

CHINA CROSSROADS

Thursday, January 11th, 2024, 19:30 – 21:00

Doing Deals in China's Tech Sector for 20 Years: Lessons Learned and Prospects for Avoiding "Tech War"

Don Williams

Partner at Hogan Lovells

Co-Author of [Selling to China](#) (2023)

WhiteSpace | Jianing Building 5F | 500 Yanan Xi Lu
200rmb admission with drink | FREE for members
Scan to RSVP or email editor@shanghai-review.org



Our speaker will share lessons of being foreign technology lawyer in China for 20 years. He will address: (1) What downsides should Western policymakers consider as they craft restrictions on China's access to foreign technology? (2) Is government the secret to the remarkable recent development of China's technology sector? (3) How can the West best deal with China, a formidable "near peer" competitor?

[Don Williams](#) is Partner at Hogan Lovells International LLP in Shanghai. With over 15 years' experience of advising clients in China, having relocated from Silicon Valley to Shanghai in 2005 (to open the office of a leading Silicon Valley law firm), Don is well regarded and highly experienced in representing private and public companies on a broad spectrum of complex transactional mandates, including cross-border mergers and acquisitions, minority investments and other strategic business transactions. Don has vast experience including advising TMT companies throughout their entire lifecycle from startup to mature public company, as well as these companies' ecosystems, including VC/PE funds and investment banks. Over the years, Don has a great depth of experience across many industries and served as the primary counsel in numerous high-profile and cross-border transactions. His clients include Acorn, Alibaba, Alipay, Ant Financial Services, Autodesk, BCD Semiconductor, Bridge Pharmaceuticals, Cisco Systems, Cyte Therapeutics, FunPlus Games, Grab, Hanson Robotics, Kuaidi Dache, Newport Corporation, PharmaLegacy, Polycom, RealD, SeaWorld, Sigma Designs, Smarter Micro, and SMIC. Don has ranked in Chambers Greater China for 15 consecutive years (2009-2023 inclusive) as a leading individual. Don holds a BA from Stanford University and a JD from Harvard University Law School.

[China Crossroads](#) hosts talks on all topics related to China, including business, foreign policy, and other areas as they relate to China, the idea being that China is both already a "crossroads" of the world and itself at a "crossroads" in terms of its future global influence. For more information, contact Frank Tsai at editor@shanghai-review.org.