

Overview

The dynamics of the chemical industry are changing fast, driven by growth in some markets and over-capacity in others; scientific and other technological advances; rising costs of energy and other inputs; changing and increasing regulation in all markets. Therefore, the strategies for growth, market leadership and profitability in the industry are expected to rely increasingly on technical innovation, research and development, strategic alliances, mergers and acquisitions, and consolidation.

Dentons has the exceptional market knowledge you are looking for to manage the opportunities and challenges presented by these changes. We understand the complex and varied dynamics of the chemical industry: basic chemicals; petrochemicals, and chemicals developed for other purposes such as electronics, IT, health and crop sciences, coatings, construction materials, packaging, adhesives and plastics. By understanding these dynamics, we are able to work alongside you to help maximize opportunities and meet challenges.

Dentons' team also meets your needs in relation to the creation of new strategic alliances; the development of new product or facilities; negotiating contractual arrangements to source feedstock on secure but flexible terms; development, licensing and acquisition of intellectual property; product approval/registration, REACH, environmental and other regulations.

Work with Dentons for insight and advice on your complex local and cross-border needs and look to our lawyers for innovative business and legal solutions in the chemicals industry including:

- Acquisitions and disposals
- New facility development and finance
- Contract arrangements for energy supply and feedstock
- Marketing and sale of off-take and other products
- Intellectual property development, licensing and protection
- Regulation

Representative Experience

- **Daubert Chemical:** Advising a leading manufacturer of prevention coatings, industrial anti-skid coatings, sound deadening coatings and specialty adhesives, on environmental restoration issues and indemnity claims related to facilities in the states of New Jersey and Illinois.
- **Multinational chemical company:** Advising in relation to the closure of its factory, with particular regard to the sale of real property and other assets, related labor and competition law issues.
- **Leading industrial manufacturer of carbon black:** Advising manufacturer of an important component of automobile tires, belts and hoses, in structuring a new plant in Shanghai.
- **One of Oman's leading refining companies:** Advising on transactional and contentious matters relative to the refining and supply/distribution of oil and gas and petroleum products. Our work covers numerous procurements,

feedstock supply agreements, off-take arrangements for a wide range of petroleum products, environmental compliance, utilities and commodity trading issues in the Middle East and internationally.

- **Sumitomo Chemical:** Advising a leading Japanese chemical manufacturer in relation to several joint ventures and acquisitions. We worked with Sumitomo on its 50/50 joint venture with Saudi Aramco, in the Rabigh refinery project in Saudi Arabia; its acquisition of Cambridge Design Technology, a UK developer and producer of polymer organic light-emitting diodes; and its acquisition of Atrium Innovation, a UK high-tech chemical research, development and production company.

Your Key Contacts

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