

Premier legal services for the
**Japanese business
community**



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Built on a strong foundation forged by veteran lawyers who have worked with prominent Japanese corporations for decades, Reed Smith's Japan Business Team ("JBT") is able to provide a wide range of services to Japanese clients who conduct business in the United States, Europe and Asia, as well as companies looking to operate in Japan.

The strength of the JBT is based on the firm's commitment to our clients – to understanding and appreciating their global business needs, as well as their corporate cultures.

What makes our JBT stand out is our willingness to become an active member of each client's in-house legal team, so we can come to understand each client's unique and complex issues and goals. We assign a client relationship leader to each client, and that leader creates an individualized support team by selecting lawyers who are most suited to address each client's specific and distinctive needs, who can act as a confidant to that client during its decision-making processes. The client and our team of lawyers will discuss such issues and processes (in Japanese or in English) and work together to achieve the client's goals, by identifying potential concerns, and ultimately coming up with a plan and procedures to achieve a successful resolution. And, if necessary, the client relationship leader or one of our support team members will introduce and work with other firm lawyers, accountants, real estate agents, and any other professionals in order to assist the client in achieving its goals in the most efficient and cost-effective manner.

Key JBT Contacts



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Capabilities

We provide significant value by handling all ancillary aspects of any transaction or litigation. We offer cost effective and efficient services to our clients through legal support across global jurisdictions and numerous practice areas. Below are a few highlights of the services we offer.

Corporate, M&A and Finance

We have distinctive capabilities and experience to cover a wide scope of corporate matters, including mergers, stock sales, asset sales, corporate restructuring, joint ventures, private equity and venture capital transactions, leveraged buyouts, public and private offerings, incorporation, dissolution/liquidation, licensing, and distribution. Additionally, we have been representing banks and financial institutions for 135 years. This strong tradition continues today as we advise a majority of the world's top financial institutions, focusing on finance, investment management, regulatory, litigation, and commercial restructuring and bankruptcy issues.

Energy and Natural Resources, and Environmental

We regularly advise on projects involving every link of the energy supply chain — from natural resource exploration to oil and natural gas production, and electricity generation. We also advise renewable energy and clean-tech companies seeking tax and other government incentives. Additionally, we have experience in addressing every substantive area of environmental law, including air, water, hazardous waste and chemicals, oil, gas, asbestos, and wetlands, as well as a wide range of environmental aspects of corporate and real estate transactions.

Entertainment & Media

In terms of entertainment-focused practices, we have one of the most active in the world. We provide day-to-day legal services with transactional work, clearances, and counseling for motion picture studios and distributors, television networks, and digital entertainment companies, including distributors of digital entertainment content.

Intellectual Property

We also have a great depth of understanding and experience dealing with and addressing a wide range of IP needs, such as patent, trademark, copyright, license

agreements, opinion, joint development, clinical trials, intellectual property due diligence in M&A, and litigation.

Labor & Employment

We have counseled in a variety of employment/labor-related matters, including advising on employee training and employee handbook preparation, as well as litigation and dispute resolution arising from discrimination, harassment, wrongful termination, and wage and hour violations.

Life Sciences and Health Care

We have represented a variety of Japanese-owned corporations having U.S. affiliates and subsidiaries involved in the provision, manufacture, or distribution of health care and life sciences items and services. We have decades of experience related to coding, coverage, and reimbursement matters, regulatory approval issues, transactional matters, fraud and abuse counseling and enforcement activity, and health-related litigation.

Litigation, Dispute Resolution and Arbitration

Our experience covers the spectrum of contentious advice, from advisory work, negotiation and alternative dispute resolution, to representing clients in domestic and international arbitration tribunals and courts at all levels around the world. We have an excellent track record of successfully dealing with high-profile disputes that involve large-scale, multi-party and multi-jurisdictional issues.

Real Estate and Construction

We have lawyers with unique skills in construction and engineering matters, in particular, working alongside contractors' project management teams to advise on legal risk, resolve contractual issues, and provide representation during any dispute-resolution proceedings, DAB or otherwise. We also provide guidance on a wide range of general real estate support issues, including property acquisition, sales and purchases, contractor agreements, land use and zoning, leases and ground leases, permits, tax assessments and

incentives, fund formation, finance, site planning, subdivision, condominium and mixed-use developments.

