



CAPABILITIES / INTERNATIONAL BUSINESSES

## International Businesses

We are a full-service law firm with across-the-board experience and an international reach, serving foreign and multi-national clients with commercial and litigation concerns.

### OVERVIEW

*"Our group is responsive, thoughtful, and relentlessly committed to helping our international clients reach their business goals."*

— Bruce Fox, Partner

Obermayer's International Businesses practice provides cost-effective and practical solutions for doing business abroad for U.S., foreign, and multi-national businesses with interests anywhere in the world. We also represent clients investing or negotiating and structuring business transactions with foreign companies. We equip our clients with knowledge of the international business culture, so that they better understand foreign laws and regulations and make well-informed business decisions.

### Our Value

Our team understands the challenges foreign individuals and companies face in the U.S., and helps them overcome difficult claims and disputes in litigation. Our clients rely on our attorneys to assist them with the U.S. legal system and business culture, identify any risks, and convert their challenges to opportunities.

Clients appreciate our multi-lingual, multi-cultural grasp of diverse, international business cultures and negotiation styles. Obermayer is also a member of the International Alliance of Law Firms.

### Our Clients

Domestic, foreign, and multi-national businesses seek our help when they're facing challenges or exploring opportunities internationally. Our attorneys have been engaged by American, European, Latin and Asian companies for assistance with business operations, claims and disputes, regulatory

compliance, and acquisitions in the global marketplace.

## Our Focus

The attorneys in our International Businesses practice provide across-the-board coverage, handling difficult litigation, complex regulatory issues, and sophisticated transactions, such as:

- Effectively and efficiently managing a variety of financial transactions — from large, multi-faceted financings to small, commercial and SBA loans for financial institutions throughout the Mid-Atlantic region and beyond;
- All aspects of real estate law, representing foreign investors in U.S. real estate transactions;
- International taxation, including representation before the Internal Revenue Service, state and local tax tribunals, and in federal and state courts;
- Litigation involving foreign clients in the U.S., representation of clients in international arbitration proceedings, and otherwise helping arrange counsel through our connections with attorneys abroad;
- Land use matters in Pennsylvania and New Jersey, including representation before planning and zoning boards, the New Jersey Department of Transportation and other municipal and state agencies on variances, site plan approvals, subdivisions, re-zoning petitions, highway access permits and appeals from denials of variances;
- Interpretation and review of personal and commercial insurance policies, as well as serving as counsel to insurers providing risk management, coverage review, policy drafting/interpretation, and defense of claims; and
- Representation of buyers, sellers, investors, lenders, and management groups in the sale, purchase, and combination of business entities, advising clients on financing options for business acquisitions, and assisting in the negotiation and documentation of related transactions.

Our International Business team comprises attorneys qualified to practice in both the U.S. and abroad as well as former corporate executives with practical business experience. We work closely with foreign and domestic professionals, including bankers, financiers, tax advisers, project consultants, and law makers.

## EXPERIENCE

Obermayer has extensive experience in many areas of international practice and has represented parties around the globe in numerous complex, sophisticated international matters, both transactional and litigation. Some examples of our work include:

- Extricating a Chinese businessman from a lawsuit seeking to impose \$2 million in liability for a failed partnership with a U.S.-based company;
- Representation of a Chinese-based Amazon distribution company in labor and employment matters for its extensive U.S. operations;
- Representation of a Chinese company in its acquisition of a manufacturing plant in the U.S.;
- Representation of a Chinese-owned Bit-Coin mining company in the purchase of a warehouse in the U.S.;

- Obtaining a summary judgment for a Chinese business-person and his company in bet-the company commercial litigation in the U.S.;
- Establishment of branch offices or subsidiaries of major French and German companies in the U.S.;
- Negotiation of joint venture agreements between U.S. and Russian companies;
- Advising a major U.S. corporation in the applicability of import and export regulations;
- Litigation of violations of the Export Administration Act
- Negotiation and drafting of a licensing agreement between U.S. universities and foreign educational institutions;
- Representation of a U.S. bank in international financing transactions;
- Representing and advising Netherlands Antilles companies investing in U.S. real estate;
- Representation of a U.S. corporation in the purchase of a company in the Dominican Republic;
- Negotiation of the sale of a subsidiary of a major U.S. corporation in Greece;
- Obtaining immigration visas for executives of major U.S. companies;
- Advising clients on the effects of the Foreign Investment in Real Property Tax Act (FIRPTA) in their investments in U.S. real estate;
- Representation of a European group in the purchase and development of commercial real estate in various locations in the U.S.;
- Representation of management in multi-party leveraged buyouts of American subsidiaries of European manufacturing concerns;
- General representation of the U.S. subsidiary of a major Asian company;
- Representing an educational institution based in Europe in its application for accreditation in the U.S.; and
- Negotiation and drafting of distributorship and agency agreements between U.S. and foreign parties for sale of U.S. products in Europe, the Middle East, the Far East, and Canada.

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**RELATED CAPABILITIES**

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| Asset Acquisition                          | Immigration   |
| Commercial Litigation                      | Intellectual Property                               |
| Construction Litigation                    | Internal Investigations                             |
| Corporate                                  | Labor & Employment                                  |
| Counseling, Compliance & Training          | Labor Arbitration                                   |
| Creditor Committee Representation          | Lender Liability & Workouts                         |
| Creditors' Rights                          | Mergers & Acquisitions                              |
| Debt Counseling                            | Real Estate   |
| Debtor Representation                      | Tax   |
| Employment Litigation                      | Trade Secrets                                       |
| Employment-Related Agreements              | Traditional Labor Relations & Collective Bargaining |
| Executive Compensation & Employee Benefits | Transparency and Public Data                        |
| Family Law                                 | Trusts & Estates                                    |
| Fiduciary Representation                   | Wage & Hour   |
| Health Care                                |   |