

## Outlook: Utah Business Profiles

# A Rising Star in International Law

Kirton & McConkie

When Japan's largest developer of cancer drugs and a major American pharmaceutical company clashed over the rights to a new cancer therapy worth an estimated \$1 billion in sales, the former turned to Kirton & McConkie in Salt Lake City.

The outcome: a settlement that more than satisfied the law firm's Japanese client, recalls Conan P. Games, chair of Kirton & McConkie's diverse International Law Practice Section.

Important clients in China, Israel, Australia and other countries, as well as U.S. companies with international interests, have also sought Kirton & McConkie's services. And the firm's international business is only expected to grow. Since Games joined the firm two years ago, he has overseen the International Law Practice Section's expansion from four attorneys to 15 – and counting – including natives of China, Japan and Mexico.

"The practice is a collection of individuals who have lived and worked around the world," Games says. "We have worked with leading international law firms and corporations and collectively speak 14 foreign languages."

A former pharmaceutical executive who resided and worked in Japan for many years, Games is fluent in Japanese. He also heads Kirton & McConkie's Health Sciences Practice Group – hence the international group's strong focus on health sciences firms.

Games notes that Kirton & McConkie had amassed vast international experience long

before he joined the firm, as it has represented the multifaceted legal interests of The Church of Jesus Christ of Latter-day Saints around the world for many years.

### Clients on Six Continents

Kirton & McConkie, a full-service law firm with more than 80 attorneys, has represented clients with legal activities in more than 100 countries and every state. The International Law Practice Section specializes in international business and financial transactions, establishing foreign legal entities, foreign real property transactions, international construction projects, preventive law, labor law and international dispute resolution.

"Our vision," says Games, "is to create an internationally recognized practice in Salt Lake City." With a new presence in China, an online newsletter sent to 4,000 subscribers each month and clients on six continents, Games and his team are well on their way to realizing this goal.



Kirton & McConkie's international team gathers in Salt Lake City.



Michael Chen represents Kirton & McConkie in China.

### Chinese Connection

China's Jiangsu Province is an economic powerhouse. It boasts the country's second largest gross domestic product and a population of 72 million. Yet only one Western law firm has a presence there. Kirton & McConkie sent a lawyer to Nanjing, the province's capital, in 2003, when the firm's Michael Chen became dean of China's newest law school.

Today, Chen, a Chinese native with law degrees from Beijing and Brigham Young universities, assists the firm's clients throughout China while serving on the school's part-time faculty.

"Many in Jiangsu Province are eager to invest in the U.S., and they've rolled out the red carpet for us," Games says. "We also have a number of U.S. clients whom we have assisted in accessing the Chinese market. Our China presence has been a great benefit to them, as well."

**KIRTON &  
McCONKIE**  
ATTORNEYS AT LAW

Local Roots, Global Reach

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