



OVERVIEW

“Our group is responsive, thoughtful, and relentlessly committed to helping our international clients reach their business goals.”

— Bruce Fox, Partner

Obermayer’s International Businesses practice provides cost-effective and practical solutions for doing business abroad for U.S., foreign, and multi-national businesses with interests anywhere in the world. We also represent clients investing or negotiating and structuring business transactions with foreign companies. We equip our clients with knowledge of the international business culture, so that they better understand foreign laws and regulations and make well-informed business decisions.

Our Value

Our team understands the challenges foreign individuals and companies face in the U.S., and helps them overcome difficult claims and disputes in litigation. Our clients rely on our attorneys to assist them with the U.S. legal system and business culture, identify any risks, and convert their challenges to opportunities.

Clients appreciate our multi-lingual, multi-cultural grasp of diverse, international business cultures and negotiation styles. Obermayer is also a member of the International Alliance of Law Firms.

Our Clients

Domestic, foreign, and multi-national businesses seek our help when they’re facing challenges or exploring opportunities internationally. Our attorneys have been engaged by American, European, Latin and Asian companies for assistance with business operations, claims and disputes, regulatory

compliance, and acquisitions in the global marketplace.

Our Focus

The attorneys in our International Businesses practice provide across-the-board coverage, handling difficult litigation, complex regulatory issues, and sophisticated transactions, such as:

- Effectively and efficiently managing a variety of financial transactions — from large, multi-faceted financings to small, commercial and SBA loans for financial institutions throughout the Mid-Atlantic region and beyond;
- All aspects of real estate law, representing foreign investors in U.S. real estate transactions;
- International taxation, including representation before the Internal Revenue Service, state and local tax tribunals, and in federal and state courts;
- Litigation involving foreign clients in the U.S., representation of clients in international arbitration proceedings, and otherwise helping arrange counsel through our connections with attorneys abroad;
- Land use matters in Pennsylvania and New Jersey, including representation before planning and zoning boards, the New Jersey Department of Transportation and other municipal and state agencies on variances, site plan approvals, subdivisions, re-zoning petitions, highway access permits and appeals from denials of variances;
- Interpretation and review of personal and commercial insurance policies, as well as serving as counsel to insurers providing risk management, coverage review, policy drafting/interpretation, and defense of claims; and
- Representation of buyers, sellers, investors, lenders, and management groups in the sale, purchase, and combination of business entities, advising clients on financing options for business acquisitions, and assisting in the negotiation and documentation of related transactions.

Our International Business team comprises attorneys qualified to practice in both the U.S. and abroad as well as former corporate executives with practical business experience. We work closely with foreign and domestic professionals, including bankers, financiers, tax advisers, project consultants, and law makers.

EXPERIENCE

Obermayer has extensive experience in many areas of international practice and has represented parties around the globe in numerous complex, sophisticated international matters, both transactional and litigation. Some examples of our work include:

- Extricating a Chinese businessman from a lawsuit seeking to impose \$2 million in liability for a failed partnership with a U.S.-based company;
- Representation of a Chinese-based Amazon distribution company in labor and employment matters for its extensive U.S. operations;
- Representation of a Chinese company in its acquisition of a manufacturing plant in the U.S.;
- Representation of a Chinese-owned Bit-Coin mining company in the purchase of a warehouse in the U.S.;

- Obtaining a summary judgment for a Chinese business-person and his company in bet-the company commercial litigation in the U.S.;
- Establishment of branch offices or subsidiaries of major French and German companies in the U.S.;
- Negotiation of joint venture agreements between U.S. and Russian companies;
- Advising a major U.S. corporation in the applicability of import and export regulations;
- Litigation of violations of the Export Administration Act
- Negotiation and drafting of a licensing agreement between U.S. universities and foreign educational institutions;
- Representation of a U.S. bank in international financing transactions;
- Representing and advising Netherlands Antilles companies investing in U.S. real estate;
- Representation of a U.S. corporation in the purchase of a company in the Dominican Republic;
- Negotiation of the sale of a subsidiary of a major U.S. corporation in Greece;
- Obtaining immigration visas for executives of major U.S. companies;
- Advising clients on the effects of the Foreign Investment in Real Property Tax Act (FIRPTA) in their investments in U.S. real estate;
- Representation of a European group in the purchase and development of commercial real estate in various locations in the U.S.;
- Representation of management in multi-party leveraged buyouts of American subsidiaries of European manufacturing concerns;
- General representation of the U.S. subsidiary of a major Asian company;
- Representing an educational institution based in Europe in its application for accreditation in the U.S.; and
- Negotiation and drafting of distributorship and agency agreements between U.S. and foreign parties for sale of U.S. products in Europe, the Middle East, the Far East, and Canada.

