

**The people  
are really  
nice here.**

**And other  
nasty rumors  
about us.**

1

**Associates are  
just as valued  
as partners.**

**It's hard to know whom  
to kiss up to.**

2

**We help great  
clients achieve  
great things.**

**They get the glory.  
You get the satisfaction.**

**3**

**You will work  
directly with  
clients early on  
in your career.**

**Maybe not week one,  
but year one.**

4



**There are no  
overbearing,  
temperamental  
jerks here.**

**Actually there are a few, but  
we try to keep them away  
from our summer associates.**

5

**Pillsbury is  
defined by a  
culture of  
collaboration.**

**We've done the analysis—  
it makes us a stronger firm.**

6

**Pillsbury is  
an ideal place  
to work.**

**Feel free to keep  
this to yourself.**



**Enough of  
the rumors.**

**Now for the  
facts.**

# The Pillsbury Difference.

Pillsbury is an international law firm with a particular focus on the technology & media, energy, financial services and real estate & construction sectors. Recognized by legal research firm BTI as one of the top 20 firms for client service, Pillsbury and its lawyers are highly regarded for their forward-thinking approach, their enthusiasm for collaborating across disciplines and their exceptional commercial awareness.

## Our Clients

Pillsbury's clients include more than 100 of the *Fortune* 500, as well as startups, mid-caps, investment funds and nonprofits.

### TODAY'S TITANS...

AT&T  
Chevron Corporation  
Citigroup  
NextEra Energy  
Shorenstein Company  
SYNNEX Corporation  
Stanford University and Hospitals  
Sinclair Broadcast Group  
UBS  
The Walt Disney Company

### ...AND TOMORROW'S

Blackhawk Networks  
EDF Renewable Energy  
FireEye  
Fortem Technologies  
Lyft  
Pixelworks  
Upland Software  
WeWork

## Firm Recognition and Rankings

### Highly Ranked

**More than half** of Pillsbury partners are ranked by one or more of the major ranking agencies (*Chambers, The Legal 500* and *U.S. News & World Report/Best Lawyers*).

### BTI Consulting Group

#### Most Recommended Law Firms, 2021

Once again, Pillsbury has been named one of the **Most Recommended Law Firms Among GCs**.

### BTI Litigation Outlook 2021

Pillsbury recognized as one of the ten **most feared law firms for litigation**.

### Financial Times U.S. Innovative Lawyers

Pillsbury was named to the 2019 *Financial Times Innovative Lawyers List* for the sixth time.

### Diversity Lab

**Mansfield Rule 4.0 Certified**, including Mansfield Certification Plus status, 2022 (at least 30% underrepresented lawyer representation in a notable number of current leadership roles).

### Seramount

In 2022, the organization named Pillsbury as a **“Best Company for Multicultural Women”** for a fourth consecutive year and as one of the **Top 75 Companies for Executive Women** for the 14th year in a row. In both instances, Pillsbury was one of just two law firms to make the list.

### Vault's Associate Survey

Pillsbury climbed six spots to No. 55 in Vault's 2022 Top-100 Law Firms list and was ranked among the 20 Best Law Firms for Emerging Companies & Venture Capital.

### Human Rights Campaign Equality Index

Pillsbury has received a **100% perfect** score every year since 2006.

### Chambers High Net Worth

For the seventh consecutive year, Pillsbury was recognized as one of private wealth's leading international law firms. The firm also added a national practice ranking in the USA Family Offices & Funds Structuring section in addition to continued individual recognitions for two Pillsbury partners.



## Practices

- Antitrust & Competition
- Construction Counseling & Dispute Resolution
- Corporate
- Emerging Growth & Venture Capital
- Employment
- Energy
- Environmental
- Estates, Trusts & Tax Planning
- Executive Compensation & Benefits
- Finance
- Global Security Services
- Global Sourcing & Technology Transactions
- Government Contracts & Disputes
- Insolvency & Restructuring
- Insurance Recovery & Advisory
- Intellectual Property
- International Trade
- Litigation
- Mergers & Acquisitions
- Private Wealth
- Public Policy
- Regulatory
- Tax

### Pillsbury's Focus Teams:

- Cybersecurity & Privacy
- Crisis Management
- Fintech, Payments & Blockchain
- Public-Private Partnerships
- Unmanned Aircraft Systems
- Water Resources

### Geographic Practices:

- China
- Japan
- Korea
- Latin America
- Middle East and Africa

## Industries

- Aviation, Aerospace & Transportation
- Communications
- Consumer & Retail
- Education
- Energy
- Financial Services
- Gambling & Gaming
- Health Care
- Internet & Interactive Entertainment
- Internet & Social Media
- Life Sciences
- Media & Entertainment
- Nonprofit Organizations
- Renewables
- Restaurant, Food & Beverage
- Travel, Leisure & Hospitality
- Wine, Beer & Spirits Law

## YEAR FOUNDED

1868

## WORLDWIDE OFFICES

19

Austin, Beijing, Hong Kong, Houston, London, Los Angeles, Miami, Nashville, New York, Northern Virginia, Palm Beach, Sacramento, San Diego, San Francisco, Shanghai, Silicon Valley, Taipei, Tokyo, Washington, DC

