



# LIFTING EXPECTATIONS





40+  
countries

90+  
offices

\$2.47  
global revenue in billions  
for 2016

239,000  
pro bono and community  
engagement hours donated  
in 2016

15  
core sectors

- Energy
- Financial Services
- Food and Beverage
- Government Contracting
- Healthcare
- Hospitality and Leisure
- Infrastructure, Construction and Transport
- Insurance
- Life Sciences
- Manufacturing
- Media, Sport and Entertainment
- Mining
- Real Estate
- Retail
- Technology

8  
global practice areas

- Corporate
- Employment
- Finance and Projects
- Intellectual Property and Technology
- Litigation and Regulatory
- Real Estate
- Restructuring
- Tax

## KEY FIRM STATS AT A GLANCE

At DLA Piper, we focus on the core services that our clients need us to deliver globally. Our diversified practice and sector focus allows us to work for the world's leading mature and emerging companies everywhere in the world.



## Americas

Albany  
 Atlanta  
 Atlantic City  
 Austin  
 Baltimore  
 Boston  
 Calgary  
 Chicago  
 Dallas  
 Edmonton  
 Houston  
 Lima  
 Los Angeles  
 Mexico City  
 Miami  
 Minneapolis  
 Montreal  
 New York  
 Northern Virginia  
 Philadelphia  
 Phoenix  
 Raleigh  
 Rio de Janeiro\*  
 Sacramento  
 San Diego  
 San Francisco  
 San Juan  
 Santiago  
 São Paulo\*  
 Seattle  
 Short Hills  
 Silicon Valley  
 Toronto  
 Vancouver  
 Washington, DC  
 Wilmington  
 Yellowknife

\*COOPERATION FIRM



## Europe

Aarhus  
 Amsterdam  
 Antwerp  
 Birmingham  
 Bratislava  
 Brussels  
 Bucharest  
 Budapest  
 Copenhagen  
 Cologne  
 Edinburgh  
 Frankfurt  
 Hamburg  
 Helsinki  
 Kyiv  
 Leeds  
 Lisbon  
 Liverpool  
 London  
 Luxembourg  
 Madrid  
 Manchester  
 Milan  
 Moscow  
 Munich  
 Oslo  
 Paris  
 Prague  
 Rome  
 Sheffield  
 St. Petersburg  
 Stockholm  
 Vienna  
 Warsaw



## Middle East

Abu Dhabi  
 Al Khobar  
 Doha  
 Dubai  
 Jeddah  
 Kuwait City  
 Manama  
 Muscat  
 Riyadh



## Africa

Algiers  
 Addis Ababa  
 Accra  
 Bujumbura  
 Casablanca  
 Dar es Salaam  
 Gaborone  
 Johannesburg  
 Kampala  
 Kigali  
 Lagos  
 Luanda  
 Lusaka  
 Maputo  
 Mwanza  
 Nairobi  
 Port Louis  
 Windhoek



## Asia Pacific

Auckland  
 Bangkok  
 Beijing  
 Brisbane  
 Hong Kong  
 Melbourne  
 Perth  
 Seoul  
 Shanghai  
 Singapore  
 Sydney  
 Tokyo  
 Wellington

# OUR GLOBAL PRESENCE

DLA Piper is a global law firm with lawyers located in more than 40 countries throughout the Americas, Europe, the Middle East, Africa and Asia Pacific, positioning us to help clients with their legal needs around the world.

DLA Piper Africa is a Swiss Verein whose members are comprised of independent law firms in Africa working with DLA Piper.

# WHAT THEY'RE SAYING

#1

Global M&A deal volume for the eighth consecutive year  
(*Mergermarket* 2017)

Worldwide mid-market and small-cap M&A deal volume  
(*Thomson Reuters* 2017)

Most active M&A law firm globally by deal volume (*Pitchbook* 2017)

Best in the world for Real Estate, Franchise and Entertainment  
(*International Who's Who* 2017)

"...The firm is focused far less on the amount of physical property it owns than it is on integrating its global business to deliver high-quality work to multinational clients or clients with multinational issues."  
*Law360*, September 2017

#2

Most powerful law firm brand in the world (*Acritas* 2017)

Most active Private Equity law firm globally by deal volume  
(*PitchBook* 2017)

"The expansion is geared toward building a greater global platform for clients that are increasingly looking at investing throughout Latin America, rather than within a single country."  
*American Lawyer*, December 2016

#3

Most active M&A law firm in the US by deal volume (*PitchBook* 2017)

