



GREATER CHINA AND SOUTH EAST ASIA

DEPTH AND BREADTH

Putting the right team of lawyers in place to advise Chinese companies is our priority. We offer value-driven solutions for your U.S. legal needs.

Chinese companies investing in the U.S. turn to Barnes & Thornburg for assistance with legal and business matters. We currently represent more than 100 Asian-owned companies, including those based in China, and advise them on a full range of issues, including government incentive negotiations, general corporate law; mergers and acquisitions; real estate; intellectual property registration and enforcement; employment laws; litigation; and visa and immigration issues.

One of the 100 Largest Law Firms in the U.S.

Your company needs to find the right U.S. partners. Barnes & Thornburg gives you access to a firm of more than 800 legal professionals throughout our nationwide offices. Barnes & Thornburg believes that its value-driven structure makes us a viable alternative to larger and more expensive national firms – even when those firms propose alternative fee arrangements.

You will work with lawyers and professionals who are fluent in Mandarin and competent in other Chinese dialects, as well as in many other Asian languages and dialects. Our firm has a history of creating and maintaining dedicated relationships with overseas companies and decades of experience working with U.S. business leaders, economic development executives and city officials. Our experienced lawyers help companies seeking to do business in the U.S., from coast to coast.

We are one of the 100 largest law firms in the U.S., and we have critical experience in virtually all the legal practice areas required to do business in today's global marketplace.



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AREAS OF CONCENTRATION

Benefits and Compensation

Corporate

Environmental

Government and Public Finance

Immigration and Global Mobility Services

Intellectual Property

International Trade

Labor and Employment

Litigation

Real Estate

Our firm is also uniquely positioned to offer quality services at a greater value, through a combination of sophisticated services and client attention. All with an eye on controlling legal costs.. We keep our costs low and pass the savings on to clients. Our attorneys focus on providing the right advice and counsel quickly and efficiently.

Cross-Border Solutions for Businesses

Our client matters often involve communication with parent companies and their subsidiaries in the U.S. We often work with attorneys in other countries, including China, with parent companies' legal counsel and with e-discovery contractors. We have the ability to translate the meetings, which protects privacy.

Companies of all sizes have relied for decades on Barnes & Thornburg for assistance with establishing a presence in the U.S. or growing their operations organically or through M&A. We work with foreign business owners to ensure their business ventures comply with state and federal regulations, obtain the proper permits, find the needed financing, and more.

Our attorneys work closely with federal government agencies and understand the process for obtaining approvals for foreign investment in the U.S., when necessary. If companies are relocating executives, or business owners are relocating to the U.S., we can assist with providing free consultation regarding housing, setting up bank accounts, finding good school districts and other relocation services. We are available and able to accommodate different time zones.

Our Global Experience

We have been helping international companies invest and succeed in the United States for decades. Indeed, some of the very first international companies to invest in the Midwest called Barnes & Thornburg to help them; and we are proud to still count them among our more than 500 foreign investment clients today. Unlike firms with more limited areas of focus, we have the experience and the capacity to be a full-service resource to international clients – from helping to launch a facility from inception to helping that same company achieve its long-term business goals.

At Barnes & Thornburg, we recognize that a company's legal needs begin long before ground is ever broken. We have lawyers who serve clients as the "advance team" – helping, for example, to explore and secure economic incentives from state and local governments, assisting in the procurement of essential real estate, protecting valuable trade secrets and patents, and paving the way for foreign-born executives and employees to gain the necessary work visas to launch U.S. operations.

We are proud that some of the largest foreign companies have called upon us when they were just starting out in the U.S.; and we are even prouder that we have continued our partnership with those entities as they grow – providing support, advice, and business solutions on an ongoing basis.

Why Barnes & Thornburg?

Our attorneys have been helping international companies succeed in the U.S. for decades. We advise clients in a wide range of industries.

Cross-Border Solutions for Businesses

Including:

- U.S. and non-U.S. companies in cross-border transactions, joint ventures, and technology transfer
- U.S. and non-U.S. companies seek opportunities and grow overseas
- Non-U.S. companies entering or expand operations in the United States

Including:

Main Industries

- Technology
- Heavy and light manufacturers
- Transportation and logistics
- Automotive
- Construction
- Service industry
- Telecommunications
- Real estate

Practice Leaders



**Naomi Y.
Kwang**

Partner,

Chair –
Greater China
and South East
Asia

P 317-231-7545

F 317-231-7433