## TOTAL ATTORNEYS

700

## TOTAL FIRM SIZE

1,400

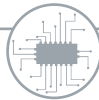
## A VALUES-DRIVEN LAW FIRM

*Pillsbury embraces an unwavering commitment to collaboration, innovation, sustainability and giving back to the communities in which we live and work. We became one of the first U.S. firms to launch a formal Corporate Social Responsibility initiative, which combines and enhances our existing programs for pro bono, diversity and inclusion, conservation, charitable giving and community outreach.*

# What industries does Pillsbury serve?

Our lawyers serve many of today's most dynamic industries and thrive on breaking new ground in legal thinking and client service. Recognizing that our job is to understand our clients' businesses as well as they do, we were one of the first firms to organize by industry sector as well as legal discipline.

## Technology & Media



Pillsbury has been a leading advisor to technology companies since we helped incorporate Intel in 1968. Global in scope, our Corporate & Securities Technology team has handled offerings on all U.S. exchanges as well as the Tokyo, AIM and AUS markets.

For a bootstrapped startup, our Technology team operates as a small-scale boutique. For a high-tech leader making a time-sensitive acquisition, we assemble a multidisciplinary team with deep experience. Visionary companies like Webex, Atheros and Receptos relied on Pillsbury from startup and financing to acquisition or IPO.

## PRACTICE HIGHLIGHTS

- Our IP practice, which obtains more than 1,500 patents a year, has over a century of history and experience.
- Named "World's Best Outsourcing Advisors" by the International Association of Outsourcing Professionals for eight years.
- Advised on 1,000+ public equity and debt securities offerings with an aggregate value exceeding \$350 billion and \$10 billion in venture financings since 2000 for technology and life sciences companies.
- Half of all of our M&A deals are for technology companies.

## MARQUEE DEAL

Pillsbury guided cyber-defense provider FireEye in gaining certification for two of its solutions under the SAFETY Act—a first for pure cybersecurity products. The SAFETY Act, a post-9/11 law, shields users and makers of certified anti-terror products from liability. The U.S. Department of Homeland Security designated FireEye's Multi-Vector Virtual Execution engine and Dynamic Threat Intelligence platform as "Qualified Anti-Terrorism Technologies." Customers using these tools can more readily satisfy shareholder and fiduciary requirements, and they may also see savings on insurance and legal expenses.

## MARQUEE DEAL

A Tokyo-based Pillsbury team advised Japanese information and health technology giant Hoya Corp. in its investment in a multinational consortium, led by Bain Capital, to purchase Toshiba's flash memory chip business. The \$17.8 billion deal, which closed in 2018, earned Asia-Pacific Private Equity Deal of the Year honors from the *International Financial Law Review*. Helping companies navigate complex, multi-billion dollar cross-border transactions such as this is just one way in which Pillsbury helps its clients achieve their ambitious, cutting-edge business plans.



## Energy

We are one of the few law firms serving the energy industry across all sectors, from conventional power and oil and gas to nuclear and renewables. Pillsbury has advised on energy and infrastructure projects in more than 75 countries.

Our clients include some of the world's largest integrated energy companies and independent power producers and have been parties in virtually every U.S. purchase and sale of a nuclear power plant.

### PRACTICE HIGHLIGHTS

- Nearly 100 Pillsbury lawyers firmwide have served at U.S. regulatory agencies.
- Energy practice ranked nationwide by *Chambers USA* 2019.
- Completed more than \$25 billion in energy-sector capital markets and commercial financing transactions for Deutsche Bank, The Bank of New York Mellon and U.S. Bank in eight Latin American countries.
- Ranked Tier 1 for Environmental Law by *U.S News & World Report-Best Lawyers* "Best Law Firms" list (2019).

### MARQUEE DEAL

Duke Energy, one of the largest electric power holding companies in the U.S., has been working with Pillsbury to expand its renewable energy portfolio—and garnering attention for it. The \$361 million financing of North California solar projects was named the North America Solar Deal of the Year by *IJ Global*, a leading project finance and infrastructure journal. Duke followed up with Pillsbury again for its largest renewable energy financing to date, a \$636 million financing of wind farms in Texas and Oklahoma with more than 700 MW in total capacity. Pillsbury fielded more than a dozen attorneys from four offices to handle the full scope of renewable energy projects, covering finance, energy, tax, and environmental issues.

### MARQUEE DEAL

Pillsbury's preeminent nuclear energy and policy lawyers played a critical role in Brookfield Business Partners L.P.'s \$4.6 billion purchase of Westinghouse Electric Company. Westinghouse serves 80 percent of the world's 450 commercial reactors, and Brookfield, a high-growth private equity player, turned to Pillsbury to resolve complex regulatory and policy issues. The acquisition, which enables Westinghouse to emerge from bankruptcy, has been recognized by *M&A Advisor* and *The American Lawyer* as among the most impressive M&A achievements of the year.