Regulatory

We regularly represent companies in all stages of governmental investigations, including crisis preparedness and management, investigation activity, settlement and litigation, and compliance. We have particular experience in dealing with FCPA and Anti-Bribery Act cases, as well as cases before the Federal Trade Commission and state attorneys general. Additionally, we have handled a number of antitrust investigations, pre-merger governmental clearance matters, cartel investigations and litigation, and compliance with U.S. and EU competition law.

Shipping

We have unrivalled knowledge of all important areas of concern for the shipping industry – “dry” shipping, “wet” shipping, competition, and ship finance - and are widely recognised by our clients, as well as by our competitors. We advise on cargo claims, charterparty disputes, shipyard issues, sale and purchase disputes, commercial transactions, sanctions, offshore developments, and LNG carriers and support, as well as collisions and casualties. We are deeply connected to the needs of the Japanese Maritime Industry, providing for close cooperation with all of our partners in that sector, including ship owners, ship yards, charterers, Protection and Indemnity Clubs, Hull Underwriters, Brokers, experts, and Japanese law firms, offering first-class service and immediate professional assistance 24 hours a day, seven days a week. Additionally, we regularly lecture to the Japanese shipping market on topical points of interest at the Japanese Shipping Exchange in Tokyo and elsewhere.



The JBT has presented numerous legal seminars in various regions throughout Japan and the United States, sponsored by the local business federations, chambers of commerce, government agencies, and nonprofit organizations.

Representative Experience

Below is a sampling of the work we have done, in connection to Japan and various Japanese entities:

Corporate, M&A and Finance

- Facilitating a cross-border loan for Mizuho Bank to MarketTools Research Solutions, Inc. involving collateral in both the U.S. and UK
- Advised a Japanese private equity fund in restructuring its investment in a gold mine in Nevada and in the acquisition financing of a U.S.-based education company
- Assisted Abbey Capital with Japanese regulations for establishing a lending business in Japan for stocks listed on the Nikkei
- Assisted a client with winding up its subsidiaries in Japan
- Advising FocusVision in establishing a subsidiary in Japan
- Advised Great Plains Manufacturing, Inc. on purchasing shares of a Japanese company, including obtaining shareholders' approval, cleaning anti-trust and meeting filing requirements
- Advised client in connection to the potential termination of a development agreement with a company based in Texas
- Assisted FamilyMart with a potential M&A transaction and dissolution of a California subsidiary
- Represented a global financial institution in a syndicated secured credit facility to borrower and its Dutch and Japanese subsidiaries
- Advised client, on the acquisition of substantially all of the assets of one of the world's leading branded apparel, footwear, fashion, accessories and related lifestyle product companies, whose products are sold throughout the world, including the U.S., Canada, Brazil, Chile, Korea, Taiwan, Australia, Mexico, Dubai, Egypt, Japan, South Africa, and China
- Acted as U.S. legal counsel for Japanese major banks in their JPY 117 billion (US\$1.17 billion) acquisition finance in relation to acquisition of a division of a major Japanese electric corporation by a major U.S. private equity fund
- Assisted a U.S.-based international freight forwarder enterprise in purchasing equity shares in a Japanese invested international freight forwarder enterprise in Shanghai
- Represented Dynam Japan Holdings Co., Ltd. (issuer) in its initial public offering on the Hong Kong Stock Exchange. Resulted in proceeds of HK\$1.57 billion - HK\$1.79 billion
- Represented DISCO Corporation, a Tokyo listed corporation, in its minority equity investment in Mobius Photonics, Inc. and acquisition of their patents and technologies
- Representation of Japanese Holding Company in its asset purchase of a U.S. medical device company engaged in developing advanced imaging technologies.
- Represented U.S. subsidiary in logistics business and industrial Japanese parent company in Series B investment in, and strategic alliance with, domestic e-commerce venture.
- Represented Japanese real estate company in the acquisition Century City – Los Angeles Hotel
- Advising general counsel and sales team on data agreements, software licenses, data privacy and security compliance and related agreements
- Represented Defibtech, LLC, firm client and leading manufacturer of automatic external defibrillators (AED) and other resuscitation devices, signed a merger agreement October 26 with leading Japanese medical equipment company, Nihon Kohden Corporation. Nihon acquired Defibtech to expand its presence in the United States and benefit from Defibtech's robust R&D and product development expertise.
- Represented Hoya Co., Ltd., a Japan-based, privately held, international hair care products company, in connection with its acquisition of Samy Companies, a privately held, US-based hair care products company
- Represented a U.S. subsidiary (California) of a VC backed Japanese corporation in its acquisition of substantially all of assets of a Massachusetts LLC

