

# Dentons' Global Trade and Investment Platform

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Dentons was founded on the idea of challenging the status quo by delivering innovative solutions to our clients' problems. That is why we developed our Global Trade and Investment Platform (GTIP)—a new and wholly unprecedented program to help economic development organizations (EDOs) strengthen and more effectively execute their international trade and foreign direct investment (FDI) initiatives.

## Sustainable economic growth

At the most basic level, trade activity and FDI represent a direct infusion of capital into a region from abroad. Companies that export and receive FDI pay higher average wages, contribute more to regional R&D efforts, and increase productivity of domestic markets through the infusion of new technologies and practices.

Additionally, FDI via mergers and acquisitions offers a distinct set of benefits. Such transactions can, for example, provide existing companies with needed capital for expansion and technology, leading to increases in productivity and competitiveness. Meanwhile, exports often increase with access to the parent company's international distribution network and local outlooks change - becoming global.

Most important, trade and FDI matter because engaging globally is critical for job creation and regional economic success. In a world where competition is increasingly global, regions must engage actively in the global economy—not just to get ahead, but to avoid falling behind.



## Leveraging the Dentons' platform

The GTIP gives states, provinces, cities and metropolitan regions a unique and affordable way to implement their trade and investment plans by:

1. Tapping into the global marketplace to increase exports
2. Attracting, leveraging and retaining foreign direct investment
3. Forging and solidifying international connections

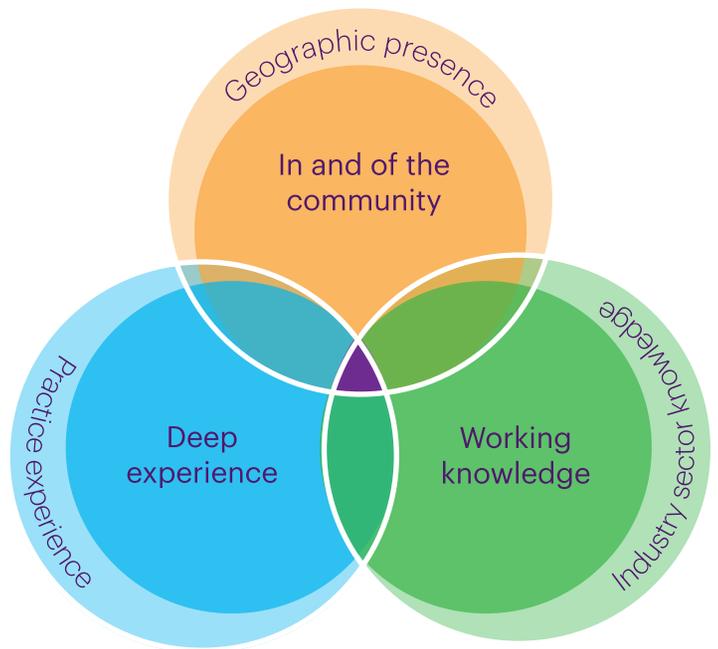
### "In and of" the community

Attracting trade and FDI is highly dependent on relationship building within both the public and private sectors. Occasionally, a transaction will happen quickly. However, this is the exception, not the rule. Depending on the target country, it could take years to build the relationships and trust necessary to bring about the desired economic result. The GTIP platform can help you maintain your presence in targeted countries by delivering industry sector intelligence, political/governmental support, after-care and key connections throughout the year.

Typically, EDOs use one of several options for establishing presence in foreign regions. They can either make periodic trips or conduct trade missions to those locations; hire a consultant in that market to represent their interests; or open a representative office in that market.

All three of these options are expensive and carry with them limitations and risks.

The Dentons Trade and Investment Platform is a new option that provides a higher value because our partners around the world are well established within their communities and industry sectors. Deep knowledge of local laws, economies and cultures is vital to the success of any venture. And one-time trade missions or periodic visits to foreign countries are simply not enough to maintain relationships and keep up with the pace of global commerce. Increasing competitiveness in every sector and market demands a constant presence and strong local ties with working knowledge of political and economic conditions.



### The opportunity

A select number of EDOs worldwide will have the opportunity to leverage our global presence. Those who take advantage will gain a crucial edge in the competition for investment.