Most active in private equity exits globally (*PitchBook* 2017)

"The growth that the firm has seen in the last 12 months has only strengthened its cross-border and international capabilities, which it has demonstrated across a wide range of practice areas."  
*Law360*, June 2016

#4

Best-branded Law Firm (*BTI Brand Elite* 2017)

Most active Venture Capital law firm globally by deal volume  
(*Pitchbook* 2017)

"Over five years, the biggest upward movement in brand has come from DLA Piper..."  
*Acritas*, February 2016

#5

Most innovative law firm in North America (*The Financial Times* 2017)

Law firm by revenue (*The Am Law 100* 2017)

Most powerful law firm brand in the United States (*Acritas* 2017)

DLA Piper has "led in listening to clients and positioning itself as a business-led law firm."  
*Financial Times*, October 2, 2015

#6

Law firm for client service (*BTI Client Service A-Team* 2018)

Law firm for global reach and breadth of international work  
(*Law360* 2017)

DLA Piper has "become really aggressive in the thought leadership arena, and that is really resonating with corporate counsel."  
*Bloomberg BNA*, April 24, 2015

#7

Firm with superior client relationships (*BTI Industry Power Rankings* 2017)

#31

Among *Am Law* 200 firms for pro bono hours per lawyer and lawyer participation in 2016 (*The American Lawyer* 2017)

"DLA Piper is reshaping how the legal world views its brand."  
*BTI Brand Elite* 2015

900+

DLA Piper lawyer rankings (*Chambers and Partners* 2017)

MORE

Named Law Firm of the Year in Corporate Venture for second consecutive year (*Global Corporate Venturing* 2016)

One of the 50 best law firms for women (*Working Mother* magazine 2016)

"...DLA Piper is using innovation to differentiate with clients."  
*BTI Brand Elite* 2015

# CORPORATE

Our Corporate group represents the world's leading financial institutions and public and private companies, from multinational enterprises to emerging companies that are developing industry-leading technologies. We handle complex multi-jurisdictional financings, restructurings and commercial transactions. The group serves more than 150 public companies as outside corporate securities counsel and handles more M&A transactions globally than any other law firm.

## HEADCOUNT

More than 300 lawyers in the US

More than 900 lawyers globally

## RECOGNITION

#1 in overall M&A deal volume globally during 2017 (*Mergermarket*)

#1 Worldwide mid-market and small-cap M&A deal volume (*Thomson Reuters 2017*)

The only law firm to rank in the top five for M&A, private equity and venture capital in the PitchBook 2017 global league tables report

#2 most active private equity law firm globally by deal volume in 2017 (*PitchBook*)

#3 in US M&A deal volume during 2017 (*Mergermarket*)

#4 most active venture capital law firm globally by deal volume in 2017 (*PitchBook*)

Band 2 – Nationwide Corporate/M&A: Highly Regarded (*Chambers USA 2017*)

Band 3 - Nationwide Startups & Emerging Companies (*Chambers USA 2017*)

## KEY CONTACTS



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## REPRESENTATIVE MATTERS



### MERGERS AND ACQUISITIONS

Represented LionsGate Entertainment Corporation (NASDAQ: LGF) in its \$4.4 billion acquisition of Starz (NASDAQ: STRZA, STRZB)

Represented SolarWinds (NYSE: SWI) in its \$4.6 billion acquisition by Silver Lake Partners and Thoma Bravo, LLC

Represented Silver Hill Energy Partners in its \$2.4 billion acquisition by RSP Permian

### PRIVATE EQUITY

Wind Point Partners, majority owner, and TPG Growth, minority shareholder, in the sale of Novolex™ to The Carlyle Group

ABRY Partners in the sale of Emerging Markets Communications, LLC, a leading communications services provider to maritime and other mobility markets, to Global Eagle Entertainment

### CAPITAL MARKETS

Represented underwriters in shelf takedown of \$3.5 billion of senior notes of Telefónica Emisiones S.A.U

Represented Laureate Education, Inc. (Nasdaq: LAUR) in its initial public offering (US\$490 million) and 144A issuance of high yield, non-convertible debt (US\$800 million)

Represented Silicon Laboratories Inc. in its 144A offering of \$400 million of Convertible Senior Notes

### INVESTMENT FUNDS

Represented Ares Management in connection with the offering of \$1.5 billion of interests in Ares Special Situations Fund IV, their flagship debt fund

Represented Gávea Investimentos in connection with a \$1.2 billion fund involving over 50 institutional investors

# EMPLOYMENT

Companies operating in global markets face many complex employment challenges that require an international perspective coupled with a thorough knowledge of country-specific employment practices; market and economic shifts, new technology, globalization and mobility, the demand for more flexible workforces and an ever increasing scrutiny of compliance and ethics. All this means that the employment and labor challenges multinationals face are greater than ever. Acquisitions; outsourcings; expansions or reductions in force; local or international employee relations; data privacy and protection; local, cross-border or multijurisdictional compliance and risk management: when it comes to all of these concerns, we have the experience and we can help.

