





Maximizing momentum to advance your business is critical.

Faced with high expectations and tight budgets, clients tell us they need a law firm that is smart, sophisticated, flexible, efficient and transparent. Most importantly, clients need a legal partner that focuses on avoiding barriers, finding answers and solving problems.

At Buchanan, we ask "How Can We?" We use our knowledge and deep experience to set the course, layer in practical judgment and use our forward-thinking creativity to arrive at answers to protect, defend and

advance your business.

We call it Maximizing Momentum.

Knowledge **x** Experience **x** Action = Maximizing Momentum

Here's how we've used this equation to advance our clients' goals.



Clean-Burning Natural Gas Plant is Born

Our cross-practice team helped a lender group underwrite a cleanburning natural gas power plant by providing finance, environmental, utility, regulatory, land use, zoning, real estate and government relations support.

Fostering Health System Growth

Our Healthcare attorneys handle M&A, affiliations, creation of innovative delivery models and provide regulatory advice related to these growth strategies on a daily basis. For instance, we served as lead counsel on a high-profile, \$23 billion, health system merger that created one of the nation's largest Catholic health system delivery networks.

Transportation Network Companies and Autonomous Vehicles Drive On

We cleared state legal, legislative and regulatory hurdles, so that the country's leading ride-sharing and autonomous vehicle company could expand across Pennsylvania.



Crushing a Class Action for a Leading National Bank

We successfully defeated a lender liability class-action lawsuit brought against one of the nation's most well-known financial institutions when the bank was drawn into a lawsuit alleging "bait-and-switch" practices.

Helping Science Stay Connected

We defended a patent worth more than \$440 million in royalties for a global science and research agency. The patent covered 3 billion+ wireless devices around the world.

Clearing the Way to Capitol Hill for Cannabinoid Drugs

Using relationships with lawmakers on both sides of the aisle, we have helped to obtain approval for research protocols from the DEA for investigational cannabis drugs for our pharmaceutical clients, including one that treats epilepsy. We were able to obtain this result due to our deep understanding of medical marijuana laws and our relationships with lawmakers, FDA, and DEA.

Keeping Industry Moving

We assisted the lead bank in establishing \$2 billion unsecured credit facilities for a manufacturer of rail products – moving the business full-steam head.

A Toast to Import Protection

Buchanan IPTM protected one of the largest global wine manufacturers from price erosion in the Chinese market. Our savvy, multi-prong attack included customs actions, raids on distribution, and court actions in China.

Banking & Finance

- Counsel to all of Bankrate Inc.'s Top 10 U.S. Banks and 19 of the Federal Reserve's Top 25 Commercial Banks
- Rated Tier 1 National *U.S. News and World Report Best Law Firms*
- Consistently ranked one of the highest, non-NYC-based law firms in the U.S. Lender Law Firm League Table by Number of Syndicated Deals
- On average, our banking clients have been with the firm for more than 10 years
- Awarded a BTI Clientopia Power Ranking for stellar client service two years in a row

"Buchanan has a consistent approach to business. There's a real comfort level when we do a deal with them. They get the job done."

"They are very good at complex transactions and are top-notch in terms of thoroughness and follow-up. I really enjoy working with them."

"Without question, Buchanan is the best firm I've ever worked with.

Their attorneys are extremely capable in all matters."

Bankruptcy & Creditors' Rights



"I have mutual respect and confidence in Buchanan.

They share our company's core values and help us to achieve our legal goals in a way that enhances our reputation."

Energy

- A leading Energy law firm, with clients and work across the United States, including in the Appalachian Basin home of the largest producing natural gas field in North America and one of the largest coal regions in the U.S.
- Handled close to \$30 billion in shale-era transactions over the past several years
- 5 generations of experience leading industry-defining, landmark litigation, paving the way for progress
- Represent most of the largest oil and gas companies in the world, including the top three in the U.S.
- Work with 2 of the top 3 North American oil and gas pipeline companies
- Experienced in environmental law, market changes and remediation



"They are committed, extremely competent and always two steps ahead in identifying and solving issues."

