

**MORRISON  
FOERSTER**

# **FORGET #FOMO CHOOSE MOFO**

**FOR A MORE EXTRAORDINARY  
LEGAL CAREER**

MORRISON FOERSTER



# CHOOSE MOFO POSSIBILITIES...

Choose MoFo, and you'll find the legal career you deserve. Real cases. Real clients. Real experience. Start here, and the possibilities are endless.

So if you're less about #fomo and more about #yolo, choose MoFo. You bring the talent and drive — MoFo will give you the career-making support, culture, and opportunities to really shine.

#YOLO



# CHOOSE MOFO TO DISCOVER YOUR FULL POTENTIAL...

Morrison & Foerster is a global firm of exceptional credentials.

Our name is synonymous with a commitment to client service that informs everything that we do. We are recognized throughout the world as a leader in providing cutting-edge legal advice on matters that are redefining practices and industries.

But the Morrison & Foerster name tells only part of our story. In the 1970s, when teletype was used to send overseas cables, the firm purposely chose “mofo” as its address. The nickname stuck, and it has become a lasting reminder that while we are serious about the work that we do for our clients, we don’t take ourselves too seriously.

Our commitment to excellence unites us, as does our dedication to giving back to the communities in which we work and live.

MoFo lawyers bring their talents and passions to bear on a range of pro bono initiatives, and the firm has been a leader in the pro bono field for more than two decades. We’ve also been a long-time champion for promoting diversity within the legal profession. We continue to thrive and grow because of our cultural values, not in spite of them; here, you can discover your true potential. **Forget #fomo. Choose MoFo.**

MoFo lawyers have one compelling mission: to deliver success for our clients.

Clients are clients of the firm, not of individual lawyers. We work together to find creative, business-savvy solutions to complex and routine legal matters.

Clients include leading technology and life science companies, Fortune 100 companies, and large financial institutions. We also represent investment funds and startup companies. Over the years, we have supported many in their growth and development as leading industry players and household brands.



**6 YEARS**



ranked in the *Financial Times* North America U.S. Innovative Lawyer Report

# CHOOSE MOFO FOR A CAREER WITH MORE REACH...

16 CITIES. 3 CONTINENTS.



BEIJING



BERLIN



BRUSSELS



DENVER



HONG KONG



LONDON



LOS ANGELES



NEW YORK



NORTHERN VIRGINIA



PALO ALTO



SAN DIEGO



SAN FRANCISCO



SHANGHAI



SINGAPORE



TOKYO



WASHINGTON, D.C.

## UNITED STATES

From its deep roots in the Bay Area, Morrison & Foerster has grown into a leading U.S. law firm.

In recent years, *Chambers USA* has honored MoFo's bankruptcy, IP, and privacy and data protection teams with Firm of the Year awards, the corporate/M&A team with a client service award, and the firm as a whole as Global USA Firm of the Year.

MoFo has eight U.S. offices, including our East Coast offices in New York, Washington, D.C., and Northern Virginia, which provide top-rated financial services and capital markets services; and our West Coast offices in San Francisco, Palo Alto, Los Angeles, San Diego, and Denver, which provide world-class IP, litigation, and M&A services to our clients.



## ASIA

We are one of the preeminent law firms in Asia, providing integrated U.S. and local law advice.

With five offices in Asia — Tokyo, Hong Kong, Beijing, Shanghai, and Singapore — we are the sixth-largest (by number of lawyers) U.S. firm in the region. The strength of our Tokyo office, the largest Japan office of any global firm, resulted in *Chambers Asia* naming us Japan International Firm of the Year for the sixth time in 2017.

We have the only international litigation team in Asia. MoFo is an intellectual property powerhouse and leads the region in outsourcing, licensing, and technology transactions. Our highly regarded corporate finance and capital markets practice in Asia represents issuers and underwriters in debt and equity financings, as well as in domestic venture capital and private equity investments.



TOKYO



HONG KONG



BEIJING



SHANGHAI



SINGAPORE

Go where  
the action is.

## EUROPE

**Morrison & Foerster's long-established European presence, which dates back to 1980 when we opened our London office, is fully integrated with our U.S. and global practice.**

From our **London office**, UK- and U.S.-qualified lawyers advise on all aspects of corporate, finance, securities, taxation, privacy, intellectual property, and employment law. The office's multijurisdictional litigation, arbitration, and mediation practices allow us to resolve even the most complex disputes.

Our **Berlin office** represents clients in M&A transactions, corporate and commercial litigation, antitrust and sector-specific regulation, tax issues, labor and employment, and privacy, with a particular focus on the technology, media, and telecommunications (TMT) sector, as well as

on other industries such as transportation, real estate, private equity, and financial services.

MoFo's **Brussels office** is a key element of our globally integrated antitrust and competition practice and our privacy and data security practice. Our lawyers in Brussels regularly deal with antitrust agencies, both at the level of the European Union and at the Member State level.



