

The logo consists of a solid purple square with the text "K&L GATES" in white, uppercase, sans-serif font centered within it.

K&L GATES

OUR VALUE PROPOSITION

BRIEF FIRM OVERVIEW

The Global Marketplace

In today's fast-paced 24-hour global marketplace, the ability to quickly tackle legal challenges in locations both far and near is crucial. Companies must be able to conduct business worldwide, transferring people, products, and ideas across borders as well as operate efficiently in the face of growing governmental interventions.

Named to the top 20 of the 2016 Global Brand Elite Index*

*Acritas

CRITICAL CROSSROADS OF THE 21ST CENTURY

The benefits our firm offers are unrivaled. We operate at the critical crossroads of the 21st century, providing experienced legal counsel at the intersection of globalization, regulation, and innovation. Our fully integrated, five-continent firm possesses one of the most transparent business models in the legal industry and adds value by approaching client relationships with a one firm, one team philosophy.

We offer clients broad counsel in nine core practice areas including corporate and transactional; energy, infrastructure and resources; finance; financial services; intellectual property; labor, employment and workplace safety; litigation and dispute resolution; policy and regulatory; and real estate. We represent a broad array of leading global corporations in every major industry, capital markets participants, and ambitious middle-market and emerging growth companies. Our lawyers also serve public sector entities, educational institutions, philanthropic organizations, and individuals. 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.

GLOBALIZATION

REGULATION

INNOVATION

K&L GATES  VALUE ADD



GLOBALIZATION

The increasing need to conduct business around the world.



REGULATION

The ability to operate efficiently in the face of growing governmental interventions.



INNOVATION

The need for companies of all sizes to develop and protect new ideas, products, and services.

A GLOBAL PERSPECTIVE



Offices coast
to coast
with more than
1300 lawyers
in the **Americas**

Our broad global platform allows us to guide clients through the legal challenges of the ever-changing international landscape. With approximately 2,000 lawyers on five continents, the deep latticework of relationships across our offices and practices enables our clients to respond to diverse legal issues and risks through the services of one law firm, with one communication.



Ten offices
and more than
300 lawyers
in **Europe** and the
Middle East

**Ranked among
firms with the largest
presence in Asia Pacific***
with **11 offices** and
400 lawyers

**The American Lawyer's
"Asia 50" 2016*

WHY INTEGRATION MATTERS

Why should clients care if their law firm is integrated? In a globalized marketplace, clients need to solve multijurisdictional and interdisciplinary challenges on a daily basis. The efficiencies and quality gained by having an integrated approach to meeting those challenges are profound. When structural barriers are not present, legal counsel can collaborate creatively and effectively across jurisdictions, issues, and time zones to meet the client's myriad issues head on.

FULLY INTEGRATED

As a globally integrated firm, we can offer efficiencies for clients that other firms cannot. We are one global network, truly integrated and unified, allowing us to provide seamless service to our clients regardless of their location. We have a single profit pool, a unitary governance system, a single technology platform, and a globally consistent brand. Because of this, we do not compete internally for work and can serve clients who are looking to work with one firm rather than multiple firms. We can come up with more creative legal solutions when we operate seamlessly as a team.



480/500 of our **LARGEST CLIENTS**
used lawyers in TWO or more of our offices



The average number
of offices engaged on
projects by the firm's

**TWENTY
LARGEST
CLIENTS**

17.4

13 OUT OF **20**
of our **LARGEST
CLIENTS**
**USED LAWYERS
IN TEN OR MORE
OF OUR OFFICES**

An icon consisting of several stylized buildings in grey. The buildings are of varying heights and are arranged in a cluster.

A CHANGING MARKETPLACE REQUIRES NEW SOLUTIONS

We are at the forefront of the issues affecting our clients and are focused on providing groundbreaking, value-driven solutions to enhance their businesses. Our lawyers are committed to creating tailored products that bring cross-disciplinary capabilities to clients in order to meet emerging needs.

