



## Jonathan P. Bench (班哲樂)

### Shareholder

[jbench@kmclaw.com](mailto:jbench@kmclaw.com)

801.328.3600

### Practice Areas

International  
Contracts  
Corporate  
Foreign Direct Investment  
Mergers and Acquisitions  
Purchase and Sale Transactions  
Business Formation, Structure, and  
Exit Strategies  
Emerging Technologies

### Languages

Cantonese Chinese  
Mandarin Chinese

**Jonathan Bench** assists companies, entrepreneurs, and venture capital and private equity funds in international and domestic projects. He has extensive experience guiding clients ranging from startups to billion-dollar enterprises to reach creative and pragmatic solutions in their mergers and acquisitions, joint ventures, financings, commercial contracting, and foreign direct investments. His global clientele spans Asia, Europe, the Middle East, Africa, and the Americas. Jonathan has worked and consulted in the U.S., Asia, and South America, and he is fluent in Chinese and Cantonese and working toward Spanish fluency.

### Expertise

Jonathan is passionate about getting immersed in cutting-edge industries and difficult markets to make sense of the chaos in those fast-paced and often murky legal environments. He represents a variety of manufacturers, brokers, and retailers in their global supply chain structuring and restructuring projects, typically involving China or nearshoring away from China to Southeast Asia and Latin America.

He has particular interest and expertise in emerging technologies, such as artificial intelligence (AI) and blockchain. Jonathan represents clients who are developing AI tools for a range of industries and use cases across consulting, marketing, sports, gaming, education, customer service, and middleware to automate AI processes. His blockchain experience encompasses representing cryptographers, layer-2 blockchain developers, tokenization projects, and celebrity brand influencers.

### Thought Leadership

Jonathan is a sought-after speaker and writer for national and global organizations on U.S. and international business development, AI, blockchain, and the legal industry. He has appeared as a guest on podcasts, written over 150 blog posts and articles, and presented on various business and legal topics over 90 times on four continents. He serves on various boards and dedicates time to mentoring entrepreneurs and students through several nonprofit organizations.

Jonathan is a member of the five-person AIJA SCILL Board, which is responsible for planning and leading the training of business and technology skills, career growth, innovation, and leadership to the 6,000 members of the Young International Lawyers Association. He is also a member of the Utah Bar Association's AI Standing Committee and Innovation in Law Practice Committee.

# Jonathan P. Bench (班哲樂)

A prolific networker and lifelong student, Jonathan has also hosted several podcasts, recording over 125 episodes to date. In his podcast Lawbalization, Jonathan explores international legal and business developments with subject matter experts around the world. His other podcast, It's Not All Billable, provides a cross-border perspective on the legal career path and the business of law, with his Belgium-based co-host Kato Aerts.

Jonathan's contributions have earned him recognition as a top legal author on Lexology and accolades from various legal industry groups as an outstanding lawyer, including the Legal 500. Jonathan was named to Utah's Legal Elite and described as an attorney who "embodies the spirit of collaboration and innovation that defines Utah and continues to elevate its reputation in meaningful ways, both locally and around the globe."

## **Personal Life**

From selling homegrown raspberries and window-washing services to working in startups in non-emergency medical transportation services, a blockchain-based venture capital fund, and revamping customer loyalty systems, Jonathan understands the grind from the inside.

He describes himself as an entrepreneur who went to law school rather than a lawyer who studied business. Jonathan's clients value his ability to think and pivot like a business owner as he provides them with pragmatic legal guidance, ensuring that his legal strategies underpin, not undermine, his clients' larger strategic goals.

In his spare time, Jonathan is often with his wife Mary Ann and their five children, exploring the beautiful Utah outdoors, practicing martial arts, enjoying music, and working on improving his Chinese and Spanish.

## Experience

### **Mergers and Acquisitions**

Led a team of six attorneys in conducting due diligence for a U.S. private equity group acquiring supply chain management businesses ranging from \$8 to \$20 million involving subsidiaries, assets, and personnel in various Asian nations and Mexico. Managed discussions with the R&W (representations and warranties) insurer. Prepared asset purchase agreements and related asset transfer documents, including provisions addressing specific risks found during due diligence to capture both known and potential undisclosed international liabilities.

## Jonathan P. Bench (班哲樂)

### Experience Continued

Represented client in three hotel acquisitions over a period of 10 consecutive weeks at a total deal amount of \$16 million. One transaction required negotiating complex estate-related issues with the seller. The other two hotels involved a sophisticated international conglomerate seller and simultaneous negotiation of a hotel management agreement with a third-party management company.

### Finance and Investment Funds

Represented \$50-million Mexican venture capital fund on multiple debt investments into the U.S. real estate market. Loan structuring included extensive due diligence on entities, individuals, and regulatory compliance status. Post-closing work included additional loans, loan upsizing, limited loan waivers, amendments, and side letters.

Advised borrower client with 15+ entities, consisting of affiliated vehicle dealerships and owners, in \$20-million real estate refinancing, including negotiating term sheets, credit agreements, and security documents and drafting and negotiating subordination agreement with existing floor plan financing lender.

### International Joint Ventures and Licensing

Structured German-owned elevator and escalator manufacturer's establishment of a joint venture relationship with underperforming Chinese-owned factory. Result included an equity swap with performance triggers, additional potential equity investment by Chinese owners, improvements to the factory, and establishing an exclusive supply relationship to cement ongoing supply requirements.

Represented U.S. importer of unique LED overlay screens in developing preferred distributor relationship with the China manufacturer. Project included drafting end-to-end documents to establish a U.S. sub-distributor network, including sales agreements, product warranties, and other sub-distributor- and customer-facing documentation.

### International Supply Chain

Structured \$25-million international private equity fund for a Mexican family, focused on nearshoring to Mexico and reshoring to the U.S. The fund included related entities in the U.S., Europe, and Brazil to accommodate investors for tax efficiency purposes.

# Jonathan P. Bench (班哲樂)

## Experience Continued

Functioned as lead U.S. counsel for UK private equity fund buyer in \$25-million stock swap acquisition to consolidate buyer's international supply chain. Led team of six attorneys in conducting extensive due diligence on a U.S. target company in the sustainable outdoor products industry, including reviewing foundational entity documents, international employment and independent contractor agreements, beneficial corporation certification, and its international intellectual property portfolio.

---

## Education

The George Washington University Law School, JD, 2012

The George Washington University School of Business, MBA, 2012

Brigham Young University, BA, Chinese, 2008

---

## Admissions & Affiliations

*Bar Admissions:* Utah

Washington

---

## Honors Awards

- Legal 500 Salt Lake City Elite, Legal 500 (Corporate and M&A)
  - 2025 Legal Elite, Utah Business Magazine (International Law)
  - 2024 Legal Elite 100, Utah Business Magazine (Corporate and International Law)
  - 2022 Legal Elite, Utah Business Magazine (International Law)
  - Super Lawyers, Rising Star 2021-2022 (International Law)
  - Super Lawyers, Rising Star 2015-2018 (Corporate Law)
- 

## Community Civic Involvement

- Advisory Board Member, World Trade Center Utah (2019-2024)
- CEO Mentor, Accelerating Black Leadership and Entrepreneurship (ABLE) (2022-2024)
- Student Mentor, Junior Achievement USA (2019-2024)
- Law Student Mentor, Utah Center for Legal Inclusion (2023)
- Pro Bono Volunteer, Utah Virtual Legal Clinic (2021-2023)