

Daniel F. Roules

Partner

Shanghai

T +86 21 6103 6309

daniel.roules@squirepb.com

Languages spoken

English | Mandarin



About Daniel

Dan Roules is our China managing partner and the Asia Pacific lead of both our Chemicals Industry Group and our Automotive & Transportation Industry Group. Resident in China for more than 25 years, Dan counsels leading Chinese clients on policy, trade, transaction and regulatory issues, collaborating closely with colleagues in our Washington DC, Brussels and London offices. This work includes trade compliance, sanctions, congressional inquiries and investigations, media defamation management, and strategies for limiting exposure to the blacklists maintained by the US government and removal from such lists.

Dan has also for decades advised multinational corporations (MNCs) of other nations on investment, compliance, and operational matters when conducting business in China and has acted as the Asia Pacific counsel for select clients, counselling on risks and issues throughout the region.

Experience

On Behalf of PRC Clients

- Providing strategic advice for a leading Chinese telecommunications company, in engagement with senior policymakers on Capitol Hill, at a time when the company faced an existential threat to its existence as the US government imposed limitations on the company's ability to stay in business.
- Providing monitoring, analysis and advice on legislative and policy developments in the US to one of the world's largest integrated energy groups, as well as in-depth analytical reports and solutions on specific regulatory issues and potential government actions related to its business.
- Providing monitoring services and engaging in Freedom of Information Act requests in support of strategies for the removal of the entity from the US Entity List and from Footnote 4, and for preventing the client's affiliates from being placed on any blacklist.
- Regularly counselling a PRC electronics company on EU and US government regulations and policies, as well as providing risk assessments and mitigating solutions, including a customised Committee on Foreign Investment in the United States (CFIUS) handbook for the company to aid in risk evaluation.

- Assisting with advice to a PRC semiconductor firm on US export controls and sanctions compliance, including advice on responses to US component suppliers.
- Counselling one of China's largest renewable energy companies on all aspects of its electrical lighting and infrastructure projects in Eastern Europe.

On Behalf of Other Clients

- Serving as the Asia Pacific regional counsel for a global manufacturer and distributor of chemical products, advising the client on a full range of corporate, commercial and compliance matters, including logistics arrangements and direct sales contracts with vendors in Australia, India, Japan, Korea, Singapore, Thailand, and mainland China, Hong Kong and Taiwan.
- Coordinating the closing of a US\$3 billion transaction involving more than 50 separate transactions in 45 jurisdictions globally, on behalf of a multinational power management company.
- Counselling a leading US beverage company with regard to its expansion in China, Thailand, Cambodia and Myanmar.
- Assisting a US-based multinational chemical company with e-discovery and reviewing electronic data, interviewing the implicated employees and sanctioning those employees found to have engaged in wrongdoing.
- Acting as the compliance counsel for a US-based manufacturing company's subsidiary in China and guiding the client with respect to the review and analysis of emails and WeChat histories, and interviews with whistleblowers and the accused employees, then negotiating the separation of each wrongdoer.
- Developing entertainment and gift policies for use by multiple US publicly traded companies in China for use with government officials and executives of state-owned enterprises.
- Advising a leading global producer of consumer goods on price-fixing issues in mainland China.

Credentials

Education

- University of Iowa, J.D., *cum laude*, 1986
- University of Iowa, B.A., *magna cum laude*, 1983

Admissions

- Ohio, 1986

Recognitions

- Shortlisted as the International Dealmaker of the Year by *China Law & Practice* in 2021
- Recognised in *China Business Law Journal's* A-List of China's Elite 100 Lawyers for 2019
- Recognised as one of the Client Choice Top 20 Lawyers in China by *Asian Legal Business Magazine* for 2015 and 2016

Expertise

Services

- Public Policy
- Corporate
- International Trade & Foreign Investment

Industries

- Automotive & Transportation
- Chemicals
- Healthcare

About our firm

One of the world's strongest integrated law firms, providing insight at the point where law, business and government meet. We deliver commercially focused business solutions by combining our legal, lobbying and political capabilities and invaluable connections on the ground to a diverse mix of clients, from long-established leading corporations to emerging businesses, startup visionaries and sovereign nations. More than 1,500 lawyers in over 40 offices across four continents provide unrivaled access to expertise.