



K&L GATES

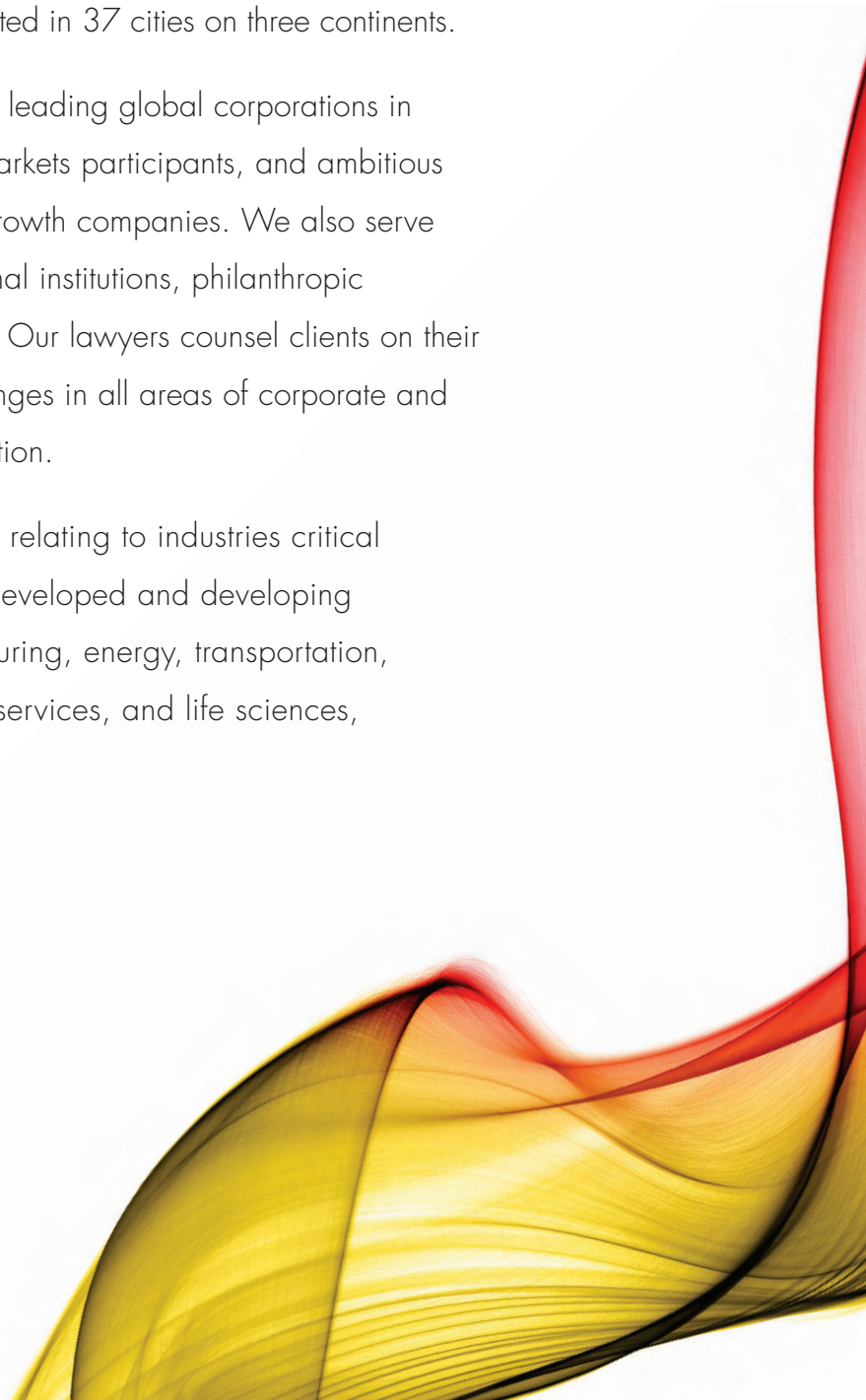
A Brief Overview  
of Our Firm

## A Brief Overview of Our Firm

K&L Gates delivers legal services on an integrated and global basis, with nearly 2,000 lawyers located in 37 cities on three continents.

