

International

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Related Services

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Latin America Practice
Private Equity

We combine an in-depth knowledge of legal systems around the world, our vast linguistic capabilities, and decades of experience doing business overseas to assist companies in a broad spectrum of foreign transactions, including commercial and financial transactions, mergers and acquisitions, contracts, real estate, labor and employment, distribution of goods and services, sales networks, franchising, strategic alliances, joint ventures, partnerships, litigation, arbitration, intellectual property, technology, anti-corruption, trust and estate planning, customs, and immigration. Since 1986, our legal specialists from North America, Latin America, Europe and Asia have successfully negotiated and concluded hundreds of business transactions for American and foreign companies of virtually every size, from small and mid-size private companies to Fortune 500 companies, that desire to develop and expand their international business.

Experience

Representative Cases

The following is a sampling of the types of transactions that the International Group assists with around the world:

- Advised U.S. energy company on the design, manufacture, installation and sale of its equipment in 25 countries around the world. Our involvement has included drafting and negotiating contracts, intellectual property protection, international tax structuring and cross-border employment law issues.
- Assisted a U.S. restaurant franchise company in expanding its franchise concept to 12 countries overseas. We advised on international franchise matters, foreign government registration issues, international tax planning, and preparation of the franchise documents.
- Assisted a U.S. cosmetics company in the development and expansion of its distribution network worldwide. We worked on negotiating and drafting distributor and sales representative agreements, customs matters, foreign registration issues, foreign intellectual property protection and tax planning.
- Assisted a U.S. real estate developer in establishing and developing real estate projects throughout Latin America. Our involvement included foreign real property issues, foreign government registrations, and approvals and preparation of purchase agreements and development contracts.
- Represented a U.S. company that acquired companies in Europe through its European subsidiary. Our involvement included formation of the European subsidiary, due diligence on the acquisition targets, drafting and negotiation of the purchase agreements and related employment agreements, amendments of

the organizational documents of the acquisition targets post-closing, and cooperation with local notaries to effect the necessary shareholder resolutions and post-closing registrations in the local commercial register.

- Represented a European conglomerate that acquired the assets of a U.S. manufacturing company. Our involvement included company registration, due diligence, environmental issues, employee benefit plans, transferring employees, tax issues, intellectual property, and drafting and negotiating the purchase agreement.
- Represented a European technology company that wanted to acquire technology from a U.S. company. We assisted in business and tax planning, company registration, financing, intellectual property issues and acquisition documents.
- Represented an Asian manufacturer that wanted to establish a North American distribution base for its products. We assisted with the tax planning and structuring and with drafting the contract with a U.S. warehousing company to store and ship the Asian company's products.
- Advised a European energy company that wanted to establish a U.S. subsidiary on entity structuring, tax matters, labor matters and lease and commercial contract matters.
- Represented a Middle Eastern company that wanted to establish a U.S. subsidiary to conduct financial operations in the United States. We structured the entity, drafted and negotiated leases, and advised the company on regulatory and licensing matters and on general commercial contracts.