- Advised several U.S. subsidiaries of Japanese corporations in relation to their capital policies

Advised a major Japanese company on its participation in multiple CDM projects in China

- Represented U.S. subsidiary in logistics business and industrial Japanese parent company in its investment in, and strategic alliance with, domestic e-commerce venture



- Acting for investment management company Duet Asset Management on the acquisition of a Bermudan fund manager with subsidiaries in the UK, US, Australia, Japan and Hong Kong
- Represented a medical device manufacturer in the organization of a joint venture with a Japanese inventor for the worldwide manufacture and distribution of the inventor's product
- Acted as a U.S. legal counsel for a major Japanese bank in its acquisition finance in relation to an MBO of a Japanese corporation
- Represented a Japanese major trading company in its formation of a U.S. subsidiary and negotiation of employment agreements with the management
- Represented United States pharmaceutical company in our license of development stage product for testing and marketing in the Peoples' Republic of China, Taiwan, and Hong Kong
- Represent client in potential acquisition of certain flour mills from Ardent Mills, LLC
- Represented Xerox Corporation with a restructuring and asset transfer transaction in Asia involving transactions across the following jurisdictions: Japan, China, Hong Kong, Malaysia, Singapore, and Korea
- Reviewing sales representative agreements for a large industrial and defense equipment supplier, involving

appointment of sales representatives in multi-jurisdictions, including China, India, Japan, and Malaysia

- Represented privately held stevedore and terminal operating company in the sale of its outstanding equity interests to Japanese ocean transport and cargo company
- Represented Showa Glove Co., a Japan-based, privately held, international manufacturer of industrial gloves, in connection with its acquisition of a division of Tillotson Corporation, a privately held, US-based manufacturer
- Acted as a U.S. legal counsel for a major Japanese bank in its acquisition finance in relation to a borrower's tender offer bid (TOB) against shares of a Japanese corporation
- Advising on the disposal of a UK tool making company into Japanese listed acquirer
- Successful closing of an acquisition for Stolle Machinery Company, a Denver, Colorado-based company, which was formerly owned by Blackstone Group and acquired in 2011 by Toyo Seikan, a large Japanese metal and plastic container maker. The target was Ultra Punch of Dayton, based in Ohio.
- Acted as underwriter's counsel for the Initial Public Offering (IPO) of ADSs of a Tokyo-listed (Mothers) corporation, UBIC, on the NASDAQ Global Market
- Represented a major Japanese manufacturer in pursuit of a larger market share in the United States in its acquisition of a U.S. competitor in Florida
- Represented a major Japanese electronics manufacturer in its sale of assets of a U.S. subsidiary in California
- Represented a Tokyo-listed Japanese corporation in restructuring its U.S. operations
- Represented a Tokyo-listed manufacturing corporation in its acquisition of a U.S. corporation out of bankruptcy
- Represented a Japanese corporation in starting a global aviation business, with respect to acquisition of aircraft, FAA regulatory compliance, and a joint venture with a global aviation corporation
- Represented a Japanese trading corporation in relation to an incorporation of its first U.S. subsidiary in California, drafting and negotiating agreements with management in the United States