We represent a broad array of leading global corporations in every major industry, capital markets participants, and ambitious middle-market and emerging growth companies. We also serve public sector entities, educational institutions, philanthropic organizations, and individuals. Our lawyers counsel clients on their most sophisticated legal challenges in all areas of corporate and regulatory law as well as litigation.

We are leaders in legal issues relating to industries critical to the economies of both the developed and developing worlds—technology, manufacturing, energy, transportation, telecommunications, financial services, and life sciences, among others.



## Apply a Global Perspective

K&L Gates is positioned at strategic intersections of the global economy, with one of the largest contingents of lawyers and offices across the United States of any law firm and strong local presence in key capital cities and world commercial and financial centers. Our extensive latticework of lawyers, practices, and offices creates a worldwide network to serve our clients' growing international needs.

With more than 250 lawyers based in London, Paris, Berlin, Brussels, Frankfurt, Moscow, and Warsaw, K&L Gates is located in Europe's largest economies. We are well-situated to meet clients' legal challenges arising under the U.K., German, French, EU, Russian, and Polish legal regimes. Our lawyers' on-the-ground experience and knowledge enable them to give clients valuable insights into local business policies and practices. We have advised clients at every stage of their development in Europe, from local start-ups to mid-sized overseas companies looking to enter the market to experienced global businesses with well-established operations in the region.

K&L Gates also has one of the largest international practices in Asia of any U.S. law firm, with comprehensive coverage in Greater China. Our commitment to the region began in 1996 with the opening of our Hong Kong office. Since then, we have steadily built our Asia practice to more than 100 legal professionals in our offices in Beijing, Hong Kong, Shanghai, Singapore, Taipei, and Tokyo. Our lawyers in Asia are noted for their seamless service to clients across multiple jurisdictions as well as their innovative approach to intellectual property issues, dealings with government authorities, litigation and dispute resolution, and transactional matters, particularly in the securities, private equity, and venture capital areas.

Our Dubai office serves as a hub for our work in the Middle East, a key crossroad for international trade and finance. The office concentrates on supporting clients' needs on projects and construction, corporate, dispute resolution, banking, and finance matters.

We encourage our lawyers to provide pro bono legal representation and to participate in other charitable, community, educational, and professional activities. In addition, we actively recruit professionals whose business and life experiences reflect the diversity of our clients and our communities. As a firm whose own people represent the people we serve, we are better equipped to capably approach our clients' issues and needs.



## Understand Critical Business Issues

Our corporate and transactional practice is one of the most substantial in the profession. Each year, we complete hundreds of mergers and acquisitions and public and private debt and equity offerings. We serve as counsel to one of the world's leading corporations in a variety of major transactions, including a multibillion-dollar acquisition—the company's largest acquisition ever. Our lawyers in the United States, Europe, and Asia are highly experienced in cross-border mergers and acquisitions, securities, regulatory, tax, and financing transactions. We maintain a balance between company-side and capital-markets clients in virtually every industry segment.

Several publications have acknowledged our lawyers as leaders in their fields. We are routinely ranked among leading law firms in the area of fund client representations in the mutual fund industry. *Private Equity Analyst* regularly ranks K&L Gates as one of the "most active law firms" worldwide for both private equity/venture capital transactions and fund formation. In the 2010 Chambers USA Guide, our Mortgage Banking and Consumer Credit practice

ranked among the top tiers. We are also recognized as a leader in the investment management finance industry, hedge funds, and ESOPs.

We have a sophisticated and growing global finance practice in areas including structured finance; securitization; derivatives; structured products; CDOs; real estate finance; municipal finance; and mezzanine, leveraged, and acquisition finance. In support of our work with emerging growth companies, we have a substantial alternative capital markets practice, including AIM listings, PIPEs, reverse takeovers, and SPACs.

Our lawyers are also highly regarded for their integrity and experience in the arena of corporate governance, including independent corporate investigations. Our experience in this realm includes serving as lead examiner in both the New Century and WorldCom bankruptcies and in the internal CBS investigation of the "60 Minutes" story involving former President George W. Bush's National Guard service.

