

INSIDE THE MINDS™

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LEADING LAWYERS ON HANDLING
ACQUISITIONS IN CHINA

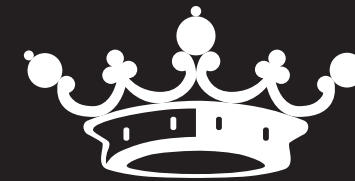
INSIDE THE MINDS

NEGOTIATING AND
STRUCTURING ACQUISITIONS
IN CHINA

Negotiating and Structuring Acquisitions in China is an authoritative, insider's perspective on key strategies for representing and advising companies involved in acquisitions in China. Featuring partners from some of China's leading law firms, these experts guide the reader through the different phases of negotiating and structuring an acquisition and the key considerations for each phase. These top lawyers reveal their advice on navigating the preliminary discussion with the target company, drafting a letter of intent, performing legal and financial due diligence, and closing a successful deal. From interpreting new legislation and working with government agencies to understanding cultural considerations and overcoming language barriers, these authors offer advice on considering the unique aspects attorneys are faced with when handling an acquisition in China. Additionally, these leaders give tips on communicating with clients, including addressing client concerns, protecting clients, and changing strategies when necessary. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great legal minds of today, as these experienced lawyers offer up their thoughts around the keys to navigating this increasingly-enforced and rapidly-changing area of law in China.

ABOUT INSIDE THE MINDS:

Inside the Minds provides readers with proven business intelligence from C-level executives (Chairman, CEO, CFO, CMO, Partner) from the world's most respected companies and firms nationwide, rather than third-party accounts from unknown authors and analysts. Each chapter is comparable to an essay/thought leadership piece and is a future-oriented look at where an industry, profession, or topic is heading and the most important issues for the future. Each author has been selected based upon their experience and C-level standing within the professional community.

NEGOTIATING AND STRUCTURING
ACQUISITIONS IN CHINALEADING LAWYERS ON PERFORMING DUE DILIGENCE,
IDENTIFYING A NEGOTIATION STRATEGY, AND
NAVIGATING COMPLIANCE ISSUES

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