- Advising a Japanese Trading Company in connection with various oil-backed financings in Africa
- Advised Takeda Ventures on a potential investment in a Belgian company
- Advise multinational automotive parts suppliers in negotiating and terminating cross-border OEM and aftermarket supply agreements
- Advised Tier One part suppliers on contractual actions based on Uniform Commercial Code Article 2 against financially distressed businesses
- Assisted a Tier One automotive suspension and seat manufacturer with closing a unionized plant in Ohio, negotiating the sale of all assets and long-term OEM supply contracts
- Represented a number of multinational automotive parts suppliers in cross border asset purchase and stock purchase transactions
- Advised multinational Tier One automotive part suppliers in negotiating settlements with OEM customers and Tier Two suppliers in field actions and warranty recalls in the United States and Europe
- Advised automotive companies on various account receivable protection programs and put option agreements
- Advised a Japanese trading house in negotiations relating to two separate disputes over chromite and nickel mine operations located in the Philippines
- Advised a Japanese trading house in a steel-processing-related contract dispute in Bangladesh
- Represented a major Japanese trading firm in its \$100 million investment in two natural resource projects
- Represented a leading Japanese firm in a minority investment in a wind power project
- Advising and representing a Japanese contractor in ICC arbitration proceedings concerning claims arising out of the construction of a styrene monomer plant in Singapore



Energy and Natural Resources, and Environmental

- Counseled seller Standard Steel, Inc. on environmental matters related to acquisition by Japanese trail-wheel manufacturer Sumitomo Metal Industries, Ltd. and Sumitomo Corporation. Standard Steel is one of North America's leading manufacturers of railway wheels and axles with a history of more than 200 years.
- Represented a Japanese trading house in a Singapore-seated ICC arbitration in relation to a power plant project in Thailand
- Advised a Japanese state-owned company in its negotiations with an Indonesian state-owned company over a dispute arising from alleged defects found in the furnace of a large nickel smelting plant
- Advised a Japanese trading house in its negotiations over a contract dispute with an American energy company over two defective gas power generators in Vietnam
- Advising a Japanese contractor in contract negotiations, and subsequently on claims, concerning the construction of an oil and gas terminal in Hong Kong
- Advising and representing a Japanese contractor in arbitration proceedings concerning claims arising out of the construction of an LNG terminal in the UAE
- Representing a Japanese/U.S. joint venture EPC contractor in an ICC arbitration on disputes arising out of the design and construction of a process plant project in Algeria
- Representing a Japanese/U.S. joint venture EPC contractor in proceedings in the Commercial Court in Antwerp, Belgium, in relation to disputes over the expansion of a major petrochemical plant in Antwerp
- Advising a Japanese/U.S. joint venture in respect of an EPC contract for the design and construction of an LNG liquefaction plant in Egypt against Spanish Egyptian Gas
- Represented a Japanese beverage manufacturer in litigation related to a claim under California Prop 65

(the Safe Drinking Water and Toxic Enforcement Act of 1986)

- Represented a major Japanese trading firm in modifying the general terms and conditions of a spot purchase contract with a Nigerian supplier of LNG

Entertainment & Media



- Assisting a major Japanese movie and television production company with an audit and overhaul of its closed captioning and video programming practices and procedures to comply with the new requirements of the Twenty-First Century Communications and Video Accessibility Act of 2010
- Structured a combined equity transfer and development, distribution, and publishing deal for a massive, upcoming multiplayer online game to be launched in Japan in 2013
- Counsel for a Japanese media company on its digital distribution of music, television, movie, and software content in the United States

Intellectual Property

- Represented DISCO Corporation in a patent infringement case
- Assisted a major musician in obtaining a license for certain artwork from a Japanese photographer
- Represented Nitori (Aki-Home) in both credit card litigation and trademark registration
- Assisting S.T. Dupont in concluding, after having secured their rights to grant an eye wear license (taken back from insolvent licensee), a new eye wear licensing contract with Japanese company Aoyama
- Obtained summary judgment for a major Japanese gaming entity against patent infringement claims regarding a device used to remotely control computer functions