ATTORNEYS

Key Contacts

Bruce C. Fox

PARTNER
412.288.2462
bruce.fox@obermayer.com

Anastasius (Tassos) Efstratiades

PARTNER
215.665.3030
tassos.efstratiades@obermayer.com

Joseph F. Aceto

OF COUNSEL

Melissa K. Atkins

PARTNER

Alexander Barnes

PARTNER

215.665.3217
joseph.aceto@obermayer.com

Alex Basilevsky

PARTNER
215.665.3094
alex.basilevsky@obermayer.com

Jennifer Bruce

ASSOCIATE
717.221.1604
jennifer.bruce@obermayer.com

Nathan D. Fox

PARTNER
215.606.0178
nathan.fox@obermayer.com

Christopher M. Kurek

SENIOR COUNSEL
215.665.3092
christopher.kurek@obermayer.com

Kellie A. McGowan

PARTNER
215.606.0181
Kellie.McGowan@Obermayer.com

Terry Mutchler

PARTNER
215.665.3067
Terry.Mutchler@obermayer.com

Katarzyna Parker

ASSOCIATE
215.665.3154
kasia.parker@obermayer.com

William F. Saldutti IV

ASSOCIATE
215.665.3004
william.saldutti@obermayer.com

W. Patrick Scott

PARTNER
215.665.3003

215.665.3146
melissa.atkins@obermayer.com

Justin J. Boehret

ASSOCIATE
215.665.3012
justin.boehret@obermayer.com

Tara K. Burns

ASSOCIATE
215.665.3056
tara.burns@obermayer.com

Andrew J. Horowitz

PARTNER
412.288.2461
Andrew.Horowitz@obermayer.com

Dominic S. Liberi

PARTNER
215.665.3076
dominic.liberi@obermayer.com

Madison G. Melinek

ASSOCIATE
215.665.3071
madison.melinek@obermayer.com

Henry J. Noye

PARTNER
215.665.3196
henry.noye@obermayer.com

Michael S. Pepperman

PARTNER
215.665.3032
michael.pepperman@obermayer.com

Jean S. Scanlan

ASSOCIATE
215.665.3259
jean.scanlan@obermayer.com

Matthew E. Selmasska

ASSOCIATE
215.665.3243

215.665.3184
alexander.barnes@obermayer.com

Daniel McArdle Booker

ASSOCIATE
412.288.2476
mcardle.booker@obermayer.com

Charles C. Coyne

OF COUNSEL
215.667.6343
charles.coyne@obermayer.com

Trisha R. Hudkins

OF COUNSEL
412.209.1352
trisha.hudkins@obermayer.com

Michael P. Malloy, Jr.

OF COUNSEL
610.234.4875
michael.malloy@obermayer.com

Salena Moran

ASSOCIATE
412.209.1350
salena.moran@obermayer.com

Matthew S. Olesh

PARTNER
215.665.3043
matthew.olesh@obermayer.com

Nicholas Poduslenko

PARTNER
215.665.3256
np@obermayer.com

Aimee E. Schneck

ASSOCIATE
215.665.3048
aimee.schnecker@obermayer.com

Mathieu J. Shapiro

MANAGING PARTNER
215.665.3014

patrick.scott@obermayer.com

Kelsey V. Sheronas

ASSOCIATE
215.665.3240
kelsey.sheronas@obermayer.com

Shaun Staller

PARTNER
215.665.3141
shaun.staller@obermayer.com

Taylor D. Washington

ASSOCIATE
215.665.3106
taylor.washington@obermayer.com

matthew.selmasska@obermayer.com

Jared C. Slipman

ASSOCIATE
215.665.3227
jared.slipman@obermayer.com

Min S. Suh

PARTNER
215.665.3050
min.suh@obermayer.com

Brett Wiltsey

PARTNER
856.857.1435
brett.wiltsey@obermayer.com

mathieu.shapiro@obermayer.com

Leslie B. Spoltore

PARTNER
302.274.3062
leslie.spoltore@obermayer.com

Michael A. Thom

PARTNER
215.665.3001
michael.thom@obermayer.com

Thomas S. Wyatt

PARTNER
215.665.3200
thomas.wyatt@obermayer.com

RELATED CAPABILITIES

- Asset Acquisition
- Commercial Litigation
- Construction Litigation
- Corporate
- Counseling, Compliance & Training
- Creditor Committee Representation
- Creditors' Rights
- Cyber Liability Defense
- Debt Counseling
- Debtor Representation
- Employment Litigation
- Employment-Related Agreements
- Executive Compensation & Employee Benefits
- Family Law
- Fiduciary Representation
- Health Care
- Immigration
- Intellectual Property
- Internal Investigations
- Labor & Employment
- Labor Arbitration
- Lender Liability & Workouts
- Mergers & Acquisitions
- Real Estate
- Tax
- Trade Secrets
- Traditional Labor Relations & Collective Bargaining
- Transparency and Public Data
- Trusts & Estates
- Wage & Hour