

CHINA

Celebrating 10 Years of Success

China represents the world's second largest market for venture capital investing. In 2012, Gunderson Dettmer launched its first office outside of the U.S. in Beijing. The inception of our China practice was a significant milestone in Gunderson Dettmer's strategic expansion into key venture markets internationally.

As one of the first foreign law firms on the ground in China, our Beijing team has established an excellent reputation among top venture-backed companies and venture and growth equity funds for its unparalleled expertise in equity financings, fund formation, joint ventures, cross-border M&A and other strategic transactions. Seamlessly backed by teams in our U.S., Latin America and Singapore offices, clients appreciate our Beijing team's deep local knowledge combined with the capabilities of an international law firm.

Market Leadership

Since 2016, our Beijing team has raised over \$34 billion in financings for China-based companies and closed over 40 funds for China-based venture capital firms.

Our China practice is consistently top-ranked by *China Business Law Journal* and honored by Legalband China, Zero2IPO China Venture Capital & Private Equity Annual Awards, and other publications. In addition, Head of China practice Zhen Liu is named to *China Business Law Journal's* A-List as a Top 100 Foreign Firm Lawyer.

Committed to China

With dozens of dedicated attorneys, legal consultants and paralegals on the ground, our clients benefit from what we believe are the four key aspects of our practice:

- **Deep local knowledge.** All of our Beijing lawyers are native or fluent Chinese speakers with deep understanding of Chinese business customs, language and culture. Many of our Beijing-based lawyers have working experience in top-tier local law firms practicing PRC law before becoming U.S. qualified lawyers.
- **Firm of choice for investors and high growth companies.** We work across a wide range of industries such as tech, life sciences, crypto, blockchain, fintech, AI, Web3, SaaS, and D2C brands. From fund formation to IPO, our Beijing team provides best-in-class service and value for companies, investors and funds with a China nexus.
- **Specialist knowledge.** Clients appreciate the extensive industry knowledge that our partners have. For example, one of our partners whose practice focuses on the life sciences industry was a former scientist in the biotech industry.
- **Embedded in the China venture ecosystem.** Our Beijing partners are often invited to speak at events presented by CVCA (China Venture Capital Association) and CVCFO (China Venture Capital Finance

Organization). Head of China practice Zhen Liu was also recently quoted by *China Business Law Journal* for her insights on the venture market in China.

- Capital Markets
 - Corporate Governance & Strategy
 - Data Privacy
 - Entrepreneurs & Emerging Companies
 - Fund Formation
 - Fund Operations
 - Fund Portfolio Investments
 - Initial Public Offerings & Direct Listings
 - Strategic Transactions & Licensing
 - Life Sciences Licensing & Strategic Partnering
 - Mergers & Acquisitions
 - Pre-Venture, Venture and Growth Financings
 - Private & Public Companies
 - Venture Capital & Growth Equity Funds
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