- Represented a California venture technology company in negotiating an IP licensing agreement with a Japanese venture-backed corporation
- Represented a Japanese corporation in negotiating and structuring a joint technology collaboration agreement with a U.S. corporation to develop a new line of products
- Represented a quasi-Japanese government venture-capital corporation in the transfer of an IP license agreement in relation to its investment in an electric corporation
- Represented a major Japanese semiconductor company on patent matters related to LED technology
- Represented a Japanese-listed high-tech corporation in relation to patent assignments and license-back transactions
- Provided trademark portfolio management for a Japanese holding company that focuses on entertainment activities
- Represented Mitsubishi Electronic Corporation in a patent litigation matter regarding patents related to mobile phone GSM (3G) – FRAND issues, alternators and trademark negotiation

Labor & Employment

- Represented Bandai America in numerous ERISA-related matters and regarding California corporate laws
- Advised a liquor company regarding California Prop 65 issues and a Texas distribution agreement
- Advised a vehicle bearing manufacturer on the settlement of a labor strike and other employment related claims, and divestitures of subsidiaries in Ohio and Illinois
- Advised a major global leadership advisory firm which provides senior executive search and leadership consultancy services, on a global restructuring, in over 30 jurisdictions worldwide
- Represented a global technology company, headquartered in Tokyo, specializing in office imaging equipment, production print solutions, document management services, and IT services, in managing its entire U.S. employment portfolio of more than 25,000 employees
- Represented a U.S. subsidiary of a Japanese manufacturer in planning and implementing a shutdown of a manufacturing plant in Kentucky, with

the resulting layoff or transfer of employees (including WARN Act notification), and preventing discriminatory layoff claims

- Represented a U.S. subsidiary of a Tokyo-listed food-processing corporation in its employment matters, including creating its employee handbook and conducting a reduction-in-force project



Life Sciences and Health Care

- Assisting Abbott Vascular in the outsourcing of their clinical trial work in Japan
- Represented global health care entity in its transaction with a Japanese entity that is a joint venture for the development and marketing of other products
- Represented a biotechnology company in a licensing deal with a Japanese pharmaceutical company in which our client acquired an exclusive worldwide right (except for Japan and SE Asian markets, which were retained by the Japanese company) to develop and commercialize proprietary compounds of the Japanese company, which are initially being developed for the treatment of Alzheimer's disease. In connection with the transaction, the Japanese company also acquired equity in our client.
- Represented a start-up biopharmaceutical company in a licensing deal with a Japanese pharmaceutical company in which our client acquired exclusive worldwide rights to develop and commercialize two disease inhibitor molecules
- Assisted a start-up biopharmaceutical company in successfully closing a deal with a Japanese pharmaceutical company in which our client acquired the exclusive rights to evaluate and license a group of CXCR4 antagonist compounds with potential application in the treatment of HIV
- Represented a development-stage biotechnology company in connection with its acquisition of license rights from a Japanese pharmaceutical company to products for use in cancer-related and inflammation indications worldwide except for Japan and certain other Asian markets
- Represented a wholly-owned U.S. subsidiary of a Japanese pharmaceutical company in multiple Phase 0, I, II and III global clinical trials for biologic compounds for multiple cancer indications in U.S., Canada, South America, Australia, and EU, drafting and negotiating clinical trial agreements, informed consent forms, CRO agreements, clinical services agreements, regulatory transfer agreements, delegations of authority and other related documentation
- Represented a biotechnology company in partnering with three Japanese pharmaceutical companies for the joint development and marketing of its products in various phases of clinical development
- Licensing of ALK-Abello allergen tablet products (mainly house dust mites and Japanese cedar) in Japan
- Served as regulatory counsel to a major Japanese pharmaceutical manufacturer related to government pricing, contracting, and fraud and abuse issues
- Served as co-counsel in a False Claims Act matter on behalf of a major Japanese pharmaceutical manufacturer related to distribution service agreements
- Represented the U.S. subsidiaries of a major Japanese pharmaceutical corporation in a series of industry-wide pricing lawsuits throughout the United States
- Assisted the U.S. subsidiary of a small Japanese pharmaceutical manufacturer with entering mandated rebate agreements with state Medicaid programs
- Assisted the U.S. subsidiary of a Japanese device manufacturer in obtaining Medicare coding for its product, preparatory to obtaining Medicare and Medicaid payment
- Represented Tokyo-listed major pharmaceutical company in a patent litigation, via a preliminary injunction, in relation to one of its blockbusters
- Represented leading healthcare Tokyo-listed corporation in a patent litigation