Our tax-exempt organizations practice represents some of the world's largest and best-known private and corporate foundations and other charitable organizations. We advise these organizations on a wide variety of corporate and tax issues related to their creation, operation, and dissolution.

The K&L Gates private clients practice, composed of 65 lawyers, represents individuals including business owners, entrepreneurs, executives, celebrities, and artists in lifetime tax planning, wills, probate, and administration of estates and tax and trust litigation.

We also have extensive experience in all areas of real estate law and transactions, offering national coverage in the United States through 23 offices as well as a comprehensive practice in the United Kingdom, Germany, Dubai, and certain key markets in Asia. Our clients call upon us to help solve the entire spectrum of their real estate legal needs, including development and construction, leasing and acquisitions, financing matters, tax advice and entity structuring, sustainable development issues, real estate services, and real estate litigation.

*Private Equity Analyst* regularly ranks K&L Gates as one of the "most active law firms" worldwide for both private equity/venture capital transactions and fund formation.

# Creatively Resolve Disputes

Businesses and individuals across the globe turn to K&L Gates to handle their “must win” disputes. Our litigation and dispute resolution lawyers are at their best when handling complex, multidimensional commercial and regulatory disputes. They are tough, innovative, and committed to our clients’ interests.

Our dispute resolution practice includes international arbitrations, civil and criminal trials, deal litigation, domestic and international class actions, and appellate work. We have helped resolve disputes in the most nuanced and complex areas, including intellectual property, construction law, product liability, employment, toxic tort, antitrust and trade regulation, and securities enforcement.

Litigation is clearly not the answer to every dispute. We routinely partner with clients to resolve disputes through arbitration, mediation, or other alternative dispute resolution techniques when they are the best solution to promote our clients’ business objectives. K&L Gates has handled arbitrations administered by virtually all of the major international and U.S.- and U.K.-based institutions. To reduce the risk of future litigation, we also work with clients to develop compliance programs and provide training.

Our dispute resolution lawyers are recognized as among the foremost practitioners in their field. We have been rated a leading practice in the representation of corporate policyholders in the insurance coverage area and as a leading litigation firm for the financial services sector. K&L Gates’ appellate practice has been recognized in consecutive years (2008 and 2009) by the *National Law Journal* in its Appellate Hot List, a list of 20 firms with notable appellate practices. Additionally, our litigation engagements have helped to shape intellectual property law in the fast-moving technology sector. Our acclaimed e-Discovery Analysis and Technology (e-DAT) Group also continues to pave the way nationally and internationally in the exploding field of e-discovery. In our role as national coordinating counsel for companies facing mass tort challenges, we have at once mounted successful defenses and achieved cost-saving efficiencies for our clients. Our litigation and dispute resolution capabilities and extraordinary achievement within DuPont’s Global Primary Law Firm Network have earned us the DuPont Meeting the Challenge Award in 1998, 1999, 2001, 2004, 2006, and 2007.

Guided by a desire to improve efficiency and reduce costs for clients, our e-Discovery Analysis and Technology (e-DAT) Group uses and helped develop Attenex Patterns™, a document mapping software used to review massive amounts of electronic records. We rely on similar effective applications of technology to deliver enhanced services and increased global integration to clients throughout the firm. In recognition of our technological innovations, *CIO* magazine awarded the firm its annual CIO Award four times and presented the firm with its CIO 100 Plus One Award in 2007.






## Navigate the Regulatory and Policy Maze

K&L Gates' regulatory lawyers guide clients through regulations set forth by governments at all jurisdictional levels in the United States, Europe, Asia, and other venues around the world. Our lawyers bring unique perspective to regulatory matters, having held positions with agencies such as the Securities and Exchange Commission, the Federal Communications Commission, the Federal Trade Commission, the Department of Justice, and the Environmental Protection Agency.


The firm's regulatory and policy practice cuts across the many disciplines that require highly specialized knowledge and experience to address governmental regulation of the private markets. One of our key regulatory practices is in the diversified financial services area. We represent a large majority of the major financial institutions and securities firms in a variety of disciplines, and our investment management and mortgage banking practices are perennial leaders.

