JAPAN
SERVICES FOR JAPANESE COMPANIES WITH INTERESTS IN ASIA AND BEYOND
THE DUANE MORRIS & SELVAM DIFFERENCE

Duane Morris & Selvam offers a unique combination of local know-how in Southeast Asia and international law firm excellence.

We are among the few international law firms that maintains a dedicated and experienced team in Southeast Asia for serving Japanese clients and clients with interests in Japan. Our attorneys thoroughly understand the particulars of Japanese industry and the nuances of Japanese culture. With fluency in Japanese language and customs, we easily move between Western and Japanese ways of doing business, helping our clients avoid the subtle pitfalls and missteps that make cross-cultural ventures difficult. Our team members are also fluent in other Asian languages and cultures, allowing us to seamlessly represent our Japanese clients throughout Asia.

Beyond language and cultural fluency, our attorneys are from diverse backgrounds and qualified to practice in numerous jurisdictions, including Singapore, Shanghai, Hong Kong, Vietnam, Australia, the United States, Latin America and Europe, offering Japanese clients access to the world’s key markets.

Within Southeast Asia, Duane Morris & Selvam has extensive experience working for key figures in industry and the government, allowing us to more easily navigate bureaucratic obstacles that other firms might face, as well as help our Japanese clients with important introductions that can further their business goals. We also have longstanding relationships with law firms throughout Japan and Asia, giving our clients the benefit of additional local counsel when needed. Additionally, we are among the few international law firms with the ability to practice Singapore law, not only in commercial areas of law, but also even in domestic ring-fenced areas of legal practices, such as litigation, conveyancing and succession law (wills, intestate succession and probate and administration).

With support from our Asian offices, as well as the full resources of Duane Morris LLP, the Duane Morris & Selvam Japan Practice provides clients with the personal, collaborative services of a dedicated boutique firm, matched with the full-service practice depth and experience of one of the world’s largest law firms.

DUANE MORRIS & SELVAM’S JAPAN PRACTICE

Duane Morris has had strong ties with Japan for nearly 100 years. Roland Sletor Morris, a founding partner of Duane Morris LLP, served as the U.S. ambassador to Japan from 1917-1920.

Today, to assist Japanese clients with facing the challenge of increased global competition, Duane Morris LLP and Duane Morris & Selvam LLP have formed a dedicated Japan Practice. Staffed by attorneys from our Asian offices in Singapore, Vietnam and Myanmar, our Japan Practice provides an integrated and centralized source for multi-jurisdictional advice to Japanese companies expanding regionally or globally, as well as to foreign multinational companies seeking to enter the Japanese market.

The Japan Practice also has the full support of Duane Morris’ international platform of more than 800 attorneys in offices throughout the United States, in Asia and in London. Additionally, our Asian offices maintain dedicated country practice groups for India, China, Vietnam, Indonesia, Sri Lanka, Korea, Philippines, Myanmar, Malaysia, Australia and Nepal, offering our Japanese clients regional insights and experience throughout Asia Pacific.

Duane Morris founder Roland Morris with future Prime Minister of Japan Baron Kijūrō Shidehara in 1920.
OUR JAPAN TEAM’S EXPERIENCE

- Representing Dentsu Inc., a Japanese advertising and public relations company, in negotiating the licence for the media rights for the Games of the XXXI Olympiad (2016) in Rio de Janeiro, Brazil, the XXII Olympic Winter Games (2014) in Sochi, Russia, and the II Summer Youth Olympics Games (2014) in Nanjing, China, for 22 Asian countries and territories with the International Olympic Committee (IOC) and in drafting and negotiating a number of sub-license agreements for those media rights with broadcast partners.

- Obtained a US$145 million settlement on behalf of Nikon in a patent infringement suit involving photolithography systems used in semiconductor manufacturing processes.

- Advised the Bank of Tokyo-Mitsubishi UFJ, Ltd - HCMC Branch on a compliance matter arising during its operation in Vietnam.

- Advised concerning the $150 million sale of the Asian operations of Ideal Standard, a manufacturer of bathroom and plumbing fixtures, by Bain Capital to Inax Corporation, a Japanese bathroom manufacturer.

- Represented a leading Japanese manufacturer of mobile phones in a patent infringement suit brought in the U.S. involving multi-band antenna technologies.

- Represented Centocor, Inc. in connection with the $37 million sale of its worldwide oncology diagnostic business to Fujirebio Inc., a Japanese corporation.

- Obtained a settlement on behalf of a leading Japanese conglomerate and four of its Japanese and U.S. affiliates in MDL antitrust litigation in the U.S. concerning an alleged global price-fixing conspiracy in the LCD flat panel and finished products markets.

- Advised a Japan-Singapore Consortium on the concession awarded to it by the Ministry of Transport for a new international airport in Bago, Myanmar.

- Advised a Japanese manufacturing company on its anti-bribery policies and procedures for its Southeast Asia business.

- Advised a Japanese conglomerate on a potential acquisition of a stake in a thermal power project in Jharkhand, India.

- Advised a Japanese ship owner in relation to a US$150 million ship-building contract for a cement vessel to be used in the coastal waters of Vietnam.

- Advised a major Japanese industrial and engineering corporation on licensing, negotiations and contracts for an innovative waste treatment and waste-to-energy power plant in Vietnam.

- Advised an incorporated administrative agency of the Japanese government on a US$170 million financing for a floating, producing, storage and offloading (FPSO) vessel to be used in the Su Tu Den field in coastal waters of Vietnam.

- Advised a Japanese MNC on a farm waste methane-gas-recapture project for fuelling a power plant near Ho Chi Minh City, Vietnam (CDM carbon-credits project).

- Represented a Japanese investment fund in the development of a mixed use ecological resort in Khanh Hoa Province, Vietnam.

- Advised a Japanese restaurant chain operator of almost 5,000 outlets on structuring and establishing a commercial presence in Vietnam.

- Represented a Japan-based aircraft manufacturer in its sale of up to 40 jets to a U.S. based commercial airline.

- Advised a Japanese sponsor and supplier on its support, offtake and supply obligations owing to defaults of a chemicals company under project-financed bank facilities in Indonesia.

- Acted for Japanese investors in relation to a proposed PPP (private public partnership) water treatment project.

- Advised the Japanese unit of a French bank on a US$300 million loan facility to the Vietnamese Ministry of Finance for the development of Vietnam’s first oil refinery (Dung Quat).

- Supported a well-known Japanese multinational automobile manufacturer in a high-stakes ICC arbitration in London.
COMPREHENSIVE CORPORATE LEGAL SERVICES

As international counsel, we offer a full range of commercial and corporate legal services, with a particular focus on:

- Mergers and acquisitions and takeovers
- International joint ventures
- Finance and Islamic finance
- Banking and securities
- Corporate restructuring
- Commercial litigation
- Intellectual property litigation
- Dispute resolution
- Real estate
- Projects and infrastructure
- Energy, environment and resources
- Shipping finance, disputes and marine insurance
- Information technology and telecommunications
- Labor and employment
- Antitrust and government investigations
- Corporate secretarial services in Singapore
  - Pre-incorporation advice/choice of entity
  - Incorporation/registration
  - Post-incorporation matters/business services
  - Employment agency services
  - Accounting and payroll services

FOR MORE INFORMATION

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Duane Morris/Duane Morris & Selvam’s Asian offices in Singapore, Shanghai, Taipei, Yangon, Hanoi and Ho Chi Minh City are backed by a global infrastructure of offices across the United States, United Kingdom and the Middle East.