- Assisted a Tokyo-listed corporation in relation to licensing issues for high-tech patents (REID)

Litigation, Dispute Resolution and Arbitration

- Advised Japanese financial institution regarding U.S. bankruptcy issues relating to a potential loan to Japanese automotive parts company
- Advised Sanwa Enterprises, Inc. in connection to litigation and the Americans with Disabilities Act
- Represented a Japanese subsidiary of a major U.S. pharmaceutical corporation in a product liability lawsuit, including electronic discovery aspects
- Represented a U.S. hedge fund for arbitration in New York in relation to real properties in Japan
- Represented a Japanese Tokyo-listed glass and chemical products manufacturing corporation in a patent litigation
- Assisted Tokyo-listed corporation in a dispute with another Japanese company, both of which are in the semiconductor industry, with respect to the termination of a distribution agreement for products in Germany

Real Estate and Construction

- Assisted Tsuchiya Corporation in the sale of an apartment building in southern California
- Advised Daiwa House California, Inc. in the purchase of real estate and related due diligence
- Assisted ForestMall in the purchase of a shopping mall in California



- Represented a Japanese development company in connection with the acquisition and joint venture of

an 80 unit condominium project in Los Angeles, California

- Represented a Japanese hotel company in connection with the site acquisition and development of a hotel project in Torrance, California
- Representing an international oil & gas contractor in relation to disputes arising out of an agreement for the design and construction of two offshore oil & gas platforms in the Sakhalin Island Shelf
- Acting for a Japanese contractor in ICC arbitration proceedings against the owner of a major highway project in Sri Lanka
- Assisting in injunction proceedings in support of arbitration proceedings under s.44 Arbitration Act 1999 to prevent the call by, and payment out to, the Russian subsidiary of a French contractor of a Performance bond (subject to English Law) in relation to an oil and gas development on the northeast shelf of Sakhalin Island
- Represented a Japanese construction company in a BANI arbitration to resolve a dispute over the implementation of a civil engineering project in Sumatra, Indonesia
- Represented a Tokyo-listed corporation in negotiations related to real estate acquisition; design and construction of a manufacturing plant; government permit applications; and other subsequent operational and licensing matters
- Represented a major Japanese corporation in negotiations related to land purchase, contractor agreements and regulatory compliance for its hotel construction project in Los Angeles
- Advising and representing a Japanese contractor in ICC arbitration proceedings concerning claims arising out of the construction of a highway in Sri Lanka
- Advising and representing a Japanese contractor in arbitration proceedings concerning claims arising out of the construction of the Delhi Metro, India
- Advising a Japanese contractor in contract negotiations, and subsequently on claims, concerning the construction of a mixed-use, commercial/hotel development in Kuala Lumpur, Malaysia
- Advising and representing a number of Japanese clients regarding tenant leasing in New York
- Represented a Japanese real estate company in the acquisition of a Century City, California, hotel

- Advised on the lease of premises from DuPont, including due diligence, subsequent construction of a plant, and all related environmental matters for a Tokyo-based company's expansion into Belle, West Virginia
- Acted on behalf of a substantial Japanese corporation involving the rejection of 11 new buildings by a buyer, the amount at stake being \$400 million