LONDON



BERLIN



BRUSSELS



# CHOOSE MOFO TO BECOME AN INDUSTRY LEADER...

## APPELLATE

Our lawyers have argued before the Supreme Court in more than 20 cases, including four victories in the past three terms.

Our experience in federal and state courts of appeals reflects similar breadth. Over the past five years, we have represented clients in more than 100 cases in the federal courts of appeals and in more than 40 cases in state supreme courts.

## BUSINESS RESTRUCTURING + INSOLVENCY

Our business restructuring and insolvency practice is counsel to debtors, creditors' committees, secured lenders, and other participants in the distressed markets.

We are market leaders in the areas of restructuring of financial institutions, cross-border insolvencies, distressed real estate, creditors' committee representation, insolvencies involving key intellectual property, and hedge fund failures.

## CAPITAL MARKETS

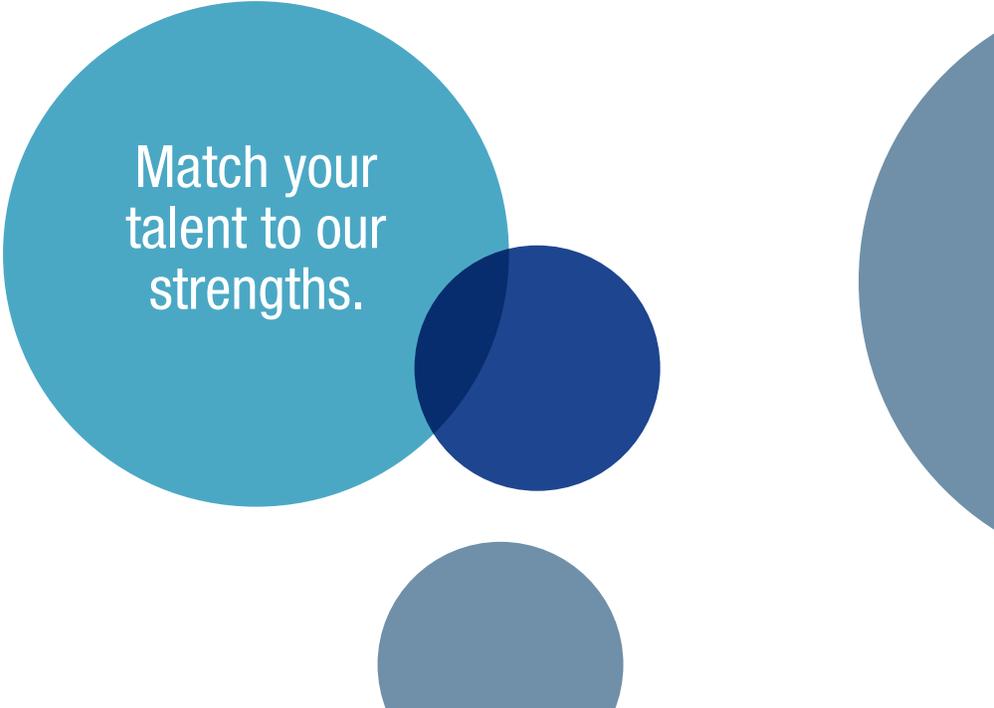
Our capital markets practice annually ranks as a leader in issuer and underwriter representations for initial public offerings, international offerings, REIT offerings, offerings of hybrid and preferred securities, and debt offerings.

Our capital markets practice is a pioneer in developing synthetic products, hybrid securities, structured notes, and derivatives.

## CLEAN TECHNOLOGY + ALTERNATIVE ENERGY

Our clean technology and alternative energy practice is a leader in the carbon-free electricity market.

Our broad-based practice includes solar, wind, wave, tidal, waste-to-energy, geothermal, and hydroelectric generation, as well as related clean technology areas such as energy efficiency, demand response, smart grid, energy storage, alternative fuels, and advanced vehicles. Driven by renewable portfolio standards, greenhouse gas regulation, and changes in the markets, clean energy is a focal point of the modern electricity build-out, and we are the go-to law firm in this space.



Match your talent to our strengths.



## COMMERCIAL LITIGATION

Our commercial litigation practice is renowned for its ability to succeed in complex commercial litigation and is consistently ranked as one of the top litigation practices in the United States.

The group handles a multitude of high-stakes commercial disputes at the trial and appellate levels across a wide array of disciplines and global jurisdictions.

## EMERGING COMPANIES + VENTURE CAPITAL

For more than three decades, MoFo has provided vital counsel to life sciences and technology companies at every stage of their development and growth.

From initial business formation and intellectual property protection through venture capital financing, mergers and acquisitions, public offerings, and beyond.

## ENERGY

From game-changing technologies and groundbreaking new laws, through cross-border acquisitions and bet-the-company litigation.