## Financial Services

Recognized among the leading financial services practices in the U.S., Pillsbury's finance team counsels 200+ financial institutions, including many of the world's largest banks, as well as those using all forms of financial services. We handle a broad range of work on behalf of those clients, with strengths in corporate transactions and financial regulation, transportation and project finance, and bank and leveraged finance. Among our clients are Wells Fargo, BNP Paribas and Deutsche Bank.

### PRACTICE HIGHLIGHTS

- Included six times on the *Financial Times* list of the most innovative law firms in the U.S.
- *International Financial Law Review* recognized our Finance partners in 2018 for "Capital Markets: Structured Finance" and "Securitisation, Banking."
- Our investment funds group was recognized for the fourth time by a leading hedge fund industry journal as "Best Onshore Law Firm-Client Service."
- *Airfinance Journal* has recognized many of our aviation finance transactions as Deals of the Year in the UAE, Europe, Africa, Turkey and Latin America.

### MARQUEE DEAL

When longstanding client Turkish Airlines wanted to expand its fleet while also diversifying its funding structure, Pillsbury's acclaimed Asset Finance team put together and closed the world's first Japanese yen-denominated Enhanced Equipment Trust Certificate (EETC) transaction. The novel transaction contributed the equivalent of \$99 million (U.S.) toward the financing of three new Airbus A321 aircraft for Turkish Airlines. EETCs typically tap into the U.S. dollar markets, thanks in part to protections afforded by the U.S. Bankruptcy Code. Pillsbury's innovative work allowed the airline to use its yen revenue streams—a by-product of Pillsbury's strong reputation in Japan—while also relying on the bankruptcy protection provided by the Cape Town Convention.

### MARQUEE DEAL

Pillsbury's capital markets lawyers helped bring to market investment-grade corporate debt offerings amounting to more than \$11 billion. The firm represented underwriters for issuers such as Great Plains Energy, MassMutual Financial Group and Southern California Edison. Issuer clients included Chevron, Textron and CA Technologies. Pillsbury is consistently a top capital markets firm for U.S. utility bond deals. *U.S. News - Best Lawyers* has ranked our capital markets team as a 2018 first-tier practice.



## Real Estate + Construction

Pillsbury has been advising real estate and construction clients for decades, throughout the United States and across the globe. Because of its size and geographic reach, our Real Estate practice group is one of the few national practices capable of handling the full range of assignments, from multi-jurisdictional portfolio transactions to single-asset deals in local markets.

Our Construction Counseling & Dispute Resolution practice's reputation for putting troubled projects back on track has led *Chambers USA* to consistently rank our team among the top national practices in the U.S., hailing our "strong line-up of attorneys on the East and West coasts." The team has handled disputes related to historic projects like the Channel Tunnel and the Panama Canal expansion.

### PRACTICE HIGHLIGHTS

- Two of the largest transactions on both coasts: a \$2.3 billion portfolio sale in Washington, DC, and a \$1.5 billion sale of marquee buildings in the western United States.
- Named "Law Firm of the Year" in 2017 for Construction Law by *U.S. News & World Report/Best Lawyers*.
- Clients value our geographic reach, with real estate teams on the East, West and Gulf coasts.
- 2019 *Chambers Asia Pacific* ranks Japan Projects & Energy and Japan Construction practices among the region's finest.
- Practice covers not only traditional development and transactions, but distressed assets, global investment advice and public-private partnerships.

### MARQUEE DEAL

The Wharf, a \$2 billion public-private partnership in Washington, DC, is the culmination of more than seven years of work by Pillsbury with client Hoffman-Madison Waterfront. The 3.2 million square-foot waterfront development along the Washington Channel of the Potomac River is turning some 24 acres of land and more than 50 acres of water into a mix of residential, retail, office, public pier and park, and other uses. The project is one of the largest urban developments under way in the U.S.

### MARQUEE DEAL

Pillsbury represented Commonwealth Partners, which bought the iconic Manhattan building at 787 Seventh Avenue from AXA for \$1.942 billion—an amount more than twice as large as the No. 2 largest deal on *Law360's* list. It was a quick transaction, with the property going on the market in September and the buyer closing in January on both the acquisition and the related financing. The purchase of the Seventh Avenue property was the largest real estate transaction of the quarter, according to Real Capital Analytics.



**Pillsbury is  
looking for  
talent like you.\***

**\*100% pure,  
indisputable fact**

# Interview tips? Keep reading...

Starting your career and selecting the right law firm can be challenging. But asking the *right people* the *right questions* will get you closer to where you need to be. That's why we came up with the **15 Questions Interview Tool**. Over the years, we've polled our own associates to find out what they wished they'd asked and, just as important, we looked into who'd be the right person to answer each question.

You'll also want to take a look at our 3-minute video, **The Interviewers**, featuring Pillsbury lawyers who do on-campus interviewing—what and what not to do, say and convey when interviewing.

You can also hear from lawyers across our firm about their individual experiences in our **Diversity & Inclusion** piece.

Find all three at [careers.pillsburylaw.com](https://careers.pillsburylaw.com).



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