As the world's largest law firm, Dentons has the knowledge, the presence and the ties. With more than 9,500 lawyers and professionals operating from 140+ offices in more than 55 countries, we are proud to say that we are both "in and of" the communities where our clients do business.

Wherever you go in the world, you will have a powerful ally in Dentons. Representing more than half of the 200 largest companies in the world, we possess deep experience, capabilities and connections in 24 sectors and 39 practices, including:

# What makes Dentons different?

- **We're polycentric.** Dentons has no headquarters and no dominant national culture. We proudly offer clients talent from diverse backgrounds and countries, with deep experience in every legal tradition in the world.
- **We offer effective business solutions.** Rather than focus on theoretical legal analysis, we provide specific, dynamic advice that gets a deal done or a dispute resolved.
- **We measure our success by the service we provide.** Regardless of the scale and scope of your business needs, you get the individual attention you need and deserve. Whether the matter is big or small, if it is important to you, then it is important to us.



Countries  
**61**



Locations  
**149**

Total number of lawyers

**7,700+** 

All timekeepers

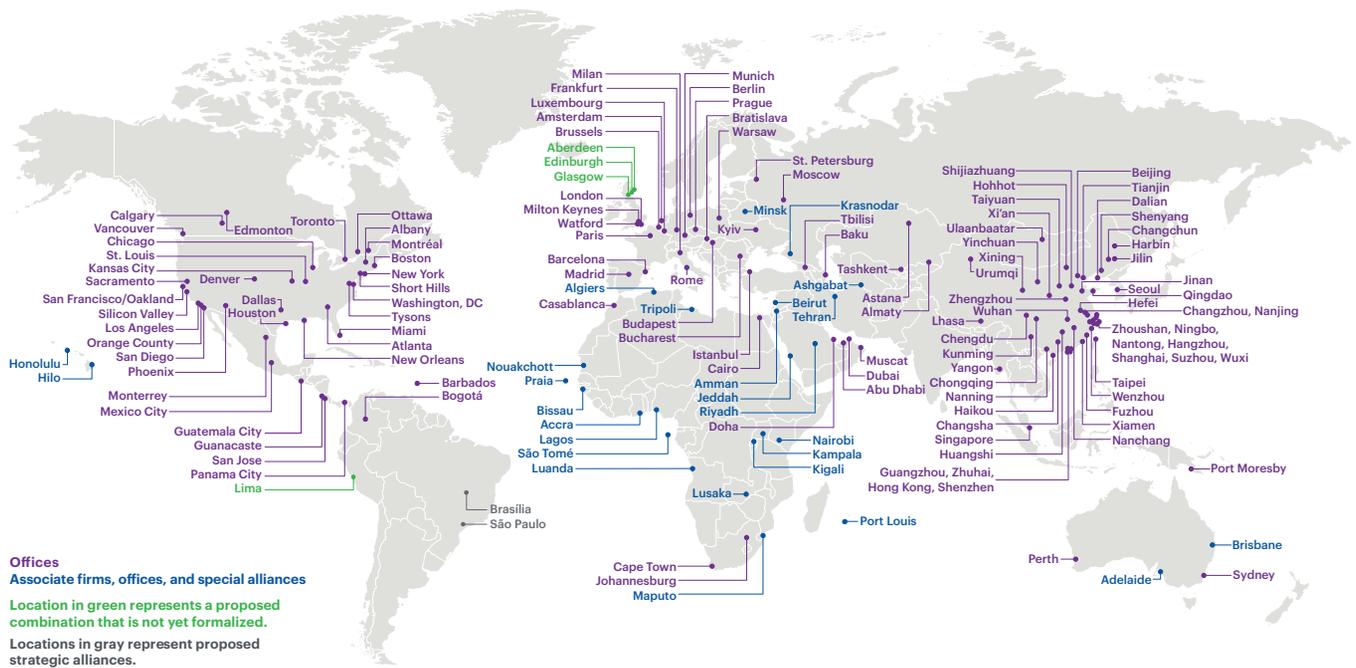
**10,000+** 

Total number of people

**13,700+** 

\*Figures reflect all combinations that were announced in 2015 and reflect headcount as of December 31, 2015.





## Key contact

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