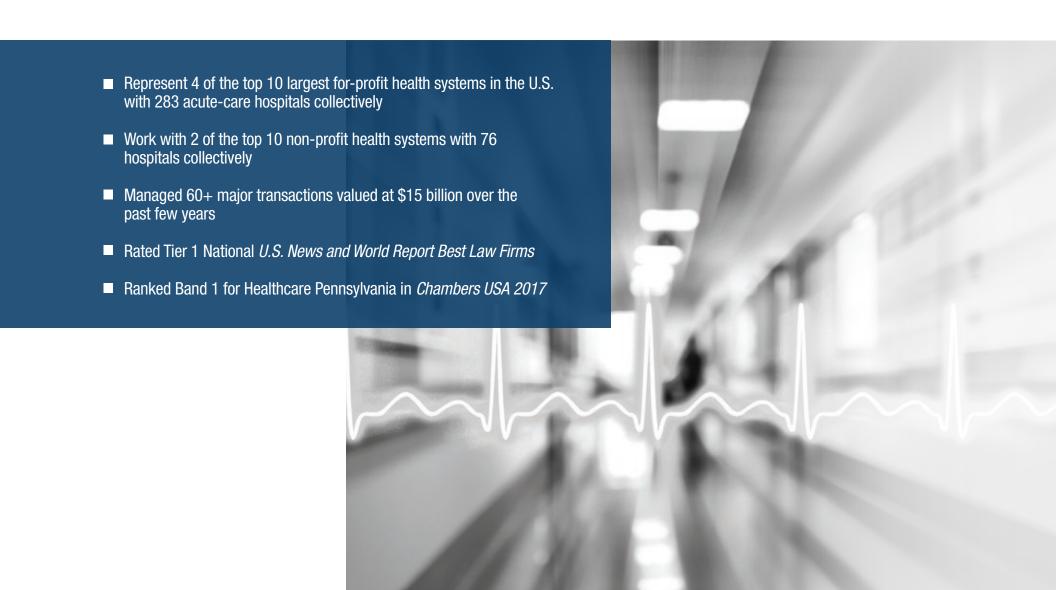
Real Estate

- Partner to some of the nation's most active real estate developers, investors, brokers and largest financial institutions
- Handle real estate acquisition/disposition, development, leasing, financing, zoning/land use, construction, and tax planning/deal structure
- Clients have trusted us to handle their high-profile, sophisticated real estate deals in all 50 states

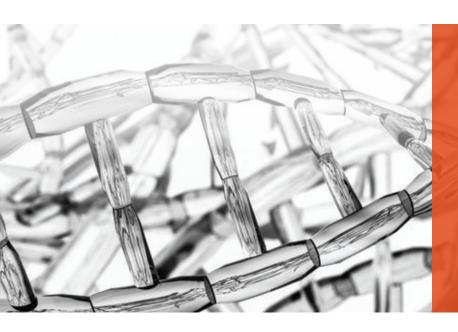
"They're extremely responsive and thorough. I've had an overwhelmingly positive experience. All of them are top-notch attorneys."

"Buchanan has proven over the years a consistent focus on client service, and an appreciation of the nature of our organization, our strategic goals and a collaborative, measured approach in working with us to achieve them."

Healthcare



FDA & Biotech



- Dedicated FDA practice that truly understands the intersection of science and the law
- Guide and defend manufacturers of pharmaceuticals, medical devices, foods, cell and tissue therapies/regenerative medicine, dietary supplements and other consumer products
- With a former associate chief counsel for FDA leading the team, we provide a high level of knowledge of the FDA regulatory process
- Our leadership includes a founder and co-chair of the BioNJ Legal, Compliance
 & Regulatory Forum; giving our clients access to networking opportunities and
 best-practice learnings from top companies within the NJ life science community

"Buchanan reflects our ideal relationship with outside counsel. They are well versed in our business and the challenges we face. They consistently provide very high quality service and excellent response time, and are dedicated to investing in a long-term relationship with us."

"They are polished professionals who understand how to communicate with in-house counsel and senior management. A very, very solid team."

Litigation

- Known for high-stakes, bet-the-company cases, ground-breaking class actions, multi-district litigation and complex commercial litigation in federal and state trial and appellate courts
- 150+ top-flight litigators, many members of the American College of Trial Lawyers and the International Academy of Trial Lawyers
- Rated Tier 1 National *U.S. News and World Report Best Law Firms*





"They are not only very knowledgeable, but also very aware of real life business issues and practical considerations. The firm is the best ever for IP matters involving licensing and unfair competition."

