

Q. Where do talent, experience and possibility meet?

A. Manatt.

Firm Facts

Founded

1965

Number of Attorneys & Professionals

400

AmLaw 200

Firm Financials

Gross revenue: \$268,000,000

Revenue per lawyer: \$825,000

Profits per equity partner: \$1,230,000

Average compensation (all partners): \$605,000

Fiscal year-end: December 31

Eight Offices

Albany

Los Angeles

New York

Orange County

Palo Alto

Sacramento

San Francisco

Washington, D.C.

Main Phone

310.312.4000

Main Fax

310.312.4224

Website

www.manatt.com



A message from the
Chief Executive Officer
and Managing Partner

“Each of the professionals hired in 2011 complements the firm’s existing strengths and enhances its national standing. The people an organization attracts are a true reflection of its stature, and those who have joined us this year affirm Manatt’s continuing excellence in the areas that matter most: quality work, commitment to the client, and exceptional legal representation in a wide range of industries.”

— William T. Quicksilver
Chief Executive Officer and Managing Partner

Why Manatt?

It won't surprise you that partners seeking the right platform for their practices are looking for the very same thing as our clients: the right blend of experience, a commitment to substantive excellence, and an approach to service delivery that underscores the firm's understanding and appreciation of how clients think and what they care about.

Culture is a significant component of what makes a law firm a good fit, both for clients and for lateral hires, and increasingly we hear both tell us that they chose Manatt because of a desire to work with like-minded people who share their values. Our unwavering commitment is to hire lawyers who demonstrate the highest caliber of legal thinking and work product and who place a premium on collaboration and teamwork.

Awards & Rankings



- National**
- Advertising—Litigation
 - Advertising—Transactional & Regulatory
 - Healthcare
- California**
- Corporate/M&A
 - Healthcare
 - Media & Entertainment—Transactional
 - Real Estate
 - Real Estate—Zoning/Land Use
- New York**
- Healthcare
- Seventeen firm lawyers were also ranked.



Fifty-six firm lawyers were recognized as America's leading lawyers. Four partners were included in their "Lawyers of the Year" list.



Manatt scored four Tier 1 national rankings:

- Advertising
- Entertainment—Movies and TV
- Entertainment—Music
- Healthcare

and 24 metropolitan designations.



The Legal 500 United States ranked four core practice areas:

- Healthcare
- Marketing and Advertising
- Mergers and Acquisitions
- Land Use and Zoning



In 2011 the firm was named a "Best Law Firm for Women" for the fourth time.



One of only 32 law firms to receive the Women in Law Empowerment Forum's Gold Standard Certification.



Manatt received the ABA's Pro Bono Publico Award, the nation's highest pro bono honor, for its work with the Holocaust Survivors Justice Network.



Edward F. Glynn, Jr.
Partner

Washington, D.C.
Advertising, Marketing
& Media

Industries

Advertising, Marketing & Media
Energy & Natural Resources
Entertainment
Financial Services & Banking
Government & Regulatory
Healthcare
Hospitality
Infrastructure
International
Not-for-Profit Organizations
Real Estate
Sports
Vineyard, Wine & Beverage

Integrated Services

Manatt Health Solutions
ManattJones Global Strategies

Advertising

Leading Advertising Lawyer Joins Manatt's Washington, D.C., Advertising, Marketing & Media Practice from Venable LLP.

Edward Glynn is uniquely qualified to advise clients in matters involving federal and state regulatory commissions, especially the Federal Trade Commission (FTC). His FTC understanding comes from over 14 years of Commission service, serving as a central figure in the FTC review process, and leading the oversight of transnational M&A for nearly 10 years, among other leadership posts. Most recently, he has counseled leading companies in the consumer products, pharmaceutical, dietary supplement and advertising industries in connection with the review of their sales and marketing practices, and defended them in governmental investigations and regulatory litigation. An accomplished speaker, Ed frequently presents to major trade groups and serves as a member of the Leadership of the Antitrust Section of the American Bar Association.



James J. Bonham
Chair
Washington, D.C.
Federal Government
Affairs & Public Policy



Julie A. Minerva
Managing Director
Washington, D.C.
Government & Regulatory
Policy

Government & Regulatory

Top Lobbyist and Strategist Joins Manatt's Washington, D.C., Government Practice from Steptoe & Johnson LLP.

Few have served at the crossroads of the legislative, political and regulatory process with as much distinction as **James Bonham**. James comes to Manatt with two decades of accomplishment in Washington, D.C., most recently representing some of the most respected companies, trade associations and not-for-profit organizations. He has also represented clients before members of congressional and executive branch agencies on issues ranging from healthcare and financial services to international trade, energy and the environment. Today James' insider understanding of how government policy is formed and enacted offers Manatt clients a special insight into the forces affecting their business interests.

