

Acquisitions in China—Hope for the Best, but Prepare for the Worst

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CHINA CONTINUES TO OFFER NEW OPPORTUNITIES FOR INVESTMENT, BUT MANY WONDER IF THE POTENTIAL GAINS OUTWEIGH THE RISKS. LACK OF PREDICTABILITY AND TRANSPARENCY IN THE CHINESE BUSINESS ENVIRONMENT; CONCERNS REGARDING LAW AND VENUE; AND UNRELIABILITY OF INFORMATION DISCLOSED BY CHINESE FIRMS, INCLUDING OUTRIGHT FRAUD, ARE ONGOING CHALLENGES. ANY COMPANY CONSIDERING AN ACQUISITION IN CHINA MUST FIRST PREPARE FOR AND MITIGATE THESE RISKS.

WINSTON & STRAWN CHICAGO PARTNER AND GLOBAL HEAD OF M&A OSCAR DAVID, PRESENTED A PRACTICAL PROGRAM THAT DISCUSSED SOME OF THE RISKS PRESENTED BY ACQUIRING COMPANIES IN CHINA AND FOCUSED ON HOW TO MITIGATE INTEGRITY RISK IN CHINA OPERATIONS, INCLUDING:

- STEPS THAT SHOULD BE TAKEN BY U.S. COMPANIES BEFORE THEY CONSIDER AN ACQUISITION
- RISKS ASSOCIATED WITH LAND USE RIGHTS, COMMERCIAL CONTRACTS, TAX, AND SUPPLY CHAINS
- UNIQUE CHALLENGES MANAGING EMPLOYEES IN CHINA

CONTACT WINSTON & STRAWN FOR MORE INFORMATION ABOUT THIS EVENT.

CLIENTS AND FRIENDS OF THE FIRM ARE INVITED TO ATTEND SEMINARS AND EVENTS. WE RESERVE THE RIGHT TO LIMIT ATTENDANCE AT ANY FIRM EVENT.

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