Regulatory

- Counseled clothing company on Japanese laws similar to the U.S. Sunshine Act
- Review of client's various financial regulatory disclosure documents to Japanese customers
- Advised Wyndham Hotels regarding laws and regulations for direct marketing in Japan
- Represented client in sale of the stock of its Malaysia division to a Japanese publicly listed company operating in the industrial chemicals sector; due to bankruptcy in process, several aspects of the sale needed to be approved by the bankruptcy court and needed to satisfying regulatory requirements in Cyprus, Malaysia and Japan
- Counseled client on data protection compliance within the Asia Pacific region, which encompassed reviewing the client's standard privacy policies and amending them to comply with the laws of 8 APAC jurisdictions, advising on records retention policy, and drafting international data transfer agreements to regulate the transfer of data from APAC to the U.S.
- Advised automotive part suppliers on Department of Justice investigations regarding cartel and National Highway Traffic Safety Administration's regulations
- Competition compliance including full review of all OOCL group's services, plus container services and logistics from a European law perspective
- Review of various EU competition issues for Japanese lawyers
- Providing advice in connection with the EU Commission investigation into "K" Line European Sea Highway Services GmbH in Bremen, and the simultaneous investigation into Kawasaki Kisen Kaisha Ltd. in Tokyo by the Japanese competition authorities
- Created and organized GE Capital's Laws & Regulations inventory and brought it current for all jurisdictions where GE Capital is doing business, combining over 100 prior inventories into one consolidated and simplified inventory, and involving

Reed Smith lawyers in nearly all of our offices globally to review, revise, and add to the existing inventory based on existing laws and regulations

- Represented a Japanese trading house in Indonesian proceedings in relation to alleged breaches of Indonesia's anti-trust/anti-monopoly laws
- Represented a Japanese biotech company in a multiparty investigation undertaken by the Federal Trade Commission
- Represented a major Japanese entertainment company with respect to a mandatory industry review conducted by the Federal Trade Commission
- Represented a major Japanese corporation in obtaining consortia block exemption within the European Union in compliance with EU competition law
- Conducted compliance trainings for several Japanese companies
- Project-managed competition compliance for multinationals covering more than 100 jurisdictions around the world
- Advised on Foreign Corrupt Practices Act and UK Bribery Act issues
- Represented the Yokohama Rubber Company, Ltd. in an investigation by the U.S. Department of Justice and numerous other competition authorities around the world of a global price-fixing cartel involving marine hose
- Represented a Japanese company and its U.S. subsidiary in a U.S. Department of Justice investigation into alleged price fixing in the auto parts industry
- Represented the Yokohama Rubber Company, Ltd. in the marine hose cartel price-fixing class action and False Claims Act litigation
- Represented Takeda Pharmaceutical Company in an investigation by the U.S. Department of Justice into an international price-fixing cartel involving bulk vitamins and the Vitamins Antitrust class action litigation, one of the largest price-fixing class action lawsuits ever filed, as well as various indirect purchaser actions filed in more than 35 states
- Advised Astellas on a standard form clinical trial agreement for use around the European Union, which involved preparing a standard form document to be compliant with EU legislation and obtaining

specialist advice from lawyers in 10 different countries on compliance with local laws



Shipping

- Acted on behalf of a substantial Japanese corporation involving the rejection of 11 newbuildings by a buyer, the amount at stake being US\$400 million .
- Salvage of two vessels following collision off Japan., a large container casualty with mix LOF and JSE form.
- Involved in "NAKHODKA," a total loss and oil pollution case
- Represented a Japanese cargo owner in an action filed in U.S. District Court seeking recovery for damage to heavy equipment sustained as a result of on deck stowage of cargo during a voyage from Seattle to Yokohama. Successfully overcame Carriage of Goods by Sea Act ("COGSA") liability limitation, resulting in significant recovery for client.
- Advised and represented a Japanese owner in a claim brought in France against its vessel for unpaid fuel supplies
- Represented a major Japanese trading firm in a multimillion-dollar shipping business dispute
- Acting for Nippon Salvage Company, the oldest established Japanese salvage company, on various cases in its worldwide operations
- Representing on various matters, three of the five biggest Japanese shipowners (by tonnage) in Tokyo and Imabari
- Representing one of the largest Japanese shipping companies, as charterer, in a claim brought against it for \$50 million, in relation to an oil spill
- Representing one of Japan's largest power companies in advising on, and drafting its charter contracts, in relation to the shipping of LNG to Japan
- Advising a number of Japanese shipping companies in relation to reorganization proceedings of Sanko Steamship
- "MAERSK TOKYO" – explosion and fire
- "CMA CGM LIBRA" – Acting for Owners/H&M/P&I, in grounding off Xiamen, China, salvage under LOF, government intervention, flag-state enquiry
- "BARELI" - Total loss of the vessel and cargo of Fuqing China
- "CCNI RIMAC" - Multiple cargo claims following collision off Shanghai resulting in loss overboard and damage to containers
- "SEB ORION" - Wreck removal of a jack-up barge following its collapse
- "JOLLY AMARANTO" - Acting for Owners – grounding and subsequent total loss
- "DANI 1" collision with "BOX" during an STS transfer operation off the Nigerian Coast
- "IASONAS" collision with "CHINA STEEL REALIST" in the roads while embarking a pilot in Kaohsiung

