



# Steven J. Dickinson

## Co-Chair, International Practice

### Minneapolis

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Steve's practice centers on domestic and international business transactions for both U.S. and international companies.

In the United States, Steve represents clients in mergers and acquisitions, capital formation, complex contract negotiations, and other collaborative business transactions. These range from private equity investments to multi-party procurement contracts to acquisitions and sales valued at more than \$1 billion.

Steve represents U.S. companies in their international business, including acquisitions, joint ventures, strategic alliances, construction and sales contracts, and distribution arrangements, as well as operational issues such as international tax planning, entity formation, financing, employment, intellectual property, and compliance matters, including the U.S. Foreign Corrupt Practices Act and export control regulations. Steve has represented many companies in doing business in China and throughout Asia, as well as in Europe, Latin America, the Middle East, the former Soviet Union, and Canada.

Steve also assists international companies in establishing and operating in the United States, primarily in the Midwest. This includes tax planning, mergers and acquisitions, entity formation, economic development incentives, real estate, construction, financing, contract drafting and negotiation, employment, intellectual property, and compliance.

Steve serves as an appointed member of the Minnesota District Export Council (DEC), an organization comprising experienced, international business leaders appointed by the U.S. Secretary of Commerce. Minnesota DEC is closely affiliated with the U.S. Commerce Department's Export Assistance Center in Minnesota and the U.S. and Foreign Commercial Service. He is frequently quoted in the press on various funding- and business-related issues in publications that include *The Wall Street Journal*, *Independent Retailer*, and *Glossy*.

## Experience

### *Representative Domestic and Cross-Border M&A Experience*

- Represented a Midwestern manufacturing company in the sale of one of its business units to a private equity investor. The business unit sold included several subsidiaries in the U.S. and three other countries.
- Represented Kingland Systems, a leading provider of enterprise data software, in all aspects of a strategic partnership and minority investment with Boston-based private equity firm ABRY Partners.
- Represented the shareholders of Struckd AG, a Swiss mobile gaming platform with a catalog of more than one million games, in its sale to a U.S. software company.
- Represented Eurofins Scientific SE, an international group of laboratories headquartered in Belgium, in its acquisition of DNA Diagnostics Center, Inc., a consumer and legal DNA testing services provider.

### Practice Areas

- Mergers & Acquisitions
- Corporate
- International
- China Practice

### Education

- University of Iowa College of Law, J.D., *with high distinction*, 1979
- University of Northern Iowa, B.A., *magna cum laude*, 1976

### Bar Admissions

- Minnesota
- Iowa

### Affiliations

American Bar Association, Committee on Negotiated Acquisitions

Iowa State Bar Association, Business Law Section 2005-2011-Present

Iowa State Bar Association, International Law Section, 2001-2005, 2011-Present

Minnesota State Bar Association

### Awards & Honors

- Minnesota ICON, Finance & Commerce, 2024

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- Represented MPS Limited, a global provider of platforms, content, and learning solutions for the digital world, in its acquisition of Research Square AJE, LLC, a scientific language editing service provider. This transaction drew on the experience of the firm's corporate and labor and employment attorneys.
- Represented a midwestern manufacturing company in a sale of a complex technology system to a European company as part of a larger project in Asia.
- Acted as U.S. counsel to European corporate in multi-country acquisition.
- Represented Swiss manufacturing company in acquisition of US business
- Acted as U.S. counsel to a European private equity fund in a multi-country acquisition.
- Represented Midwestern manufacturing in the sale of a business unit in Thailand.

#### ***Representative Cross-Border Transaction Experience***

- Represented an international provider of enterprise data software for compliance-related uses in an IT outsourcing transaction with an international network of public accounting, tax, consulting, and business advisory firms.
- Represented U.S. company in closing its Chinese subsidiary.
- Represented European company in various U.S. employment and corporate matters.
- Represented a testing company in business operations in more than a dozen countries on four continents.
- Represented U.S. medical device manufacturer in establishing distribution arrangement for its products in India.
- Represented U.S. manufacturer in term and revolving credit facility with major international bank.
- Represented U.S. manufacturer in establishing Chinese distribution arrangement.