

K&L Gates Global Government SolutionsSM

K&L Gates' Global Government Solutions™ practice brings together a uniquely effective set of capabilities for dealing with governments around the world. The depth and breadth of our practice positions us to advance client interests efficiently and effectively and, as business issues increasingly involve multiple government authorities, to develop and execute coordinated strategies in multiple locations.

The economic crisis has transformed the relationship between business and government in the United States and around the world. Years of unconstrained markets have given way to significant new levels of government intervention and regulation.

In the United States, the financial crisis and election of President Obama have provided a mandate for change. The Obama Administration has moved aggressively to obtain unprecedented levels of federal funding and to achieve a far-reaching policy agenda. Congress is considering fundamental changes in health care, energy, the environment, financial services, regulation, taxation, and employment law, as well as other areas.

State governments throughout the United States are struggling with their own financial crises in the face of the recession and are proposing a range of service cutbacks and tax increases.

State attorneys general are forcefully enforcing consumer protection and other laws.

In Europe and Asia, governments are also undertaking economic stimulus measures, pursuing new regulatory regimes and increasing cross-border enforcement efforts.

Every government action creates winners and losers. There are significant opportunities and benefits for those able to identify them. New legislation, funding programs, and regulations may provide valuable competitive advantages.

There are also threats. Political institutions around the world face great pressure to examine the causes of the current crisis and to seek to punish those deemed to have acted improperly. Businesses and business leaders face aggressive regulatory enforcement actions, high-profile legislative investigations and hearings, and new regulatory regimes.

Opportunities

- Approvals
- Funding
- Grants
- Legislation
- Licensing
- Policy
- Regulation
- Taxation

Threats

- Investigation
- Legislation
- Policy
- Prosecution
- Regulation
- Taxation



Ranked among the nation's
five most influential law firms
in lobbying and government policy work.

(Legal Times "Influence 50" and National Journal April 2010)

Global legal counsel in 36 cities on three continents.



United States

Anchorage, Austin, Boston, Charlotte, Chicago, Dallas, Fort Worth, Harrisburg, Los Angeles, Miami, Newark, New York, Orange County, Palo Alto, Pittsburgh, Portland, Raleigh, Research Triangle Park, San Diego, San Francisco, Seattle, Spokane/Coeur d'Alene, Washington, D.C.

Europe

Berlin, Frankfurt, London, Moscow, Paris, Warsaw

Middle East

Dubai

Asia

Beijing, Hong Kong, Shanghai, Singapore, Taipei, Tokyo

K&L Gates Advantages

- Geographic Reach
- Depth of Experience
- Breadth of Practice

Geographic Reach

We are on the ground in 36 locations across three continents, in the primary political, commercial, and financial centers of North America, Europe, the Middle East, and Asia. Ten of our offices are located in world capitals/seats of government.

