



Lance J. Miller

Partner

CO-COUNTRY MANAGING PARTNER, JAPAN

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Lance Miller is admitted to practice in New York and California. His principal areas of practice are commercial, retailing and distribution, venture capital, cross-border mergers and acquisitions and financings.

His experience includes working with financial institutions and funds throughout Asia, Latin America and the US. He is widely recognized for his work in corporate and commercial matters involving branded apparel and accessories, electronic goods, medical devices, consumer products, power, telecommunications, advertising and downstream petrochemicals. Prior to joining DLA Piper in October 2005, he was the Southeast Asia Managing Partner for Coudert Brothers LLP in charge of Singapore, Thailand and Indonesia.

Lance has been recognised as a leading lawyer in Japan by *Chambers Asia Pacific* for Corporate/M&A, Japan, since 2012. Lance has been described by *Chambers Asia Pacific* 2013, as a "very smart and hands-on lawyer, with highly effective negotiation skills and a keen awareness of Japanese business conventions." He won the Lawyer Monthly award for "Corporate & Commercial Lawyer of the Year 2013" in Japan. *Chambers Asia Pacific* in 2015 described him as "time, cost and value-conscious...reliable and responsive", in 2017 as having a "great understanding of client expectations", in 2018 as having "commercial knowledge of what to do and his local insight" and in 2019 praised "his communication skills as well as his understanding of the commercial reality and the nature of issues is very impressive."

LANGUAGES SPOKEN

- English
- French
- Japanese

- Corporate
- Finance
- Litigation, Arbitration and Investigations
- Infrastructure Finance
- Intellectual Property and Technology
- Restructuring
- Product Liability, Mass Torts and Product Stewardship
- Employment

- Insurance

English French
Japanese

- Advised an Indian hospitality company on its Japanese joint venture with SoftBank Corp. and SoftBank Vision Fund

- Advised a San Francisco based fintech start-up providing an end-user facing mortgage platform for banking institutions, on its joint venture with SBI Holdings to develop a sales and marketing channel for its products in Japan
- Advised a Chinese fintech company on its joint venture with SBI Neo Financial Services Co. Ltd. and An Ke Technology Company Limited to develop, localize and commercialize certain retail banking systems in Japan
- Advised a Silicon Valley based enterprise storage company specializing in hyperconverged secondary storage, on its joint venture with SoftBank Corp. to establish a marketing and sales conduit in Japan for its products and services
- Assisted a Fortune 50 company in the disposition in Japan of its "Vital Signs" health care products division, including establishing the new company into which the business was acquired, obtaining medical device reseller's licenses and executing the related transfers for a Dutch holding company structure
- Assisted a leading U.S. based multinational corporation acquiring the medical device sterilization business from another well known medical products company
- Represented a well known fashion house in setting up its retail distribution network throughout Asia
- Represented a branded apparel company reorganizing its retail distribution and warehousing arrangements in Japan
- Represented a well known apparel brand setting up its joint venture with a Japanese trading company for import and distribution of its products in Japan, including all distribution arrangements and agreements
- Represented MOMA in license arrangements for its store in a central shopping area of Tokyo

CREDENTIALS

Professional Qualifications

- Attorney-at-law admitted with the State Bar of California
- Attorney-at-law admitted with the Supreme Court of New York
- Attorney-at-law admitted with the State Bar of California

Prior Experience

Prior to joining DLA Piper in October 2005, Lance was the Southeast Asia managing partner in charge of Singapore, Thailand and Indonesia at a well-known international law firm.

Recognitions

- *Chambers and Partners* 2019 praised "his communication skills as well as his understanding of the commercial reality and the nature of issues is very impressive"
- Clients favor Lance for his "commercial knowledge of what to do and his local insight" in cross-border transactions in *Chambers Asia Pacific* 2018
- Client responses in *Chambers Asia Pacific* 2017 show Lance has a "great understanding of client expectations"
- *Chambers Asia Pacific* 2015 has described him as "time, cost and value-conscious...reliable and responsive"
- Ranked as a leading individual in the area of Corporate/M&A: International Firms: Registered Foreign Lawyers - Japan by *Chambers and Partners* since 2012
- He won the *Lawyer Monthly* award for "Corporate & Commercial Lawyer of the Year 2013" in Japan
- *Chambers and Partners* 2013 described him as a "Very smart and hands-on lawyer"

Education

- University of Southern California; J.D. 1980
- University of California at Berkeley; B.A. 1976

Memberships

- New York State Bar Association, United States
- The State Bar of California, United States
- Dai-ichi Tokyo Bar Association, Japan

INSIGHTS

Publications

- Japan Integrated Resorts Update, 20 Feb 2018
- Amendments to the Real Estate Specified Joint Enterprise Act of Japan, 11 Sep 2017
- Japan's Article 63 Exemption update for off-shore funds, 6 Sep 2017
- Tokyo 2020 Olympics Update, 20 Jun 2016
- Lance has written for various Asian publications on subjects ranging from legal business issues covering joint ventures to infrastructure projects, securitisation markets, regulatory frameworks, licensing and more.

Events

- Global Corporate Venturing, Global Corporate Venturing Academy, 4 October 2019
- Doing Business in Australia, 4 Aug 2016