

## **Alexander Pulte – Selected Experience**

### **Mergers & Acquisitions**

- European Corporation: Represented a German automobile manufacturer in its proposed acquisition of a major European competitor (terminated December 2010).
- Dish Network: Represented Dish Network in its proposed refinancing of a significant portion of Sirius XM Radio's outstanding debt (terminated March 2009).
- Neptune Orient Lines: Represented Singapore-based Neptune Orient Lines in its estimated \$6 billion bid for German shipping group Hapag Lloyd (terminated October 2008).
- Commerzbank AG: Represented Commerzbank AG in its \$15 billion acquisition of Dresdner Bank, forming the second largest German banking group (closed August 2008).
- U.S. Investment Bank: Represented a U.S. investment bank in its proposed acquisition of a brokerage firm (terminated March 2008).
- Vornado Realty Trust: Represented Vornado Realty Trust in its \$38 billion bid for Equity Office Properties (terminated February 2007).
- Companhia Siderúrgica Nacional: Represented Companhia Siderúrgica Nacional of Brazil as the board-favored merger partner of Wheeling-Pittsburgh (terminated November 2006).

### **Private Equity and Venture Capital**

- U.S. Private Equity Firm: Represented a private equity firm in a high yield bond offering (closed July 2010).
- U.S. Private Equity Firm: Represented a private equity firm in its proposed control acquisition of a distressed financial institution (terminated May 2009).
- Middle Eastern Investment Group: Represented Middle Eastern investors with a proposed private equity investment in major international culture venues (terminated November 2007).
- U.S. Private Equity Firm: Represented a private equity firm in its proposed acquisition of a German real estate portfolio (terminated August 2006).

### **Capital Markets – Equity**

- DIT Assets AG: Represented German commercial real estate company in its capital increases with pre-emptive rights (closed March 2011).
- Austrian Technology Company: Represent the underwriters in the proposed Chinese stock market IPO by an Austrian company (terminated December 2010).
- EVN AG: Represented the underwriters in a capital increase of Austrian utility corporation EVN AG and the proposed share sale by its major shareholder EnBW AG (closed November 2010).
- Sky Deutschland: Represented German subscription television channel in its €285 million capital increase and backstop agreement with News Corporation (closed September 2010).

- Austrian Public Company: Represented the underwriters in a planned €200 million capital increase by an Austrian corporation (terminated June 2010).
- UBS AG: Represented UBS AG in its CHF 15.6 billion (approx. \$15 billion) rights offering (closed April 2008).
- American Water Works Company, Inc.: Represented the underwriters in the \$1.4 billion IPO and NYSE listing of American Water and in related debt offerings (closed April 2008).

#### **Capital Markets – Debt**

- Oesterreichische Kontrollbank (OeKB): Represented OeKB, Austria's central bank for providing export financing, and the Republic of Austria as guarantor, in all debt offerings and ongoing SEC reporting obligations (April 2010 – 2011).
- American Express: Represented American Express in its \$3.4 billion participation in the U.S. Treasury's Troubled Asset Relief Program (TARP) (closed February 2009).
- Kreditanstalt für Wiederaufbau (KfW): Represented KfW, the German government-owned development bank, and Germany as guarantor, in various global bond issuances totalling approx. €18 billion and \$26 billion (March 2008 – February 2009).
- Sterling Bancorp: Represented Sterling Bancorp in its \$42 million participation in the TARP program and subsequent program compliance (closed December 2008).
- Hellenic Republic: Represented Greece with its sovereign issuer SEC filings (August 2008).
- Goldman, Sachs & Co.: Represented Goldman Sachs in connection with SEC shelf offerings totaling approx. \$10 billion (September 2007 – March 2008).
- American International Group, Inc.: Advised AIG with its SEC-filings after the insurance groups lost its status as "well known seasoned issuer" (July 2006).

#### **Corporate Governance and Disclosure**

- Goldman, Sachs & Co.: Advised Goldman Sachs on disclosure requirements in connection with its international options trading activities (2007).
- American International Group, Inc.: Prepared an educational program on securities laws and corporate governance rules for AIG's top management (2006).

#### **Restructurings and Reorganizations**

- Goldman, Sachs & Co.: Advised Goldman Sachs on third party agreements in connection with its transformation from investment bank to bank holding company (April 2009).
- CIFG Holding Ltd.: Represented key policyholders and creditors of CIFG Guaranty, CIFG Europe and CIFG Assurance North America Inc. in the commutation of a \$12 billion portfolio of credit default swaps and financial guaranty insurance policies in exchange for \$1.3 billion in cash and a 90.1% holding of CIFG Holding Ltd.'s equity (Restructuring Deal of the Year, IFLR Americas Awards 2009) (January 2009).

- Second Chance Body Armor, Inc.: Represented Second Chance Body Armor, Inc., during its class action defense and Chapter 11 filing (2005).

#### **Litigation and Arbitration**

- Bertelsmann AG: Represented Bertelsmann AG in its defense against claims of vicarious and contributory copyright infringement that arose in connection with its business development loans to Napster (2005).
- Kay Hakakian: Assisted a New York investor in his arbitration claims following the collapse of a Russian corporation due to the insolvency of its Italian joint-venture partner (2004).

#### **Management and Strategy Consulting**

- Warner Bros. Entertainment: Analyzed home entertainment sales trends and advised Warner Bros. on how to revolutionize the international video and DVD marketing strategy by utilizing differences between U.S. and European intellectual property laws (2002 – 2003).
- U.K. Public Company: Analyzed national cinema advertising markets and the impact of digital technology on the sector's economics in the context of a proposed acquisition of an American competitor (2002).
- U.K. Government (Department of Culture, Media and Sports): Examined the status of the digital media landscape in Britain with particular emphasis on the rise of online piracy and advised the government on appropriate policy responses (2001).
- Council of Europe & Audiovisual Eureka: Examined the availability of venture capital for content companies in Europe and proposed further action to pan-European inter-governmental organization, the Council of Europe, its media finance operations, Audiovisual Eureka, and European Venture Capital Associations (2001).