In November 2016, the firm established the K&L Gates Endowment for Ethics and Computational Technologies at Carnegie Mellon University (CMU). The endowment will further scientific and scholarly research and education about the ethical and policy issues that arise from advances in artificial intelligence and other computational technologies.

Examples of how we anticipate our clients' needs include:

ARTIFICIAL INTELLIGENCE

Investments in artificial intelligence (AI)-related startups have tripled in the past three years and a more than a 300 percent increase in investment in AI by business is anticipated in 2017. AI development and deployment raise legal issues that do not fit neatly into one traditional bucket. To help clients meet this challenge our firm has established a firmwide cross-disciplinary AI initiative that harnesses the global experience of our lawyers in diverse practices and enables the firm to help clients capitalize on a broad array of technologies and applications.

GLOBAL SOLUTIONS

Clients often face multidisciplinary issues and risks that span the globe. K&L Gates launched the Global Solutions initiative to help address this need, bringing together cross-practice teams across the world to provide an integrated, customized service to help clients anticipate and deal with these complex issues.

As just one example, our Global Boardroom Risk Solutions team works collaboratively with directors and management to assist in identifying, evaluating, mitigating, and responding to legal risk in its various forms. Another of these integrated offerings is our Global Employer Solutions team, which draws from the deep experience of our lawyers in employment, workplace safety, immigration, benefits, tax, executive compensation, compliance, and investigations. Whether entering new markets, growing through acquisition or merger, or downsizing, this team helps global employers balance the competing demands of global operational needs and local laws and regulations.

CYBERSECURITY

From helping clients to assess network/data security and insurance coverage prior to an attack to dealing with the aftermath of an attack, our global cybersecurity team has deep experience to assist clients with all aspects of addressing and mitigating cyber risks. Our capabilities include preventing and deterring attacks, pursuing perpetrators, responding to problems, and helping clients to mitigate risk and loss through insurance.

Industry Perspectives

In-house counsel have never been busier. So our firm designed a one-stop microsite, K&L Gates HUB, exclusively for corporate counsel and business executives. What makes HUB unique? The content is organized around subjects of interest to in-house counsel—providing easy, filterable access to the latest legal updates in more than 30 industry sectors.

K&L GATES HUB

A major focus of HUB is our groundbreaking On-Demand CLE Center, which contains continuing legal education courses that in-house counsel can access anytime, anywhere. From your office or your backyard, you can gain credit watching live or previously recorded CLE programs for free. The On-Demand CLE Center currently offers accredited courses in states throughout the United States and in Australia and the United Kingdom.

A FOCUS ON OUR CLIENTS

Through our fully integrated platform, we approach client relationships with a one company, one team mentality.

In fact, K&L Gates was named to the BTI Consulting Group's 2017 "Client Service 30" for a fifth consecutive year. Ranked among the top half of firms for the third year in a row, we were recognized as a leader in client service according to in-house corporate counsel.



OUR FLEXIBLE APPROACH TO ALTERNATIVE FEE ARRANGEMENTS

Clients not only want to control the overall cost of legal counsel, but also value predictability and accountability. Our flexible approach to alternative fee arrangements (AFAs) means collaborating with our clients to best meet their needs for high-quality legal work delivered economically, efficiently, and predictably. We work with clients to create effective AFAs based on the matter/project involved, which we strongly believe to be mutually beneficial for both the firm and the client.

K&L Gates has been a pioneer in the legal industry in terms of creating AFAs with clients. We first started using these types of arrangements more than two decades ago with our client DuPont, which was combined with a convergence program that DuPont was leading to reduce the number of total law firms being used and to increase the overall value of legal services provided. K&L Gates subsequently won six prestigious Meeting the Challenge awards from DuPont, where the firm was recognized for “creative utilization of value based and alternative fee arrangements” and “cost effectiveness in the delivery of legal services and savings.”

