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dentons.com

David Blood Partner D +1 213 892 5032 david.blood@dentons.com

Andrea C. Chang Partner D +1 213 243 6180 andrea.chang@dentons.com

Michael J. Duvall Partner D +1 213 892 2818 michael.duvall@dentons.com **Jeffrey (Jeff) K. Haidet** US Chairman D +1 404 527 4012 jeff.haidet@dentons.com

Joel D. Siegel Office Managing Partner Los Angeles D +1 213 892 5050 joel.siegel@dentons.com

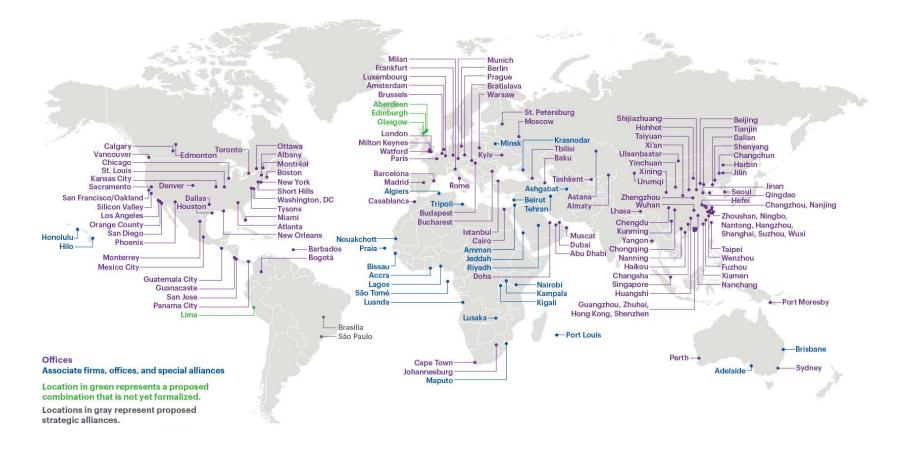
Jinshu "John" Zhang Partner D +1 213 892 2809 john.zhang@dentons.com Beyond Illusions 4 cross-border transactions



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Ten Tips to Managing Cross-Border Transactions

- 1. Develop a plan to overcome language and cultural barriers
- 2. Establish a strong cross-border team, including local counsel, that is familiar with local customs and laws of the applicable countries
- 3. Prepare for possible restrictions on cross-border transfer of funds
- 4. Plan for the impacts of potential currency fluctuations
- 5. Consider tax implications for deal structuring when money is crossing borders
- 6. Minimize early misunderstandings with a non-binding letter of intent/term sheet including all major deal terms

- 7. Perform comprehensive and extensive commercial, financial and legal due diligence
- 8. Be aware of different applications of attorney-client privilege in your communications
- 9. Consider regulatory issues (e.g., FCPA/bribery, anti-competition, securities laws, CFIUS, etc.)
- 10. Consider choice of law and jurisdiction (default to international arbitration for most circumstances)