## HEADCOUNT

70 lawyers in the US                      340 lawyers globally

## RECOGNITION

Named among "The 10 Mightiest Employment Practice Groups" ( <i>Law360</i> 2015, Practice Groups Report)	Ranked in Band 2 for Employment, Europe-wide ( <i>Chambers Global</i> , 2014)
Ranked Band II for Global Employment ( <i>Chambers Global</i> , 2015-2017)	Ranked in Band 3 for Employment, Australia ( <i>Chambers Global</i> , 2014)
Ranked as a National Tier I firm for practice area <i>Litigation – Labor &amp; Employment</i> ( <i>U.S. News – Best Lawyers</i> ® "Best Law Firms", 2017)	Ranked in Band 1 for Employment, United Arab Emirates ( <i>Chambers Global</i> , 2013-2014)
Ranked in Band I for Employment, United Arab Emirates ( <i>Legal 500</i> , 2015)	Winner of Employment Law Firm of the Year in Hong Kong ( <i>Corporate INTL</i> magazine, Legal Award, 2013)

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## REPRESENTATIVE MATTERS



Advised a mass media corporation on the employment aspects of an international outsourcing project to take over a business unit from another global corporation in more than 10 jurisdictions

Advised a global software company on the employment aspects of an acquisition of an international imagery business for \$800 million in more than 10 jurisdictions

Advised a global communications company on the employment aspects of a spin-off into two publicly traded companies in more than 10 jurisdictions

Advised a global electronic design company on the employment aspects of a post-acquisition integration after a \$375 million acquisition

Advised a global professional services firm on a compliance program relating to the provision of recruitment services across 128 jurisdictions

Advised global energy company on setting up a global employment company housing the company's global mobile workforce

Advised a semiconductor corporation on a global restructuring involving over 1,000 employees, in over 20 jurisdictions

Advised a global retail bank on drafting and implementing a global code of conduct across 52 jurisdictions

# FINANCE

DLA Piper advises on all aspects of financing across a broad range of sectors. Our global team offers market leading insight into areas of finance, representing leading investment and commercial banks, public and private companies, and regulatory authorities that actively help shape the market.

## HEADCOUNT

120 lawyers in the US                      470 lawyers globally

## RECOGNITION

Ranked as one of the leading Finance firms nationally. Subgroups ranked in the top tiers include Commercial Lending; Structured Finance; Capital Markets: Debt Offerings; REITS and Project Finance (*Legal 500 USA 2017*)

Ranked as one of the leading REITS firms nationally (*Chambers USA 2017*)

Transportation and Infrastructure Team of the Year (*Legal Week's African Legal Awards 2016*)

Sixth most active US CLO deal counsel (*Asset-Backed Alert 2016*)

## KEY CONTACTS



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## REPRESENTATIVE MATTERS



### FINANCE

Wind Point Partners LP in a US\$1.235 billion first and second lien credit facility financing in connection with the acquisition of Packaging Dynamics by Novolex

Citigroup Global Markets Inc. as underwriter in Telefónica Emisiones S.A.U.'s US\$500 million reopening of its shelf takedown of senior notes, guaranteed by Telefónica S.A.

Kabbage, Inc. in the issuance of a US\$525 million asset-backed securitization primarily secured by online small business loans

### REAL ESTATE CAPITAL MARKETS

W.P. Carey Inc. in a \$4 billion merger with its public, non-traded REIT affiliate, Corporate Property Associates 16 – Global Incorporated

Harbert United States Real Estate Fund VI, the sixth in a series of closed-ended funds focusing on real estate assets in the US, with an \$800 million target raise

### REAL ESTATE FINANCE

Sapir Organization in its sale of 11 Madison Avenue in New York for \$2.6 billion, the second-highest price ever paid for an office building

### STRUCTURED FINANCE

Representing Goldman Sachs as deal counsel for several collateralized loan obligation transactions

### PROJECTS AND INFRASTRUCTURE

CIT Bank with its landmark project financing of a portfolio of behind-the-meter battery energy storage systems located in Southern California for affiliates of Macquarie Capital

# INTELLECTUAL PROPERTY AND TECHNOLOGY

DLA Piper's Intellectual Property and Technology practice, one of the largest groups of IP and Technology lawyers in the world, helps clients manage risk, advance growth and protect market share around the globe. Understanding the commercial issues, risks and pressures that arise from IP and technology disputes and negotiations, we provide strategic solutions seamlessly across borders.