Transportation and Water Infrastructure Advisor Joins Manatt's Washington, D.C., Government Practice.

Today infrastructure improvement is a high priority for many jurisdictions, especially for critical water and transportation programs. Helping guide local governments through the complexity of federal policy and funding opportunities is the chief responsibility of **Julie Minerva**. Julie provides strategic guidance on a variety of the U.S. Army Corps of Engineers' programs including flood damage risk reduction, navigation, environmental restoration, shoreline protection and Formerly Utilized Sites Remedial Action Program. She also assists with FEMA and National Flood Insurance Program issues and is an able advisor on transportation matters, including bus, rail and high-speed rail. Julie is an accomplished public speaker, presenting to numerous conferences.

Practice Areas

Administrative Law
Advertising Litigation
Antitrust
Appellate
Bankruptcy & Financial Restructuring
Branding, Trademarks & Copyright
Capital Markets
Class Actions
Clean Energy
Cleantech
Climate Change
Construction & Public Works
Consumer Financial Services
Consumer Product Safety
Consumer Protection
Corporate
Corporate Investigations & White Collar Defense
Distressed Asset
Election Law
Eminent Domain
Employment & Labor
Entertainment & Media Litigation
Environment
Environmental & Toxic Torts
Family Wealth Transfer Planning & Trust and Estate Administration
Financial Services Litigation
Government Contracts
Government Relations
Green Marketing
Healthcare Litigation
Insurance Recovery
Insurance Regulatory
Intellectual Property
Land Use
Life, Health & Disability Insurance & ERISA Litigation
Litigation
Mergers & Acquisitions
Patent Litigation
Private Equity
Real Estate Litigation
Securities Litigation & Arbitration
Tax, Employee Benefits & Executive Compensation
Trademark & Copyright Litigation
Trial Practice
Unfair Competition
Venture Capital



Joel S. Ario
Managing Director
New York
Healthcare

Healthcare

Healthcare Technology Leader Joins Manatt Health Solutions from the U.S. Department of Health & Human Services.

Joel Ario's record of leadership in helping shape and implement public policy in healthcare is difficult to match. He led the charge to implement the provisions of the Obama administration's healthcare reforms by standing up for the concept of health insurance exchanges. In that role, Joel developed key exchange provisions. Prior to federal service, he led insurance regulatory agencies in Pennsylvania and Oregon. Joel now provides strategic consulting and policy analysis to state governments, health plans and foundations in anticipation of broadening healthcare reform. Acclaimed for his work, Joel has received numerous awards and is an active public speaker at regional and national industry gatherings.



Eric I. Bartholet
Managing Director
New York
Healthcare



Gregory J. DeBor
Managing Director
New York
Healthcare

Academic Healthcare Center Authority Joins Manatt Health Solutions from Computer Sciences Corporation.

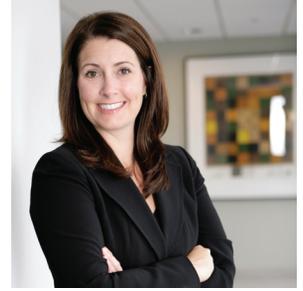
Eric Bartholet has been a leader in academic healthcare information technology for more than 25 years. Eric has worked with many industry-leading organizations to establish their strategic use of information technology to address their administrative, financial, clinical, educational and research goals. Today he provides counsel to providers, payors and other healthcare players on the fundamental changes brought forth by healthcare reform, especially as it relates to planning IT health initiatives and compliance.

Accomplished Health IT Leader Joins Manatt's New York Office from Computer Sciences Corporation.

Greg DeBor is a nationally recognized authority on the implementation of electronic health records. His 25-year track record in healthcare and information technology includes many notable highlights, including the launch of the nation's first website for health insurance exchange and reform in Massachusetts as well as his playing a central role in the formation, growth and sustainability of one of the nation's largest and longest-running regional health information exchanges. Greg has also served as a key technical advisor to leading health reform policymakers. Today Greg's insider knowledge of the technical challenges facing healthcare IT interoperability, health information exchanges and healthcare reform offers a uniquely qualified perspective.



Jeffrey J. Davidson
Partner
Washington, D.C.
Land, Environment
& Natural Resources



Kristina D. Lawson
Partner
San Francisco
Land, Environment
& Natural Resources

Land, Environment & Natural Resources

Former WilmerHale Environmental Partner Joins Manatt’s Washington, D.C., Land, Environment & Natural Resources Division.

