



International Business



Parker Poe is a leader in the Southeast representing international companies competing in the world market. Since forming our international practice in the early 1980s, we have seen global business change along with the needs of our clients. Parker Poe's international business attorneys provide clients, both in the Southeast and beyond, with quality and effective legal advice based on years of experience and a local and worldwide network of corporate, financial, political, and professional relationships, clients, and contacts. As a member of the TerraLex® network of law firms, we have access to more than 155 law firms worldwide and seek to provide prompt and effective service around the globe.

Our clients include multinational, foreign, and domestic clients, both public and private. We are equipped to serve a wide range of industries, including automotive, biotechnology, pharmaceuticals, textiles, chemicals, technology, telecommunications, and energy. We offer our clients creative, responsive, and aggressive legal strategies as well as a broad portfolio of legal services.

Although the speed and technology of global business have changed, the values we bring to our clients have not. From small, private companies investing in the Southeast to public companies making acquisitions abroad, our clients benefit from our comprehensive legal services, extensive contacts and depth of knowledge in the international business world.

Parker Poe's international business attorneys have experience in areas such as:

- Inbound investment and corporate counseling on corporate, commercial, and contract issues including intellectual property and employment issues. (More information in our areas of focus below.)
- Outbound investment, in cooperation with foreign law firms, into other countries on corporate, commercial, and other contract issues. (More information in our areas of focus below.)
- Mergers and acquisitions and other cross-border transactions, including joint ventures, partnerships, and banking.
- Business incentives and investments, including services for developing, constructing, and financing manufacturing, research, and other facilities.
- Immigration services for all aspects of business-related immigration and visa law.
- International tax services for business investments and transactions, including coordinating with foreign tax advisors to provide effective global tax advice, and guidance with respect to international tax compliance and investigations.
- International trade and U.S. customs matters in connection with the import and export of products and technology.
- International dispute resolution to protect and defend the rights of our clients.

Inbound Investment & Corporate Counseling

For approximately 40 years, Parker Poe has been a frontrunner in the Carolinas representing foreign companies as they expand business activities in the United States. Whether advising on export and



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distribution relationships, to corporate formation and construction, to acquisitions and joint ventures, our attorneys have extensive experience working with global companies to address their North American corporate and commercial needs. There are various stages to growing business in the U.S. market, and we help guide clients to make the best decision to accomplish their short and long term business goals navigating through the federal and state legal framework. We work with state and local agencies and a constantly expanding business network to make a client's business vision in the United States a reality.

A sample of our experience includes:

- Counseled major Chinese company in the legal and operational issues involved in organizing a U.S. operating subsidiary and performed related legal work.
- Represented German textile manufacturer in the organization of U.S. entity and purchase of real property for new North American operations.
- Represented Canadian company in acquiring a U.S. building products company and implementing a \$175 million expansion of operating facilities.

Outbound Investments

Global Sales, Distribution and Sourcing

- Assist clients with the sale of their products through Sales Representative Agreements & Distribution Agreements throughout the world. Past experience includes Europe, the Americas, and Asia.
- Assist clients on a variety of Sourcing Agreements and Supply Agreements throughout the world. Past experience includes Europe, the Americas, and Asia.

Foreign Subsidiaries

- Assist clients with the implementation of tax-efficient global corporate structures.
- Assist clients in forming subsidiaries. Past experience includes Argentina, Brazil, Canada, China, England, France, Germany, Ireland, Japan, Mexico, and Puerto Rico.

Foreign Operations

- Assist clients with the establishment of green field projects or facility relocations to new countries. Past experience includes Mexico, Canada, Argentina, and Brazil.

Mergers & Acquisitions and Joint Ventures

- Assist clients with mergers and acquisitions and joint ventures in a variety of jurisdictions. Past experience includes Mexico, Canada, other parts of the Americas, Europe, and Asia.

REPRESENTATIVE EXPERIENCE

Acquisitions and Joint Ventures



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- Represented a global chemical company in acquisition of U.S. and South American assets of a competitor.
- Represented a publicly traded British company in its acquisition of a U.S. equipment rental business.
- Represented a German shoe chain in the purchase of a majority of the stock of a U.S.-based shoe chain.
- Represented a foreign-owned retail company in its acquisition by merger of a competitor out of bankruptcy.
- Represented a German-based multinational conglomerate in the establishment of a globally focused auto parts assembly joint venture with a French parts manufacturer.
- Represented a U.S. steel manufacturer in its acquisition as part of a consortium of a Peruvian steel manufacturer through an auction process.
- Represented a publicly traded British company in acquiring certain assets of an Italian corporation.

United States and Foreign Investment

- Represented a global textile manufacturer in connection with its initial capital investment in Buncombe County, North Carolina.
- Represented a global industrial company in connection with its plant expansion in Durham County, North Carolina, and its divestiture of operating facilities in Massachusetts.
- Represented a global auto parts manufacturer in connection with its initial capital investment in Edgecombe County, North Carolina.
- Represented a global automotive component manufacturer in connection with its initial capital investment in Greenville County, South Carolina.
- Represented a U.S. textile company with manufacturing investment in Mexico.
- Represented a U.S. manufacturer of motors with joint venture investment in Peoples Republic of China.
- Represented various clients with Greenfield investments into the U.S. and the related legal aspects.