The "Quinn Emanuel Effect"

A recent survey of 300 major businesses globally established that Quinn Emanuel is the "most feared" law firm in the world. It is perhaps not surprising, then, that our mere appearance in a case can change the dynamics or bring about a speedy resolution altogether. One of our clients called this the "Quinn Emanuel Effect."

The firm's ability to win and win big is well known in the business world. Over the last ten years the firm has recovered more than $40 billion in settlements and judgments. The results we have achieved on the defense side are equally well known.

Here are some examples of the "Quinn Emanuel Effect."

- An international bank transferred over $40 million of an investment firm's funds to overseas accounts at the requests of fraudsters engaged in a business email compromise scheme. Despite its own deficient security procedures that failed to prevent the fraud, the bank attempted to blame the investment firm and refused to reimburse the firm for its losses. The investment firm hired Quinn Emanuel. Staring down litigation backed by Quinn Emanuel's investigation that revealed numerous failures in the bank's security protocols, the bank made an about-face and settled for 91 cents on the dollar.

- A bank was holding $21 million of our client's money and said it would not release the funds without a surety bond and indemnity. In-house lawyers and another law firm tried to persuade the bank to release the funds and got nowhere. Within 24 hours after we were contacted, we were able to get the funds released. The client emailed "What else could be expected from the most feared (and respected) Law Firm in the World – bam! The "Q-factor" strikes again."

- We were retained by a CEO in respect of a series of defamation allegations by her former cofounder regarding statements about the former cofounder's potential misuse of confidential company information. In response to a demand for a long and inculpatory retraction, we quickly leveraged our prior defamation trial successes and experience to develop a robust defensive and offensive response. The matter ultimately settled with a joint statement that contained no retractions and contained high praise for our client and her work.

- We were retained by the Chief People Officer of a pharmaceutical company in connection with an ongoing arbitration arising out of a wrongful termination claim asserted by the former Chief Executive Officer. Within three weeks of being retained, we not only defeated a demand for the production of our client's personal cell phone data, but also facilitated settlement of the matter based on our frank evaluation of the case and recommendation to the Chief People Office and the company's General Counsel regarding the merits. Prior to our involvement, the case had been pending for 6 months and the company's other outside

counsel had charged the company over $1 million in attorneys' fees with no meaningful developments.

- Our client Zynga was sued by five named plaintiffs in a purported class action seeking relief under California's broad Unfair Competition Law on behalf of a class of hundreds of thousands of gamers stretching back to 2015, related to their use of social casino games. We filed a comprehensive Motion to Compel Arbitration, Stay Proceedings, and Strike Plaintiffs' Class Allegations. The following month, the plaintiffs dismissed their case voluntarily.

- After pre-suit negotiations failed to resolve a long-running wage and hour dispute, UPS was sued in a class action in the Southern District of Florida. We were retained on a Monday, informed the plaintiffs' lawyer that day, and by Thursday the plaintiff's claim was favorably resolved and the class action dismissed.

- We were retained by a manufacturer of personal health care products that received pre-suit notice of an imminent consumer class action alleging its flagship product was falsely branded as "organic." Despite that the allegation had merit, within seven days we were able to dissuade the plaintiff from filing the class action and resolve the matter on a modest individual basis.

- Two large international energy companies had an escalating dispute over a joint project that involved several hundred million dollars. Shortly after one of them retained us, the client shared this report: "Earlier, [the other party] had taken a hard, unreasonable stance with our team. They weren't willing to talk or entertain a resolution. Then their tone changed. They spoke more reasonably to our team and were willing to have the discussion this week. I asked a team member what had changed from [the other party's] prior stance to the more reasonable one. His answer . . . we retained Quinn. Made me smile . . . I wanted to say thanks. Just having you on board has already yielded benefits."

- The University of Southern California faced a slew of individual and class litigation over alleged misconduct by a former university gynecologist. We negotiated a broad class settlement—before ever filing a responsive pleading or providing any formal discovery—that resolved claims by approximately 18,000 women for an average of less than $12,000 per class member. A different firm represented USC in a parallel settlement of 700 claims at an average of $1.2 million per plaintiff. The QE-negotiated deal was thus more favorable by two orders of magnitude per claimant.

