masuda funai

Joint Ventures & Alliances

Masuda Funai advises on every type of corporate partnering arrangement, including structuring and negotiating joint ventures and strategic alliances involving foreign-owned and domestic start-ups, privately held businesses, public and multi-national corporations, and other joint enterprise structures. Our firm is involved in all aspects of the formation and construction of joint ventures, general and limited partnerships and limited liability companies, as well as related ancillary arrangements such as marketing, distribution, licensing and supply agreements. We are appreciated for our meticulous judgement in utilizing the most advantageous structure while balancing and leveraging tax considerations with economic and legal perspectives.

In addition to knowing the law, structuring and negotiating these often complex, multi-faceted entities requires substantial business insight and experience. Masuda Funai offers decades of practical know-how in selecting the optimal joint ownership structure and negotiating all related agreements. Throughout the negotiation process, our goal is to help clients maximize their product, distribution, development, infrastructure, market penetration and risk sharing opportunities. Our approach to negotiating with joint venture partners or joint developers includes working with our client to clarify their objectives to determine what best meets their needs and safeguards their interests now and into the future.

In addition, we advise on management structures to accommodate the interests of capital providers and operating partners, as well as structure complex profit distribution provisions. We also recommend ways of configuring entities and transactions for income and transfer tax efficiency and advise foreign investors and enterprises with respect to withholding taxes, reporting requirements and the like. Should our client's business change and/or evolve, we negotiate restructurings, buy-outs and terminations of agreements as needed.