## HEADCOUNT

175 lawyers in the US

320 lawyers globally

## RECOGNITION

Ranked as the second most active defense firm in the US, and among the top 5 most active firms overall, based on new district court patent case filings. (*Corporate Counsel "Annual Patent Litigation Survey" 2016*)

Named a "Standout" firm in IP litigation (*BTI Litigation Outlook 2017*)

Among the top global practices in IP, Franchise, Outsourcing, Commercial Contracts, Data Protection, and TMT (*Chambers Global 2017*)

Among the top US nationwide practices in IP, Franchising, Outsourcing, Privacy & Data Security, and International Trade: IP (Section 337) (*Chambers USA 2017*)

Among the top US nationwide practices in Trademarks (non-contentious); Patent litigation (full coverage and ITC), Patent licensing; Technology: outsourcing, and Cyber law. (*Legal 500 USA 2017*)

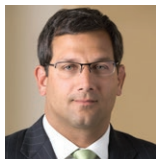
## KEY CONTACTS



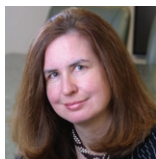
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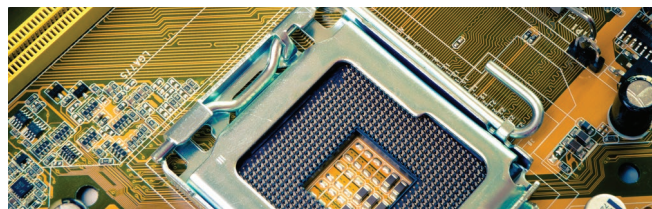


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## REPRESENTATIVE MATTERS



Represented SteadyMed Therapeutics in a complete invalidation of all claims through an inter partes review of a key pharmaceutical patent, allowing the company to send a new product to market

Represented Nike, Inc. in a trademark infringement and false endorsement action taken by former NFL Football player Shawne Merriman and his company for the use of term "Lights Out"

Won a unanimous decision for Toyota Motor Sales and Subaru of America in a Federal Circuit appeal defending our client's E.D. Tex. win invalidating a patent on a motion to dismiss under Section 101

Achieved a complete victory for Silicon Labs and Samsung in an ITC Investigation on all patent infringement claims upon the dismissal of appeal by the Federal Circuit

Representing the Estate of Marilyn Monroe in a trademark infringement and false endorsement litigation involving Lanham Act protection of the commercial rights of deceased celebrities

Represented The Associated Press in defense of a sweeping copyright infringement and antitrust action filed by prominent National Football League sports photographers. The district court granted The AP's motion to dismiss the complaint

Advising affiliates of Roark Capital Group, an Atlanta-based private equity firm, in their acquisition of more than 40 franchise/multi-unit brands (CKE, Jimmy John's, Massage Envy, Auntie Anne's, Arby's, Driven Brands, Primrose and Pet Supermarket) with 27,000 locations located in 50 states and more than 70 countries

Represented Qualcomm Incorporated in connection with a \$3 billion dollar joint venture with TDK Corporation related to radio frequency (RF) components used in mobile devices, Internet of Things (IoT) applications, drones, robotics and automotive applications



# LITIGATION, ARBITRATION AND INVESTIGATIONS

Every day, companies must manage the myriad of risks inherent in doing business internationally or locally. When disputes arise, many of the world's leading companies turn to our team of experienced litigators to represent their interests. With many lawyers who are recognized as leaders in their fields by several independent directories, we understand the legal, business and procedural developments in jurisdictions throughout the world. Whatever problems our clients face, wherever they occur, we can help.