Conducting Business

Doing Business in Japan

At Reed Smith, we have been serving the legal needs of Japanese companies doing business in the United States, Europe and Asia for decades, as well as providing referrals for legal services to a variety of entities seeking to conduct business in Japan. Most importantly, we have the connections to provide references to law firms and lawyers we have partnered with and trust, to further assist with local efforts in Japan. We work directly with European, U.S and Asian clients who conduct business in Japan—who have offices, employees, factories, production facilities and warehouses there—and provide advice and recommendations for legal counsel for clients who are interested in establishing and expanding their business further into Japan.

We have established relationships in Japan—with law firms, lawyers and business professionals—that help us to better serve and advise our clients. Having an understanding based on the experience of business practice and expectations, culture, and how to most effectively communicate, equips us to continue to develop strong and lasting partnerships, in order to guide our clients to succeed in business within the Japanese environment and throughout the world.

Doing Business in Southeast Asia

Doing business in Southeast Asia can be very rewarding for companies that invest, but it does not come without potential pitfalls and difficulties: country risk, unreliable legal systems, local politics, complicated employment regulations and compliance issues can easily trip up even the most sophisticated multinational companies. Knowing the right people, and understanding the risks and the laws involved, is important to protecting your investment and mitigating loss. We work closely with our Japanese clients to reduce their exposure to disputes and solve problems as quickly as possible when they arise. We also work closely with clients to make sure local staff understands the implications of working for Japanese companies to ensure compliance with international regulations. We provide efficient response times and service with an international standard for any companies doing business in Southeast Asia.

Doing Business outside of Japan

The JBT members have extensive knowledge about Japanese entities, their business protocols, and customs. We have built strong relationships with our Japanese clients as a result of our ability to speak their language, and our appreciation and understanding of their culture.

A number of JBT members are bilingual and bicultural, including a lawyer who has practiced both in Japan and the United States. The team is prepared to provide legal assistance in Japanese, whenever it is required. We adapt to Japanese culture, expectations and ways of practice in business. Having such an awareness better equips us to develop rooted and lasting partnerships, allowing us to help our Japanese clients to succeed in their business endeavors throughout the United States, Europe, and Asia.



Why Reed Smith?

Ranked among the Client Service 30 firms for 11 consecutive years in 2015.

BTI Consulting Group

Ranked as one of the top 10 law firms in the United States for quality of service, based on a survey conducted of Fortune 250 companies' in-house counsel .

Fortune Global 500

"Reed Smith is a towering presence in the healthcare sector . . . from regulatory and litigation expertise to insight into the issues affecting pharmaceutical, devices and life science entities"

Chambers USA

Named a 'Go-To' Law Firm in Litigation of the Top 500 Companies

American Lawyers Media, 2014

Named 'External Counsel of the Year' based on the votes and testimonials in the largest survey of in-house counsel and buyers and legal services across Asia and the Middle East.

Asian-Mena Counsel, 2013

Reed Smith represents four of the world's five largest commercial and savings banks, and 11 of the world's 12 largest pharmaceutical companies.

Fortune Global 500

Reed Smith is a global relationship law firm with more than 1,700 lawyers in 26 offices throughout the United States, Europe, Asia and the Middle East.

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