

GETTING THE DEAL THROUGH: JOINT VENTURES 2020

13 January 2020 | Germany, Indonesia, Russia, South Africa, United Kingdom
Legal Briefings - By **contributing editors Gavin Williams and James Farrell**

In increasingly complex and connected global markets, joint ventures offer access to business and investment opportunities that may be less available to parties acting alone. New market entry, growing customer bases, sharing of capital expenditure or other costs, originating funding or investment, accessing expertise and technology, and achieving economies of scale are all examples of strategic objectives with the potential to be facilitated by joint ventures.

However, joint ventures are not without their challenges. Establishing a joint venture, legislating for funding, management and governance, and dealing with divergent ambitions and priorities over time can lead to inertia, ill feeling and the breakdown of understanding.

Even the negotiation of joint ventures can be more long-winded and complex than agreeing a straightforward acquisition. It is therefore critical to afford ample time and attention to the initial stages in the design of a joint venture, its formation and throughout its life.

Getting The Deal Through: Joint Ventures 2020 provides a comprehensive overview of the laws and regulations governing their use in jurisdictions around the world. Topics covered include: joint venture types and structures; rules relating to foreign joint venture parties; ownership disclosure requirements; setting up and operating a joint venture; common governance issues; competition law considerations; intellectual property rights; joint venture funding; tax considerations; deadlock, exit and termination provisions and considerations; and dispute resolution.

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KEY CONTACTS

If you have any questions, or would like to know how this might affect your business, phone, or email these key contacts.



GAVIN WILLIAMS
PARTNER, LONDON

+44 20 7466 2153
gavin.williams@hsf.com



JAMES FARRELL
PARTNER, LONDON

+44 20 7466 2097
James.Farrell@hsf.com

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