



Successful Client Solutions

Tokyo-Based Manufacturer Successfully Expands Operations into Europe with the Help of Lex Mundi Cross-Border Team

The client, a Tokyo-based manufacturer of synthetic rubbers, emulsions, plastics and fine chemicals, with a presence in Belgium wanted to expand operations further into Europe. Its goal was to establish a strategic partnership with an Austrian-based biochemical company with subsidiaries in Slovenia, China and the U.S. that would allow it to take a minority participation in the company.

The client contacted McGuireWoods LLP, Lex Mundi member firm for USA, Virginia, for assistance. The firm quickly assembled a cross-border team of fellow Lex Mundi member firms.

Cerha Hempel Spiegelfeld Hlawati (CHSH), Lex Mundi member firm for Austria, and Odvetniki Šelih & partnerji, Lex Mundi member firm for Slovenia, conducted local due diligence and provided assistance with local transactional aspects. The Brussels office of McGuireWoods acted as the point of contact for the client as well as the main transactional counsel handling the international IP due diligence and coordinating the due diligence performed by its US offices and the other member firms. Uniform billing arrangements were discussed and agreed upon between the member firms and the client, with full transparency vis-à-vis the client.

The Lex Mundi cross-border team worked seamlessly with the client's teams in Europe and Japan conducting regular conference calls with the client's other external advisors, project leaders, in-house legal teams and commercial teams. During the calls, teams discussed various aspects of the transaction including progress made, due diligence findings and strategy, status and fees versus budget.

The complex transaction was successfully completed in two phases. The first was the initial investment in the target and entry into the strategic commercial



agreements, and the second was additional investment in the target and further commercial partnership agreements.

The client was very pleased with the outcome from both a legal and commercial point of view and was impressed with the quality of legal services, the responsiveness of the Lex Mundi cross-border team and with the manner in which the transaction was handled and coordinated.

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