## HEADCOUNT

500 lawyers in the US

1,500 lawyers globally

## RECOGNITION

Recognized as a "Standout" firm for: Complex Commercial Litigation and Product Liability Litigation; "Honor Roll" firm for: Class Actions Securities and Finance Litigation; and "Most Feared Firms" in litigation by BTI Consulting Group (*BTI Litigation Outlook 2017: Changes, Trends and Opportunities for Law Firms*)

Ranked as a leading global arbitration practice in Global Arbitration Review's annual survey (*GAR30 2017*)

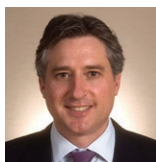
Ranked in Global Investigations Review's (*Top Investigations Practices*)

Among the top nationwide practices in Product Liability and Mass Torts (*Chambers USA 2017*)

Recognized as "Highly Commended" in *Financial Times North America Innovative Lawyers report*

Global team of more than 1,400 disputes and regulatory lawyers recognized as the largest dedicated disputes practice globally (*The Lawyer's Top 50 Litigation survey 2015*)

## KEY CONTACTS



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## REPRESENTATIVE MATTERS



Representing BMS and Pfizer as national counsel in defense of their co-developed and co-promoted novel oral anticoagulant medication Eliquis.

Achieved a complete victory in an antitrust class action MDL brought against Pool Corporation, the largest US distributor of products used in the construction and maintenance of swimming pools. The plaintiffs had claimed damages in the hundreds of millions of dollars. But, after years of intensive fact and expert discovery, the court granted DLA Piper's multiple motions for summary judgment on each of the claims of vertical conspiracy, horizontal conspiracy and attempted monopolization. The plaintiffs appealed but then dismissed their appeals voluntarily, with no money changing hands.

Successfully defended an online real estate database company and most of its directors and officers in a class action seeking to enjoin the implementation of a multi-class stock structure, a technique increasingly favored by young publicly traded technology companies in which the founders still retain voting control.

Successfully represented Lumos Solar LLC, a Boulder, Colorado-based solar module company, in an international arbitration dispute with CEEG (Shanghai) Solar Science & Technology Co. Ltd., a Chinese producer of solar panels.

Represented one of the world's largest professional services network of independent accounting and consulting member firms and its professionals in PCAOB enforcement investigation regarding audit of a public company bank, as well as associated SEC investigation.

# REAL ESTATE

DLA Piper's Real Estate group is one of the world's largest real estate practices and is consistently top-ranked by publications and directories globally. As real estate matures as a truly global industry, DLA Piper's ability to effectively and efficiently provide legal services in structuring cross-border investments and transactions sets us apart. Our clients include private and public companies, institutional investors, sovereign wealth funds, developers, lenders and government entities.

## HEADCOUNT

175 lawyers in the US                      550 lawyers globally

## RECOGNITION

Two-time winner of the *Chambers USA* Award for Excellence recognizing DLA Piper as the top Real Estate practice in the US

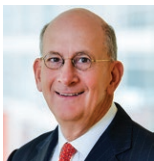
26 real estate and construction lawyers at DLA Piper named leading business lawyers in the US (*Chambers USA*, 2017)

Law Firm of the Year in real estate for 13 consecutive years (*Who's Who Legal*, 2017)

Practice Groups of the Year, Hospitality (*Law360*, 2016)

China Business Law Award 2016, Real Estate & REIT (*China Business Law Journal*, 2016)

## KEY CONTACTS



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## REPRESENTATIVE MATTERS



Acted as co-counsel to Blackstone Real Estate Income Trust, Inc., and as counsel to the underwriter, in connection with the issuance by Blackstone's first non-traded REIT of up to US\$5 billion of common stock

Represented Harrison Street Real Estate Capital in connection with its US\$1.9 billion acquisition of Campus Crest Communities, Inc. (NYSE: CCG)

Represented Greenland in the acquisition of a majority interest in the US\$5 billion Pacific Park (formerly known as Atlantic Yards) project in New York

Represented Bank of Nova Scotia in the US\$3.75 billion financing of the Las Vegas Sands in Macau, PRC and the US\$1.25 billion financing of the Las Vegas Sands in Las Vegas, Nevada

Represented Mirae Asset Global Investments in the US\$780 million acquisition of the Hyatt Regency Waikiki Hotel in Honolulu, Hawaii

Represented Oxford Properties Group with respect to acquisitions, joint ventures and financings involving properties in New York, Boston and Washington, DC

Represented Lone Star on the € 5.6 billion acquisition of Dutch Propertize Bank with a credit portfolio in different jurisdictions in Europe, the US and Canada

Represented Aareal Bank AG and Allianz Real Estate on the granting of a Europe-wide property loan of up to €1 billion to Invesco Real Estate to (re)finance properties in the UK, Spain, France, Germany, Italy, the Netherlands and Poland

Represented Savills Fund Management GmbH on the disposal of a €500 million portfolio of 39 real estate properties and 5 SPVs in Germany, the Netherlands, Poland, France, Italy, Hungary and Finland

# RESTRUCTURING

With dedicated restructuring lawyers across the Americas, Asia Pacific, Europe and the Middle East, we have the knowledge, experience and resources to address our clients' restructuring and insolvency needs on a national and international basis. Our restructuring lawyers on the ground have extensive knowledge of local markets and the associated challenges our clients face. Our lawyers advise clients on all matters relating to public and private companies in underperforming and distressed situations. We serve a diverse client base encompassing debtors, lenders, government entities, trustees, shareholders, senior executives and distressed debt and asset buyers and investors.