We go to great lengths to know the business of our clients—their industries, their strengths, and their challenges—enabling them to focus on their daily operations.

STAFFING AND MATTER PLANNING

Our ability to match resources to a particular matter’s demands, neither over- nor under-staffing any project, is key to successful engagements. As a result, work is often performed, in coordination with inside counsel, by K&L Gates lawyers from across our global platform. A core cross-disciplinary team, consisting of a relationship manager and supervising partners from each applicable practice area, works closely with in-house counsel to understand business needs and objectives and to provide ongoing performance monitoring and project management. In order to accomplish this, K&L Gates has invested in both technology and staffing resources to help our lawyers better monitor their matters. Our internal software, MatterIQ, allows partners to monitor progress and performance of matters in real time and a firm matter planning team is available to assist legal teams and clients in appropriately budgeting, monitoring, and managing complex client relationships and matters.

OUR COMMITMENT TO DIVERSITY, PRO BONO, AND OUR COMMUNITIES

Through our diversity and inclusion efforts and our commitment to serving those most in need, we strengthen our firm, enhance our ability to serve the needs of global clients, and make the communities in which we live and work better places.

In 2016, K&L Gates was honored as a top achiever in advancing diversity within the legal profession by Microsoft's Law Firm Diversity Program, and was also recognized by longtime client Lockheed Martin for the firm's commitment to inclusion and diversity on the teams working on Lockheed Martin matters.

DIVERSITY

As a firm committed to diversity and inclusion, we engage our lawyers through mentorship, teamwork, and a steadfast belief in the power of our people to change the legal profession, and the power of our profession to change society. Minority; women; disabled; and lesbian, gay, bisexual, and transgender (LGBT) lawyers continue to become increasingly engaged at our firm by taking on leadership roles that include service on the Management Committee and its Advisory Council and as leaders of our practice areas and practice groups.

We are committed to partnering with our clients and communities in furtherance of our shared goals of promoting diversity, and we strive to maintain an inclusive culture that enriches the experience of our lawyers, enabling them to better serve our clients.

PRO BONO

We actively encourage our lawyers to provide pro bono legal representation and to participate in other charitable, community, educational, and professional activities. Together, our lawyers handle hundreds of pro bono matters a year. Among other things, firm lawyers litigate civil rights cases; establish and advise nonprofit organizations; assist such organizations in transactions; and represent indigent persons in consumer, landlord-tenant, and immigration matters. We directly aid individuals who have limited means but substantial legal needs. We also provide legal counsel and public policy advocacy to help organizations advance their public service programs, work to advance the rule of law around the world, and accept court appointments to provide pro bono counsel.

K&L GATES GLOBAL DAY OF SERVICE

The K&L Gates Global Day of Service is part of our ongoing commitment to help make a difference in our communities around the world and leverages the combined strength of our global platform. The annual initiative brings together lawyers and staff from our offices across five continents to partner and volunteer with local organizations around one common theme.

In recognition of this innovative initiative, K&L Gates was awarded the “Global Corporate Social Responsibility Initiative of the Year.” The honor was given as part of *The American Lawyer’s* 2014 Global Legal Awards under the overall “Citizenship” category. The honor recognized the firm’s efforts to battle hunger during our inaugural Global Day of Service in 2013, when more than 1,500 lawyers and staff across our global platform pitched in to help local nonprofit and service organizations including food banks, food distribution centers, and shelters.



WHO WE ARE

K&L Gates represents leading global corporations, growth and middle-market companies, capital markets participants, and entrepreneurs in every major industry group as well as public sector entities, educational institutions, philanthropic organizations, and individuals. Our practice is a robust full market practice—cutting edge, complex, and dynamic, at once regional, national, and international in scope.

OFFICES

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Berlin
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Boston
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Brisbane
+61.7.3233.1233

Brussels
+32.(0)2.336.1900

Charleston
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Charlotte
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Chicago
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Doha
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Hong Kong
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Miami
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New York
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