



## Carl Erik Heiberg

Counsel

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Carl Erik Heiberg is an established corporate transactional lawyer specializing in mergers and acquisitions, foreign direct investments into China, fund formation, private equity investments, and international anti-corruption investigations and compliance. Prior to joining O'Melveny, Carl clerked for a New York State Supreme Court Justice for two years. Additionally, he worked in the Shanghai office of another law firm for approximately four years before attending law school.

### Experience

- Pharmaron in multiple outbound acquisitions and investments, including its US\$137.5 million acquisition of US-based Absorption Systems and its US\$118.7 million acquisition of a state-of-art biomanufacturing site in the United Kingdom from AbbVie
- A contract research organization incorporated in Cayman Islands in its US\$80 million sale to a consortium led by a Boston-based private equity fund
- A Chinese listed company in its multiple acquisitions of private U.S. medical products companies
- A U.S. information technology, product and services company in its joint venture with a Chinese electronics company to bring online meeting and videoconferencing applications to the Chinese market
- An American media and entertainment company in its joint venture and related licensing matters with a Chinese entertainment, media, and internet company to distribute foreign motion pictures in China via the internet

### Admissions

*Bar Admissions*

New York

### Education

University of Minnesota, J.D.: *cum laude*

The Johns Hopkins University -  
Nanjing University Center for Chinese  
and American Studies, Certificate,  
International Relations

Swarthmore College, B.A.,  
Economics and Chinese Studies

- The founders of a leading Chinese wine, spirit, and beverage importation and distribution company in the divestiture of their business to an Australian liquor company
- A U.S.-based pharmaceutical contract services company on its offshore joint venture with a China-based pharmaceutical contract research company, the joint venture's establishment of a wholly-owned China subsidiary, and the client's subsequent buyout of its joint venture partner
- One of the world's largest fragrance corporations in acquiring a leading Chinese skin care company
- U.S. Fortune 500 company on multiple joint ventures, acquisitions and strategic alliances in China, as well as related licenses of its intellectual property
- A global investment banking and management firm on the divestiture of some of its China investments
- A U.S.-based business intelligence software company on multiple matters, including its sale of assets and transfer of employees in China, as part of a worldwide spin-off of one of its business lines
- One of the world's leading executive coaching companies on the disposition of its China assets and the license of its brand to the Chinese buyer
- A national pension fund in several anchor investments in Asia-based funds
- Multiple private equity funds on matters related to their China investments
- A U.S. publicly-listed Chinese R&D outsourcing company for global pharmaceutical companies in its planned acquisition by a U.S. publicly-listed American drug R&D company
- A German company in the license of its water sewage treatment technology to a Chinese company
- A German semiconductor company on the distressed sale of its interests in a Chinese wholly-owned subsidiary and a Sino-foreign joint venture company
- Several U.S.-listed companies in internal investigations and in developing their internal anticorruption compliance policies and procedures

## Professional Activities

### Law Clerk

- Honorable Jane S. Solomon, New York State Supreme Court

### Author

- Practice Note, "Due diligence process in China acquisitions," *Practical Law China* (2018)
- Practice Note, "Due diligence process in China acquisitions," *Practical Law* (2014)
- Note, "American Films in China: An Analysis of China's Intellectual Property Record and Reconsideration of Cultural Trade Exceptions Amidst Rampant Piracy," 15 Minn.J.Int'l L.219 (2006)

### Co-Author

- "China Tightens Restrictions on Foreign Representative Offices," the China Business Review (September-October 2010)
- "Ministry of Culture Issues Comprehensive Regulation on Online Games," Asia IP (September 2009)

### Articles Editor

- *Minnesota Journal of International Law*

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**Teacher**

- Brooklyn Technical High School, Brooklyn, New York (1996-98)

**Languages**

- Mandarin Chinese