## HEADCOUNT

More than 40 lawyers in North America      150 lawyers globally

## RECOGNITION

Mid Markets Restructuring Law Firm of the Year (*Global M&A Network* 2017)      Frederick's of Hollywood chapter II Plan of Reorganization and Acquisition by Authentic Brands Group – Retail & Services Restructuring Deal of the Year (*Global M&A Network* 2016)

Ranked 5th by number of cases in the 2016 bankruptcy league tables for Q4 2016 (*The Deal*)

Aeropostale – Restructuring Deal of the Year and Sec. 363 Sale of the Year; Abengoa SA – Sec. 363 Sale of the Year (*M&A Advisor Turnaround Awards* 2017)

Vertellus Specialties – Corporate Turnaround of the Year (*Turnaround M&A Atlas Awards* 2017)

Capitol Lakes – Healthcare and Life Sciences Deal of the Year (2016 *M&A Advisor Awards*)

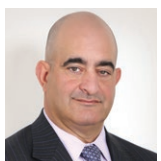
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## REPRESENTATIVE MATTERS



Abengoa US Holding LLC and affiliates, the US unit of Spanish renewable energy company Abengoa SA, in its chapter 11 and chapter 15 petitions in the US Bankruptcy Court for the District of Delaware in Wilmington

Authentic Brands Group, LLC that led the consortium that won the bankruptcy auction worth \$243.3 million for Aéropostale Inc., potentially saving 229 of the teen apparel retailer's stores and preventing a complete liquidation in connection with its chapter 11 case in the US Bankruptcy Court for the Southern District of New York

Capitol Lakes, a CCRC operator, in its chapter 11 case confirmed in the US Bankruptcy Court in Madison over the lenders' objection after a multi-day contested hearing

Vertellus Specialties Inc. in its chapter 11 bankruptcy case and subsequent asset sale to Valencia Bidco LLC, a new entity formed by the Company's existing term loan lenders

Rabobank NA, Standard Chartered, and DBS Bank in connection with the restructuring, including chapter 11 proceedings, of Pacific Andes/China Fishery

IMRIS Inc., its subsidiary NeuroArm Surgical Ltd., and its US subsidiary MRIS, Inc., in its chapter 11 case in the US Bankruptcy Court for the District of Delaware in Wilmington

ACR Energy Partners, LLC, the largest trade creditor of Revel AC, Inc. and its affiliated debtors, in Revel's chapter 11 cases in the US Bankruptcy Court for the District of New Jersey in Camden

# TAX

With more than 300 tax lawyers and economists in offices throughout the Americas, Europe and Asia, DLA Piper's global tax advisory team helps multinational companies address the complex challenges of international commerce and business operations as well as manage and resolve tax audits. We also assist clients in structuring a wide range of transactions, from private equity deals to corporate acquisitions and disposals. We provide these tax services across our global platform, while at the same time offering clients the benefits of the attorney-client and work-product privileges.

## HEADCOUNT

115 lawyers and economists in the US

330 lawyers and economists globally

## RECOGNITION

Named among the world's leading international tax advisors and transfer pricing advisers globally (*World Tax and World Transfer Pricing* 2017)

Named among the world's leading transfer pricing practice advisers globally (*World Transfer Pricing* 2017)

North America Tax Firm of the Year (*International Tax Review* 2016)

International Tax Law Firm of the Year (*International Tax Review* 2017)

San Francisco and Silicon Valley Tax Firm of the Year (*International Tax Review* 2016)

Americas Tax Firm of the Year (*International Tax Review* 2016)

Americas Tax Pro Bono Firm of the Year (*International Tax Review* 2016)

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## REPRESENTATIVE MATTERS



Represented an India-based IT consulting and software development company in the negotiation of its first Advanced Pricing Agreement (APA) with the IRS

Representing one of the world's largest social media companies in the design and implementation of a global restructuring across EMEA, the Americas and in Brazil

Secured significant results for one of the largest toy and game companies: defended its international business operating structure from challenges by the IRS, and converted Asian sales affiliates to limited risk distributors