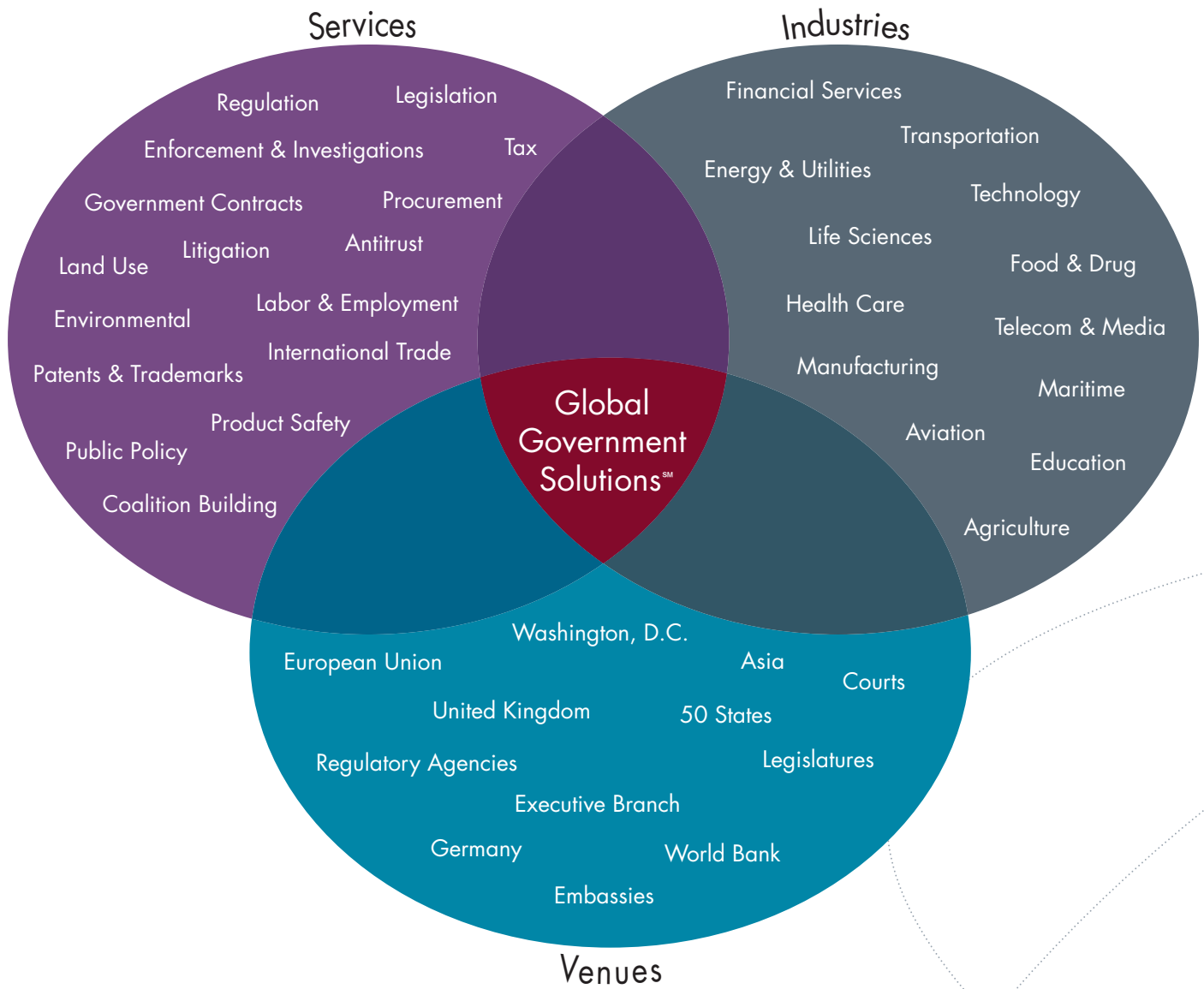
Depth of Experience

K&L Gates has deep experience relevant to government processes around the world. More than 400 of our lawyers and professionals have previously held positions in government.

Our colleagues include a former U.S. Attorney General, U.S. Senator, state Governor, and U.S. Congressman, more than two dozen former federal and state prosecutors, former senior Congressional and White House staff members, and former federal and state executive branch and administrative agency staff members. They include both Democrats and Republicans who have worked under the previous seven U.S. Presidents. Outside the United States, our lawyers have served with a number of agencies including the European Court of Justice, Germany's Treuhandanstalt, Hong Kong's Department of Justice, and the U.K.'s Department of Trade and Industry.

Breadth of Practice

Our practice encompasses virtually every area of law and industry where government impacts commerce.



... a long history of giving great, accurate advice
that takes into account the practicalities of the situation

(Chambers USA 2009)

Representative Experience

K&L Gates' Global Government SolutionsSM has helped clients achieve success in a variety of situations. Representative examples include:

- Our Antitrust and Public Policy groups helped Delta Air Lines thwart an unwanted takeover attempt by U.S. Airways, coordinating efforts to raise governmental awareness of the significant antitrust concerns relating to such an acquisition. We sought to persuade the Department of Justice and the Department of Transportation that the transaction should not be approved, and gained the attention of the Senate Judiciary and Commerce Committees. The hostile bid was abandoned after a Senate Commerce Committee hearing at which serious government concerns about the proposed transaction became apparent.
- A number of institutions have turned to us for assistance in obtaining regulatory permission to invest directly in China's domestic stock markets. Working closely with Chinese authorities, we obtained the first designation of a non-financial institution as a Qualified Foreign Institutional Investor (QFII), and we have since achieved the same result for other endowments and foundations. We are now working with a number of mutual funds seeking QFII status.
- Following an attack by Somali pirates on one of its cargo ships, we helped Maersk Line, Limited prepare for Congressional hearings and then to rapidly secure regulatory approvals to arm private security forces on its vessels for future voyages.
- We helped a commodities trader obtain the dismissal of a criminal indictment charging him with manipulation of the propane market. Although other parties settled identical charges made against them, we worked with our client to fight the charges, which a federal district court dismissed on the basis that the alleged misconduct was outside the scope of the criminal statute, and that the application of the statute was unconstitutionally vague because a "person of ordinary intelligence" could not have determined that the alleged misconduct was illegal.
- Our Public Policy and Tax groups worked with Starbucks in its effort to confirm that its activities would qualify for tax incentives designed to encourage the creation of manufacturing jobs. The relevant legislation included language making clear that coffee roasting was a manufacturing activity for purposes of the tax advantages.
- In the U.K., we are assisting a developer in its effort to win the right to partner with a local government authority to revitalize a central district of a town near London to include retail and residential uses, with affordable housing, new civic buildings and other public spaces. We have provided extensive advice on the competitive bidding process, as well on planning and zoning, environmental, and other matters, enabling the client to put together a proposal that was significantly superior to those of its competitors.



K&L Gates is recognized as the
fourth ranked "go to" law firm
for America's largest companies.

(Corporate Counsel, August 2009)

- We assisted a start-up company in promoting algae as a leading advanced biofuel, including assisting in arranging for Congressional testimony, facilitating reviews of research and production sites, and advising on its successful federal appropriations efforts. We also advised on issues relating to legislation that confirmed that algae would receive the same tax treatment and advantages enjoyed by producers of other forms of biofuels.
- We represented a Fortune 250 company in investigating and evaluating alleged procurement violations relating to one of its federal government contracts. We helped develop corrective measures and made a voluntary disclosure of the matter to the Department of Defense. No action was taken against the client, which maintained the contract and avoided any significant adverse media coverage.
- We worked with a major Canadian energy company to obtain CFIUS approval for a series of acquisitions of U.S. electric generating operations, some of which were located in sensitive U.S. military facilities.
- We worked with a pharmaceutical company to obtain the first FDA waiver ever granted of requirements to perform a bioequivalence study of a generic drug delivered via foam.
- In the Middle East, the nation of Jordan depends upon pipelines from other countries for its supplies of oil and natural gas. We are representing Jordan Energy & Mining Limited in negotiating a concession agreement with the Jordanian government to mine oil shale and provide the country with a domestic supply of hydrocarbons.
- As part of a plan to restore the institution to financial health, First Federal Savings and Loan of Rochester made a contract with federal regulators permitting it to operate at reduced capital levels. Congress subsequently enacted legislation that nullified the reduced capital requirements in the contract, causing the institution to abandon growth plans and forcing it to find a third party to infuse capital and acquire the institution. K&L Gates represented First Federal in a breach of contract suit against the federal government, claiming that the failure to honor the original contract had resulted in severe financial harm. After a lengthy trial, the court granted an \$85 million judgment to First Federal, along with more than \$5 million in attorneys' fees and costs.
- We helped an association of natural gas exploration and production companies, the Marcellus Shale Committee, in negotiating with state environmental agencies and regional river basin commissions for a wide range of water withdrawal, wastewater, erosion control, permits, and other regulatory approvals to enable development of potentially one of the largest new natural gas development opportunities in North America.
- We helped the owner of an Alaskan gold mine to obtain the local, state, tribal and federal permits, approvals, and agreements necessary to begin production. The mine began operations in 2008, and is expected to produce 100,000 ounces of gold annually.



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K&L Gates includes lawyers practicing out of 36 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, visit www.klgates.com.

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