"They're absolutely excellent and provide great service.

They're practical and combine business advice with legal advice.

Across the board, I think that they're very knowledgeable and are very responsive. They understand what it means to provide client service."

Corporate



"I have referred a number of people to them. They are an ideal mix of large-firm resources and capabilities and small-firm focus. They understand that I am here to solve problems and move my business forward."

"The client service is wonderful. They are very responsive and always willing to accommodate our last-minute questions. Billing is always very transparent, detailed and accurate."

Labor, Employment, Immigration, Benefits

- One of the largest and most respected labor & employment practices within full-service law firms
- Handled more than 100 class and collective actions and more than 75 trade secret/ non-compete cases over the past five years
- Diverse lawyers comprise 55% of the group
- Knowledge Management baked into our process to streamline work and add client value
- On-panel for four of the largest employment practice liability insurance providers;
 handled 200+ EPLI claims in the past few years
- Robust immigration practice helps businesses remain compliant while tapping the international talent needed for their success



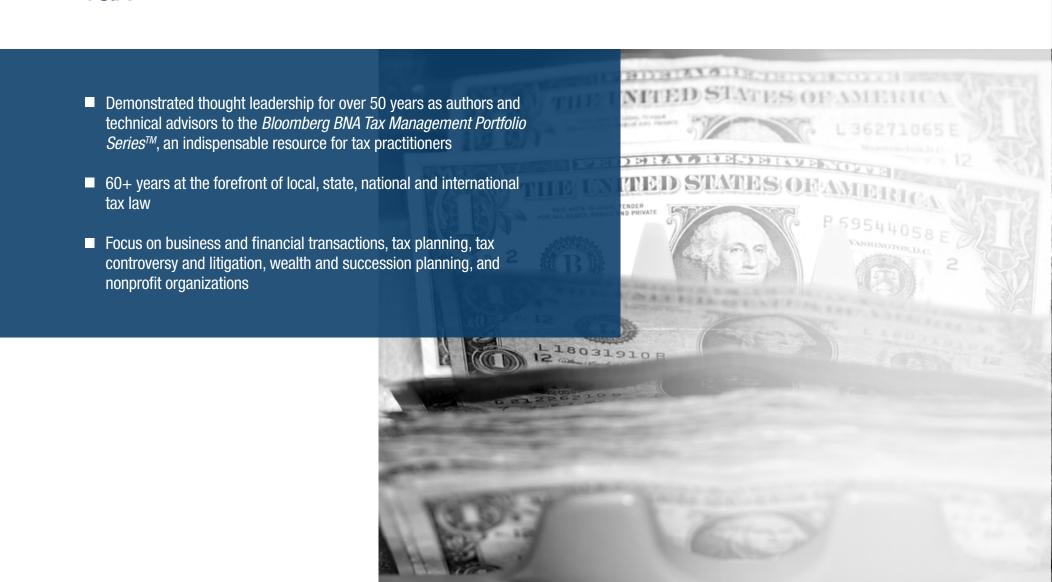
"Every time we have engaged them to do something, they have come through.

They are responsive and the outcome is effective."

"Buchanan is a wonderful firm to work with. They are extremely responsive.

Their business acumen is outstanding, and they make a concerted effort to understand their client and the client's problem, not only from a legal perspective, but also from a personal one."

Tax



"Their deep ties to both sides of the aisle have allowed our voice and advocacy positions to be heard. They alert us to issues, so we can prepare for the future and have positioned us as a valuable resource on healthcare issues to members of Congress."

Government Relations & Public Policy

- Highly skilled group offering federal and state legislative and regulatory counseling covering Washington D.C., Pennsylvania and Florida
- Our professionals include former high-ranking government officials
- Thought leaders covered in national mainstream and industry news from *CNN* and *USA Today*, to *Politico* and *TheStreet*

"Faced with congressional language that would have undermined years of growth and our strategic business plan, we turned to Buchanan. They immediately mobilized their team to form a clear strategy and successfully advocated on our behalf, allowing us to advance our vision."

Additional Services & Industries



Find out how we can help you to advance your business goals.



Visit us at **BIPC.com**

17 Offices Nationwide

