



# JPMorgan's Hands-On China Series Views you can use

Speaker bio and discussion topics  
Hong Kong Friday July 13, 2007



## A Practical Series Led by China Hands

JPMorgan has assembled a roster of specialists on China, veterans with years of experience and independent opinions on all aspects of the country's development. As practitioners, these China hands will guide investors with knowledge gained from direct involvement in issues facing China's future.

Jing Ulrich  
Chairman, China Equities



**Steve Dickinson**  
Lawyer,  
Harris Moure

### Details

We cordially invite you to join us for a lunch presentation by Steve Dickinson, a Shanghai-based lawyer with Harris Moure law firm.

Time and date: 12:45 p.m., Friday 13 July, 2007  
Venue: JPMorgan, Ruby Room  
27/F Chater House, 8 Connaught Road, Central

### Danone v. Wahaha: Lessons for Joint Ventures in China

- The dispute between Danone and Wahaha has captured headlines in recent weeks - with each side battling their positions, both in the media and in the Chinese courts.
- Who will be victorious? In a legal sense, both sides have some valid issues to argue their case with.
- Is this par for the course in China? Actually - no. Mistakes were made when the JV was set up - and these mistakes were exacerbated by Danone's limited management input.
- There are many examples of successful Sino-foreign branded consumer JVs.

#### About Steve Dickinson

Steve is an American lawyer living in Shanghai, China. Steve has been involved with China for more than twenty five years. His undergraduate degree is in Chinese language and literature and he studied Chinese law at the University of Washington law school. After law school, he was an attorney in Japan for a few years, handling matters involving most of Asia, and he then went to a large American law firm where he eventually headed up its international law department. Steve left the private practice of law in 1994 to teach international law at the University of Washington Law School and to head up its Chinese Contract Litigation Project and its Training Program for China legal professionals. Over the last ten years Steve has taught law (in Chinese) off and on at Beijing University School of Law and he frequently lectures on Chinese law topics in the United States and on American law topics in China and he is the author of the Chinese corporate law section of Matthew Bender's International Corporate Law.

Steve is completely fluent in Mandarin Chinese and nearly fluent in Japanese. Steve can also read Sanskrit and Tibetan and he speaks a bit of Korean as well.

Steve currently focuses on helping foreign companies understand what it really takes to do business in or with China and helping Chinese companies understand what it takes to do business outside China.

He was named one of Washington State's "5 Most Amazing Attorneys for 2005" and chosen as one of the top 3 international law attorneys by Washington CEO magazine in March, 2006.