertising materials. Winston & Strawn is a global law firm operating through various separate and distinct legal entities.