



## Dennis Deng

Partner

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Location:  
Beijing

Language:  
Chinese and English  
(proficient in English  
when working)

Qualification:  
Legal Business  
Qualification Certificate,  
PRC Lawyer's Practising  
Certificate

### Working Experience

Partner of Beijing Anli Partners

Prior to joining Beijing Anli Partners, Mr. Deng worked with Beijing Zhong Lun Law Firm, Beijing JT&A Law Firm, and Beijing Dentons Law Firm. Prior to his practice as an attorney, Mr. Deng served as Legal Director and Secretary of the board of directors of COFCO -Cola Beverages Company Limited and COFCO (China) Investment Co., Ltd. He accumulated extensive experience in international business operation and management and was able to accurately perceive the commercial objectives of his clients.

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### Education Background

LL.M., Peking University Law School

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### Area of Practice

#### Resolution

#### Creation of Winning Measures

- Property Preservation
- Agency of First Instance, Second Instance, and Retrial
- Agency of Commercial Arbitration Case Agency
- Negotiation and resolution, mediation and settlement
- Proceedings against Enforcement, Objection to Enforcement, Reconsideration, or Objection to Enforcement of Effective Documents
- Recognition and Enforcement of Foreign Arbitral Awards
- Expert witness under Chinese law

Based on his systematic research and extensive practical experience, Mr. Deng divided the thinking of judges and arbitrators in civil proceedings into judgment effect and judgment method, and further developed the thinking of arbitrators in commercial arbitration into the concept of benefit gaming, in which he created the working system of dispute resolution called "keys to winning a case".

Through the process of conclusion, performance, termination, negotiated settlement, litigation, and arbitration, Mr. Deng is able to achieve the judicial effect and the relevant judicial methods pursued by judges and arbitrators by way of choosing, facilitating, catering, circumventing, transferring and integrating the value judgment, factual judgment and legal judgment made by judges and arbitrators. He is able to shore up the long and weak points of the judges and arbitrators by applying the case-handling methods of specific reasons, viz., determining the facts, determining the

needs, determining the route, positioning, determining the nature and determining the quantity, and shore up the long and weak points of the judges and arbitrators from the four directions of reason, justice, reason, and jurisprudence.

In the case agency, he seizes the winning hand, takes the legal path which is beneficial to the client, and wins the overwhelming advantage for the client.

### **Business negotiation**

Mr. Deng is very good at business negotiation and has conducted a detailed and systematic summary of his many years of business negotiation. Mr. Deng is able to help his client facilitate the other party to carry out the negotiation, identify breakthrough points in the negotiation, prepare a list of negotiation issues, and formulate a negotiation strategy.

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### Social Activities

- Arbitrator, Beijing Arbitration Commission/Beijing International Arbitration Center
- Member of the 10th Arbitration and Lawyer Mediation Committee of the National Lawyers Association
- Member, Arbitration, and Mediation Research Association, Beijing Chaoyang District Lawyers Association
- Research Fellow, Institute of Arbitration, China University of Political Science & Law
- Research Fellow, Center for Research of Lawyers, China University of Political Science & Law

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### Areas

Dispute Resolution (Commercial Litigation and Arbitration) and Business Negotiation

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### Key Achievements

· Mr. Deng has experience as both an arbitrator and an attorney. He is well-versed in commercial arbitration and has systematic experience in such aspects as how to select arbitration institutions and arbitrators, how to program arbitration claims and prepare for arbitration of cases in high efficiency and quality, how arbitrators decide cases and how agents convince arbitrators, as well as how to lay the foundation for a successful arbitration in the non-litigation stage.

· Mr. Deng argues that the inherent value of commercial arbitration should be upheld. Arbitral tribunals should respect the parties' autonomy of will, adhere to commercial principles, apply commercial thinking, determine the contract basis, factual basis, and legal basis in accordance with commercial logic, and resolve commercial disputes to achieve fairness and justice between the parties.

· Mr. Deng's clients include investment, finance, insurance, real estate, construction, IT, aviation, electric power, pharmaceutical, environmental protection, manufacturing, automotive, retail, telecommunication, chemical, hotel management, culture and

education, publishing and media, railway logistics, and other industries.

- Mr. Deng has represented numerous clients in commercial litigations and arbitrations before the Chinese courts, China International Economic and Trade Arbitration Commission ("CIETAC"), and Beijing Arbitration Commission ("BAC"), especially in areas of equity investment, disputes between shareholders, international trade, trademark, trade secret, license, franchise, non-compete, the liability of executive officers, real estate, construction, and hotel etc.

- Mr. Deng has advised dozens of M&A projects, including the capital and share increase for commercial banks, equity repurchase financing of real estate projects, international syndicated loans for upgrading atmospheric environment, limited recourse financing for power stations, syndicated loans for petrochemical projects, overseas equity swap, venture capital investment, establishment of foreign-invested enterprises through acquisition of assets of state-owned enterprises, acquisition of real estate project companies, restructuring of state-owned publishing houses, international cooperation in running schools, international cooperative production of broadcast TV programs, international tickets and joint venture performance projects, international hospitals, etc.

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## Personal Honor

- Ranked in the A-List Legal Elite Top 100 in business law in 2016

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## Professional Articles

- "Annual Observation on Real Estate Dispute Resolution in China (2017)", in Beijing Arbitration Commission/Beijing International Arbitration Center, Annual Observation on Commercial Dispute Resolution in China (2017), China Legal Publishing House, published: June 2017.

- "Annual Observation on Real Estate Dispute Resolution in China (2016)", in: Beijing Arbitration Commission/Beijing International Arbitration Center, Annual Observation on Commercial Dispute Resolution in China (2016), China Legal Publishing House, published: June 2016.

- "Annual Observation on Real Estate Dispute Resolution in China (2015)", in: Beijing Arbitration Commission/Beijing International Arbitration Center, Annual Observation on Commercial Dispute Resolution in China (2015), China Legal Publishing House, published: September 2015.

- "Legal Negotiation in Foreign-related Projects", in: Legal Negotiation Practice Course (Advanced Legal Practitioner Series of Textbooks), Renmin University of China Press, published: March 2014.

- "Legal Skills for Business Negotiation in Chinese Culture", in: Wolters First • Legal Database, March 11th. 2013

- The recognition and enforcement of foreign arbitral awards in China: LEXOLOGY

- The recognition and enforcement of foreign arbitral awards in China, in: LEXOLOGY, December 5, 2012.

- "Beware of" Malicious "Partners in Matters Between Shareholders", in: Financing

China, May 2012.

· "Litigation and Arbitration Are Not a Battle, but a War", in: CHINA BUSINESS LAW JOURNAL, May 2010.