- We represented a hedge fund that was threatened with a lawsuit unless the hedge fund made substantial changes to a research report it published. Less than twenty four hours after we were retained, the adversary dropped all threats of litigation and walked away from its complaint.

- We represented a high-ranking female executive who endured years of an "Animal House" work culture, suffering discrimination, harassment, demotion and constructive discharge due to her gender, pregnancy and status as a mother in a plaintiff's side MeToo case. We prepared a complaint that thoroughly detailed the atmosphere at the company, leaving little room for denials by the company and its executives and negotiated a multi-million dollar pre-litigation settlement.

- A publicly traded technology company hired us to analyze and prepare potential offensive claims against one of the company's main rivals. The client believed that achieving a resolution would not be possible without years of litigation across multiple venues. Within a few weeks, we prepared a strategic plan and a persuasive complaint that carried the day while avoiding litigation altogether. The complaint and the firm's reputation convinced the other party to resolve the matter confidentially for a nine-figure payment to our client.

- A technology start-up hired us to represent it in a multi-million dollar payment dispute with a Fortune 100 customer that had been pending for a year. After a single letter and two phone calls--and without the need for litigation--the other side agreed to pay our client what it was owed. The adversary's in-house attorney told us that he used our reputation as "the firm general counsels fear the most" to convince his internal team to settle rather than litigate.

- We were the third firm hired to represent our client in a commercial dispute between two large public companies. Before our retention, the opposing party was not taking the claims seriously and had made *de minimis* settlement offers. We retained an expert to bolster our damages claim, developed additional theories of liability and notified the opposing party of our intent to file suit. The case promptly settled for ten times the amount that had been offered to prior counsel.

- We represented the creators of the Netflix hit TV series *Stranger Things* in a suit claiming that they stole the ideas for the show from a man who had told them his ideas for a "substantially similar" program years earlier. Three weeks before trial, the Court denied the creators' motion for summary judgment. Plaintiff's counsel told the media: "We look forward to proving [the] case at trial." Shortly thereafter, the creators hired us. A few days later, we deposed the plaintiff's liability expert and forced him to retract his prior opinions and agree that our clients had independently created *Stranger Things*. Plaintiff thereafter dismissed his case and issued a statement acknowledging that he had nothing to do with the program.

- We represented a large financial institution in a dispute concerning a $1.5 billion ISDA derivatives agreement. The other side was threatening to formally notice a breach, which could have triggered a default and cross default under a related $625 million ISDA agreement. A default would also have blocked our client from accessing the capital markets and proceeding with planned transactions. We sought a negotiated resolution, but also prepared TRO and preliminary injunction papers in case the other party took steps to notice a breach. Within five weeks, we convinced the other party that we had strong arguments that no breach had occurred and that a business solution would be best for all parties. The other side ultimately accepted the deal terms they had previously rejected.

- We were retained by the president of a technology company in a corporate governance dispute with the company, which was represented by a major international law firm. Before our retention, the company refused to even consider settling the dispute. Within one day of our engagement, the company agreed to settle the dispute on terms very favorable to the president. The president told us that it was the our appearance that resolved the matter.

- We were retained by an international technology company specializing in digital printing technology in a patent case one month after the complaint was filed. We previously had resounding success (including an award of sanctions) against plaintiff's counsel in prior patent cases. Four days after our first appearance, the plaintiff filed a notice of voluntary dismissal, while continuing to pursue other defendants represented by other firms with respect to the very same intellectual property.

- Xerox's largest individual shareholder hired us to sue Xerox to enjoin its planned reorganization plan as violating preferred shareholder rights. Three weeks after we were retained, and within days after we sought expedited discovery for our impending injunction motion, our client's demands were met.

- We represented a multi-billion dollar corporation engaged in the business of intellectual property renewals that received pre-suit notice from one of its former customers alleging fraud through massive overcharging. Prior to retaining us, the former customer made a near eight figure settlement demand upon our client. We immediately prepared a draft counter-complaint that detailed our adversary's multiple breaches of contract. Within a few weeks, we previewed those counter-claims with our adversary and, in response, our adversary promptly dropped all threats of litigation and agreed to a zero dollar settlement.