Our energy group provides full-service legal representation across every facet of the multidimensional energy landscape, providing the industry know-how to help clients expand operations through new opportunities and overcome diverse hurdles in the ever-changing energy market.

## FINANCIAL TRANSACTIONS

MoFo's financial transactions practice represents lenders and borrowers in complex and specialized financial areas.

Our work includes asset-based lending, equipment leasing, project finance and development, secondary debt trading, securitizations, syndicated lending, vendor finance, and structured products involving principal protection and other credit enhancement arrangements.

## INTELLECTUAL PROPERTY

Our intellectual property practice ranks as one of the top IP practices globally.

With nearly 350 IP lawyers, we have the size, talent, and global presence to handle any IP issue. We have more than 140 lawyers with technical degrees, including 54 Ph.D. holders and nearly 50 lawyers with electrical engineering and computer science degrees.

## LIFE SCIENCES

MoFo's global life sciences practice is comprised of more than 180 corporate, transactional, intellectual property, and litigation lawyers who share the value our clients place on the marriage of scientific and business success.

We represent more than 600 life sciences companies, research institutions, and the venture capital funds and investments banks that finance them. We count among our practitioners 54 Ph.D. holders and 18 individuals with master's degrees in relevant scientific disciplines, as well as two M.D.s. Our knowledge and experience in the pharmaceutical, biologics, diagnostics, personalized medicine, medical device, medicinal chemicals, and vaccine fields means that we understand the complex technologies at the heart of our clients' businesses.

## MERGERS + ACQUISITIONS

MoFo's 250-lawyer corporate/M&A practice is renowned for its industry experience in technology and life sciences, as well as its proficiency in cross-border transactions.

In 2016, we served as counsel on 165 M&A transactions, which had a total disclosed value of more than \$294 billion, including 26 transactions greater than \$1 billion.

## PRIVACY + DATA SECURITY

**Our privacy and data security lawyers offer practical and straightforward advice that helps our clients balance compliance with running a business in a cost-effective manner.**

Our skills are particularly valued by companies that operate in highly regulated sectors, those with an online presence, and those operating internationally.

## REAL ESTATE

Our real estate, real estate finance, land use, and natural resources lawyers advise major domestic and international real estate lenders, investors, developers, private equity and pension funds, and REITs in connection with real estate financing, acquisition, entitlement and development, investment, ownership, leasing, construction, management, and restructuring.

We work regularly with a variety of real estate product types, including office, commercial, industrial, multi-family, hospitality, and specialized uses such as energy.



## SECURITIES LITIGATION, ENFORCEMENT + WHITE-COLLAR CRIMINAL DEFENSE

We are a recognized leader in representing public companies and their officers and directors in securities class actions, SEC investigations, derivative suits, M&A litigation, and internal investigations.

Our successes include dozens of early dismissals and numerous trial victories, including the largest securities class action jury trial in history.

## TAX

Our tax group has more than 50 lawyers providing tax advice to the firm's worldwide clients.

Our leading state and local tax practice covers the full spectrum, including corporate franchise and income taxes, sales and use taxes, real and personal property taxes, local business license taxes, gross receipts taxes, telecommunications taxes, severance taxes, capital stock taxes, documentary and other transfer taxes, and personal income taxes.

Our federal tax practice provides strategic tax advice on a broad range of transactions, including domestic and international M&A, capital markets, and partnership transactions, as well as the development of complex structured products and derivatives. We are prepared to litigate when necessary, but we have resolved the vast majority of our clients' disputes without going to trial.

## TECHNOLOGY TRANSACTIONS

Special skills are needed to negotiate transactions involving the development, purchase, sale, or licensing of technology.

Experience in both intellectual property and commercial law is required as is business acumen and knowledge of industry best practices. MoFo's technology transactions practice is one of the few in the world that brings these skills to bear for clients. We actively assist clients in creating new business models within emerging industries.

Areas of focus include technology licensing, patent acquisitions and patent licensing, software licensing and open source issues, cloud computing and as-a-service platforms, digital media and digital distribution, social media, gaming and entertainment, joint ventures and strategic alliances, sourcing, and wireless and mobility.



If you are looking  
for challenging work,  
supportive colleagues,  
and extraordinary growth  
potential: Forget #fomo.  
Choose MoFo.

**1,000** 

Approximate number of lawyers in 16 offices in key technology and financial centers in the United States, Europe, and Asia

**\$294 billion**  
Total value of M&A transactions in 2016

**165**  
Number of M&A transactions in 2016

**\$50+ million**

Amount that The Morrison & Foerster Foundation, one of the oldest U.S. law firm-affiliated charitable foundations, has donated since 1986



**OUR GREATEST ASSET IS  
THE LAST PERSON HIRED.**

**MORRISON  
FOERSTER**

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