Chambers USA has ranked **Jeffrey Davidson** as one of the country’s leading lawyers—for good reason. Jeffrey’s 30 years of experience include environmental litigation and enforcement, resolution of environmental issues in corporate and real estate transactions, and environmental compliance counseling. His clients range from Fortune-ranked companies to midsize companies, individuals, national trade associations and public interest groups. Although based in Washington, D.C., with a focus on early-stage environmental regulatory programs, his cases have taken him to 35 states, Canada, Mexico and the United Kingdom.

Land Use and Environmental Attorney Joins Manatt’s San Francisco Real Estate and Land Use Practice from Miller Starr Regalia.

A seasoned practitioner when it comes to land use and environmental matters, **Kristina Lawson** strategically guides clients through California’s complex planning and entitlement processes. Her command of key statutes—from CEQA and NEPA, to the federal Clean Water Act and Clean Air Act, to the Subdivision Map Act and State Planning and Zoning Law—distinguishes her practice and garners respect from key agency staff. Of late, her work has focused on both cutting-edge climate-change issues and the implications of the end of redevelopment on projects throughout the state.



Kristin S. Escalante
Partner

Los Angeles
Litigation



Phillip R. Kaplan
Partner

Orange County
Litigation

Litigation

Complex Commercial Litigator Joins Manatt's Los Angeles Office from Munger, Tolles & Olson LLP.

Kristin Escalante has a distinguished record as a nationally known litigator in complex commercial disputes, representing some of the nation's largest companies in consumer class action, false advertising, civil fraud, copyright, trade secret, and complex contract disputes. She has experience in telecommunications, entertainment, aerospace, and the food, beverage and dietary supplement industries, among others. Kristin is a member of the California Judicial Council's Civil Advisory Committee and is on the Executive Committee of the Los Angeles County Bar Association's Litigation Section. In addition, Kristin has served as a volunteer prosecutor for the Los Angeles City Attorney's Office and as a temporary judge for the Los Angeles Superior Court.

Honored Lawyer Joins Manatt's Orange County Litigation Division from O'Melveny & Myers LLP.

Prominent litigator **Phillip Kaplan** has claimed many notable distinctions in his 30 years of service in the Southern California area, including major public service awards from the Anti-Defamation League and the USC Public Interest Law Foundation. Phil has earned these accolades through an impressive record of litigation success, representing clients in class actions and other complex cases in the securities, financial institutions, insurance, real estate, environmental, automotive and consumer arenas.



David B. Killalea
Partner
Washington, D.C.
Litigation—Insurance
Recovery



Stephen T. Raptis
Partner
Washington, D.C.
Litigation—Insurance
Recovery

Litigation

Insurance Recovery Partners Join Manatt's Washington, D.C., Litigation Practice from Gilbert LLP.

David Killalea has established a strong reputation as a business litigator and advisor in complex and diverse areas, ranging from insurance recovery cases to contract disputes to white-collar criminal matters. David has represented corporate policyholders in litigation and negotiations to obtain coverage under a wide variety of insurance policies. He has successfully litigated cases that secured hundreds of millions of dollars of coverage, including a \$450 million recovery from a single insurer after extensive litigation in federal civil and bankruptcy courts, arbitrations and multiparty negotiations. David advises clients on management of mass tort and other liabilities, often with a focus on coordinating trial and insurance strategy to minimize liabilities and maximize recoveries. He has successfully represented witnesses and targets before grand juries and in federal investigations.

Stephen Raptis has a 15-year track record of successfully representing commercial policyholders in insurance disputes, including cases involving environmental contamination, asbestos bodily injury, and governmental claims, among others. As circumstances warrant, Steve uses negotiation and mediation to achieve successful and cost-effective outcomes. If those methods do not produce the desired results, however, Steve aggressively litigates in state and federal courts across the country. He has achieved successful recoveries for major oil companies, electrical and gas utilities, product manufacturers, pharmaceutical companies, and government contractors, among others. Steve also advises clients on buying insurance, assessing and preserving the value of potential insurance claims, sorting through insurance-related issues in mergers and acquisitions, and issues involving shared insurance coverage.



Susan Page White
Partner
Los Angeles
Litigation—Insurance
Recovery

Accomplished Litigator Joins Manatt’s Los Angeles Insurance Practice Group from Dickstein Shapiro LLP.

Resolving complex insurance recovery cases for the energy, entertainment, telecommunications, software/Internet technology, healthcare and other industries requires exceptional legal talent. **Susan Page White** has joined Manatt to expand its insurance recovery practice, which assists companies in seeking and capitalizing on coverage when claims arise. For over 20 years her practice has been at the forefront of insurance recovery law, where she has demonstrated great ability to provide successful outcomes for corporate policyholders through mediation, arbitration and trial proceedings. Companies regularly seek her advice to secure coverage, and for risk management, policy negotiations, procurement and renewals.

Manatt Recruiting Committee

Chair

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Jack Yeh
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Dean Zipser
Partner, Litigation Division

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