Represented a global leader in water, hygiene and energy technologies and services in a global restructuring that involved the transfer of 300 legal entities from 90 countries into a complex Dutch and Luxembourg holding company tax structure

Representing one of the fastest growing cybersecurity companies in the design and implementation of an international structuring project involving 15 countries

Representing a Japanese multinational engineering and electronics company in a high-profile Circular 698 tax controversy opposite China's State Administration of Taxation

Represented a global health sciences company in the negotiation of the first bilateral Advanced Pricing Agreement (APA) negotiated between the US and Ireland

# REGULATORY AND GOVERNMENT AFFAIRS

Companies that transact business in the US must comply with many statutes, administrative rules and regulations. Many of these requirements directly affect their ability to conduct business or expand their reach. Successful advocacy before legislative and executive branch decision-makers as well as independent federal agencies demands vast experience and insight. The Government Affairs group has the policy-driven focus, experience and drive to achieve clients' goals.

Our practice includes prominent former government officials from both major political parties, among them former Senate Majority Leader George Mitchell; former Secretary of Transportation and Member of the House of Representatives, Ray LaHood; former Senator and Member of the House of Representatives, Saxby Chambliss; former Michigan Governor and US Ambassador to Canada Jim Blanchard; and former Delaware Governor Michael Castle, who also served as US Congressman, Lieutenant Governor, Deputy Attorney General and State Senator.

## HEADCOUNT

80 lawyers in the US

250 lawyers globally

## RECOGNITION

Ranked as one of the leading Government Relations firms nationally. Subgroups and attorneys ranked in the top tiers include Environment; Government Contracts; Government Relations; International Trade; Privacy and Data Security; and Political Law (*Chambers USA 2017*)

Named "one of the most high-powered and high-profile lobbying shops in the nation's capital" and a "lobbying powerhouse" (*National Law Journal* and *Congressional Quarterly*)

## KEY CONTACT



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Chair, Government Affairs Practice  
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## REPRESENTATIVE MATTERS



Representing the government of Timor-Leste as part of its delegation to the UN Oceans Conference to support the implementation of Sustainable Development Goal 14. Our representation includes working with Timor-Leste's UN Mission to develop their voluntary commitments for the conservation and sustainable use of the oceans, seas, and marine resources, as well as forming partnerships between Timor, other countries in SE Asia and the Pacific, and nongovernmental organizations

Representing Exelon Wind in 28 cases by citizens alleging damages arising from the operation of its wind plant in Maryland

Advising Carnival Corporation to address financial services regulatory and payment issues on a \$1 billion vacation management system involving a newly created Ocean Madallion device whereby customers can pay for food, drinks and merchandise simply by having their credit cards connected to the Ocean Madallion

Representing Marsh & McLennan Companies, monitoring and reporting on policy and regulatory developments related to and impacting the insurance, reinsurance, alternative reinsurance, insurance-linked securities markets, as well as other risk management techniques that involve the transfer of risk to the private sector; monitoring efforts by various government-backed insurance programs

# A COMMITMENT TO SERVICE

DLA Piper has a longstanding and deep commitment to giving back to our communities. This commitment exists at every level in every office within the firm and is part of the firm's culture. We believe that we have a special responsibility to the communities in which we live and work, and we take that responsibility seriously.

To that end, the firm has a committed team of lawyers who work full time to help us understand the legal needs of those who cannot afford counsel in our communities around the world; develop meaningful and impactful pro bono projects designed to meet those needs; and ensure our lawyers and staff have opportunities to engage. This team also regularly assists the firm's business clients to help them design and participate in pro bono activities.

We are proud of what our lawyers are able to accomplish. In 2016, our lawyers and staff contributed 131,000 hours in North America and 239,000 hours globally to pro bono and community engagement work.

DLA Piper's unique nonprofit, New Perimeter, provides long-term pro bono legal assistance in under-served regions of the world to support access to justice, social and economic development and sound legal institutions. Our work is designed to strengthen a country's legal system, encourage economic growth, supports women's rights and promote the rule of law.

## RECOGNITION

DLA Piper lawyers were honored with an unprecedented 22 pro bono awards last year. The firm was named the 2016 Pro Bono Law Firm of the Year by the District of Columbia Bar and received the President's Pro Bono Service Award from the New York State Bar Association in recognition for outstanding commitment to pro bono and exemplary service to low-income individuals.