Drawing on the combined experience of our securities enforcement group, our lawyers counsel companies in a variety of matters involving corporate compliance, internal investigations, and white collar crime. The many SEC alumni within our practice provide the institutional insight and connections needed to deal with our clients' compliance needs.

K&L Gates lawyers actively serve as leaders in the legal profession. The firm is home to both the 2005–06 American Bar Association and the 2006–08 American Bar Foundation presidents.



The *Legal Times* and *National Journal* ranked K&L Gates as among the nation's five most influential law firms in lobbying and government policy work in 2009.



Our policy group is one of the largest lobbying practices in the United States, and the *Legal Times* and *National Journal* ranked K&L Gates as among the nation's five most influential law firms in lobbying and government policy work in 2009 (based on the publications' law firm revenue listings). The group includes former U.S. House and Senate members, former Republican and Democratic counsel, and staff to the House and Senate leadership committees.

We represent clients' interests before the U.S. Congress, the courts, the executive branch, and regulatory agencies. The public policy group strives to understand a policy issue from every direction—substantively and politically—and to use the collective knowledge and more than 500 years of the team's government experience to help clients achieve their objectives.

K&L Gates' public finance lawyers serve as bond counsel for well over 250 financings per year, including \$6.2 billion in publicly-sold bonds in 2010, ranking the firm 17<sup>th</sup> in the United States by Thomson Reuters. Additionally, *The Bond Buyer* ranked K&L Gates first in Oregon and Alaska, second in Washington, and third in the Far West region for the dollar volume of bond issues handled in 2010.

Our environmental lawyers help clients develop financially sensible solutions that address environmental regulations. In the past several years, we have handled more than 400 distinct environmental matters in the United States alone.

K&L Gates also fields an international energy practice, advising on some of the most innovative alternative and renewable energy projects contemplated today.

In another rapidly evolving area, K&L Gates' U.S. food and drug practice offers comprehensive legal and regulatory counsel to companies and other organizations regulated under the federal Food, Drug, and Cosmetic Act.

Other active regulatory practice areas include data protection, anti-money laundering, communication, government contracts, antitrust/competition, health care, school districts, and transportation.





## Uncover and Protect Value

K&L Gates lawyers advise and represent some of the world's most prominent companies on cutting-edge IP issues, influencing technology and intellectual property law as our clients shape their industries.

More than 200 of our lawyers, including approximately 110 registered patent lawyers, many with engineering or advanced science degrees, devote their practice to protecting and commercializing clients' intellectual property assets, whether in the form of patents, trademarks, copyrights, or trade secrets. In addition to our traditional IP work, we are at the forefront of intellectual property asset monetization, using capital markets and other financial transactions to achieve our clients' goals. In 2010, *IP Today* ranked K&L Gates third out of more than 200 firms and individuals who represented trademark registrations in 2008, based on the number of registrations issued.

Our patent litigation lawyers bring not only knowledge of the patent laws and an understanding of the substantive technical issues embraced by the patent, but also the skill and resources to manage large, complex commercial litigation. K&L Gates patent lawyers have been involved in cases spanning a broad spectrum of technologies, from hospital equipment and medical devices to computer networking equipment to sports equipment and outdoor clothing.

Our lawyers have literally written the book on electronic commerce, helping clients in all industries address new issues raised by electronic contracting, financial regulations, privacy, and Internet issues.

K&L Gates ranked **No. 3** in *IP Today's* 2010  
list of the **busiest trademark practices**  
in the United States.







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Los Angeles Miami Moscow Newark New York Orange County Palo Alto Paris Pittsburgh Portland Raleigh Research Triangle Park  
San Diego San Francisco Seattle Shanghai Singapore Spokane/Coeur d'Alene Taipei Tokyo Warsaw Washington, D.C.

K&L Gates includes lawyers practicing out of 37 offices located in North America, Europe, Asia and the Middle East, and represents numerous GLOBAL 500, FORTUNE 100, and FTSE 100 corporations, in addition to growth and middle market companies, entrepreneurs, capital market participants and public sector entities. For more information about K&L Gates or its locations and registrations, visit [www.klgates.com](http://www.klgates.com).

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