## KEY CONTACTS



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## REPRESENTATIVE US PRO BONO PROJECTS

**Advocates Against Intimate Partner Violence** – Assisting survivors obtain protective orders in family court and seeking immigration relief so that they can start over

**Feeding the Hungry in our Global Neighborhood** – Supporting food banks and initiatives to help feed the hungry in communities across the US and worldwide

**Serving Those Who Serve Our Country** – Supporting military personnel and their families throughout the US, before and after discharge

**Second Chances for Juveniles** – Representing children in court proceedings, and expunging and sealing juvenile records, so that they can have a fresh start

## REPRESENTATIVE NEW PERIMETER PROJECTS

**Legal Education and Access to Justice** – Teaching law students about the value of pro bono and helping encourage a pro bono culture and network in Latin America and Southeast Asia

**Women's Rights** – Assisting the Kosovo Bar Association with strategies to increase the number of Kosovar female lawyers

**Capacity Building** – Providing East African government lawyers with a series of regional trainings on negotiating and drafting complex international agreements

**Economic Development** – Drafting a model legal framework and extensive commentary on financial protection for clients of microfinance and other financial institutions

# MANY VOICES, ONE COMMUNITY

DLA Piper values diversity and respects the individual. We are committed to creating a culture that is inclusive of all people, where everyone has an opportunity to succeed and where pathways to success are transparent. Our commitment to diversity is key to our success and it defines who we are. We believe that diversity and inclusion allow us to acquire the best talent, build the most effective teams and deliver the highest level of client service.

## RECOGNITION

2017 marks the sixth time *Working Mother* magazine has named DLA Piper as one of the "50 Best Law Firms for Women."

2017 marks the fifth time that DLA Piper has received the Gold Standard Certification from the Women in Law Empowerment Forum (WILEF), which recognizes the leadership roles achieved by women equity partners at law firms.

The Human Rights Campaign has named DLA Piper as one of the 2017 *Best Places to Work for LGBT Equality*. This is our ninth consecutive year to achieve this distinction.

## LEADERSHIP IN DIVERSITY

Roger Meltzer, Global Co-Chairman, leads the firm's partnership with NYU School of Law's Center for Diversity, Inclusion and Belonging.

Stasia Kelly, Co-Managing Partner (Americas), serves on the board of the Leadership Council on Legal Diversity.

## RESOURCE GROUPS

African American/Black	Leadership Alliance for Women
Asian Pacific American	Women of Color Initiative
Iris – Lesbian, Gay, Bisexual, Transgender and Questioning	Diverse Partners and Counsel Networking Group
Hispanic/Latino	

## KEY CONTACTS



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## KEY STATS (US only, as of July 2017)

	Women	Lawyers of Color	LGBTQ
Partners	21.13%	12.31%	1.32%
Associates	44.55%	25.54%	1.73%
All Lawyers	34.99%	18.77%	1.52%

## REPRESENTATIVE INITIATIVES

**Premier Partnership** – DLA Piper has partnered with NYU School of Law's Center for Diversity, Inclusion and Belonging, which is facilitating D&I workshops across the country for all of our lawyers. The workshops combine the social science on D&I with a "live case study" methodology involving a troupe of actors. DLA Piper is the only law firm to partner with the Center for this delivery method and the goal is to ensure all our lawyers are equipped with the knowledge and skills they need to contribute to fostering an inclusive culture

**Shadowing Program** – a program that provides opportunities for associates to obtain billable hour credit by observing senior lawyers conducting high-value legal activities with other lawyers and /or clients. Associates are encouraged to seek out opportunities such as trials, depositions, negotiations, closings, arbitrations, client meetings, and pitches

**Associate Review Office Hours** – an initiative that encourages senior lawyers in our resource groups to host "Office Hours;" providing associates the opportunity to speak with any of them in preparation for, and debriefing after, their annual reviews

**Flexible Work Solutions Program** – a strategic initiative that provides customized, flexible work arrangements for lawyers

**Champions Program** – a program that pairs recently promoted diverse partners with senior-level, influential partners for sponsorship and leadership opportunities

**Women Emerging Leaders** – a comprehensive 18-month program aimed at developing junior female partners into strong business developers, rainmakers and leaders

**The Mansfield Rule** – DLA Piper is a signatory to this national initiative developed to increase diversity in leadership and governance roles, partner promotions and lateral positions

For more information, please contact our leadership or visit us online at [www.dlapiper.com](http://www.dlapiper.com)

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DLA Piper is a global law firm operating through various separate and distinct legal entities. Further details of these entities can be found at [www.dlapiper.com](http://www.dlapiper.com).

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