- The receivers of Allco Funds Management Ltd retained us in a case involving a 9-figure breach of duty claim. We devised a strategy to force a buyout of our clients' units after the clients threatened to "retain Quinn Emanuel and let them loose." Within days of our being copied on emails and our attorneys appearing unannounced at a meeting, the other side capitulated, paying a premium for our clients' holdings.

- We were retained by a multinational finance and insurance corporation in a large commercial dispute two months prior to trial. Our client had previously been unable to get a settlement offer from the other side. After a jury was selected, the case settled in our client's favor for more than $200 million. Opposing counsel told us that they settled because of Quinn Emanuel.

- One of the world's largest retail book sellers retained us to take over a class action that had been pending for three years. Until that point, our client had lost every motion. We quickly realized that prior counsel had missed an important legal argument and had failed to develop the key factual defense. In short order, we filed and won motions that caused the judge to see the case differently. Within a few months, the other side dismissed with prejudice.

- We were retained by an energy production and retail distribution company to convince the Missouri Public Service Commission to withdraw an order limiting our client's ability to operate in a multi-state electrical grid. The Commission withdrew its order within weeks of our filing a complaint and motion for preliminary injunction.

- A major Silicon Valley company retained us to protect its key product line by filing a patent lawsuit against a major rival. Years of prior negotiations had failed to produce any agreement.

One year after filing suit, and before summary judgment motions, we obtained a nine-figure royalty payment for our client.

- A large Silicon Valley technology company hired us to take over an intellectual property case after its motion to dismiss had failed. We pressed for an early mediation, before our client responded to discovery. The case settled with our client paying nothing.

- PIMCO retained us when a significant firm threatened claims by investors in one of its funds that had lost 80% of its value. Within two months, we resolved all claims on favorable terms without litigation.

- DP World retained us in a dispute relating to the operation, maintenance, and expansion of the Port of Aden. Before arbitration proceedings even began, we obtained a $37 million settlement from the Republic of Yemen.

- A leading mutual fund retained us in litigation against Citibank relating to its sale to our client of notes linked to Enron's credit. Less than six months after we replaced existing counsel, Citibank settled.

- Fidelity and Casualty of NY, a subsidiary of CNA, hired us one week before trial in a $135 million coverage case that had been pending for 17 years. The matter settled one month into trial.

- Infinity World, a subsidiary of Dubai World, retained us in its dispute against MGM MIRAGE over the funding of the $8.5 billion CityCenter project in Las Vegas. A month after we filed a complaint, MGM and CityCenter's lenders capitulated to Dubai World's demands, agreeing, among other things, to fund the full $1.8 billion they had promised under CityCenter's senior credit facility.

- An investor retained us in a $1.5 billion New York real estate development dispute against Hines and Whitehall (Goldman Sachs). We issued a detailed demand letter that made clear we would commence arbitration imminently absent a swift resolution of this dispute. This led to a quick settlement, which enabled the parties to continue working together on economic terms favorable to our client.

- Various CNA insurance companies hired us six months before trial in a contentious insurance bad faith action that had been pending for seven years. We worked closely with CNA's prior counsel to master the enormous factual record, complete discovery, and develop the story that would lead to a trial victory. Three months after we were hired, the case settled for a small fraction of plaintiff's previous demands.

- A technology company hired us to take over for another firm a few months before trial. Prior counsel's settlement attempts had failed, but we immediately made aggressive moves, including filing a successful motion for an expedited appeal, and serving a 30(b)(6) deposition notice on the adversary. The other side settled within five weeks—on terms better than ever previously offered.

- A large, privately held real estate developer, retained us in a land purchase and development dispute with an affiliate of FountainGlen Properties. We developed an aggressive litigation strategy, serving discovery requests within a month, and filing a cross-complaint seeking damages. The case settled on very favorable terms only two months after it was filed and before depositions.

- A patent owner retained us in a patent infringement dispute against an S&P 500 company relating to methods for manufacturing Liquid Crystal Display glass. Before any answer was filed, the S&P 500 company agreed to settle on very advantageous but confidential terms.

- Home Depot retained us to defend a class action contending it had violated the Fair Credit Reporting Act by improperly running background checks on job applicants. Although identical class actions had settled for awards of $1,000 or more per class member, we negotiated a settlement of approximately $11 per class member before filing a responsive pleading.

- Giorgio Armani Corporation retained us in a dispute against real estate developer SL Green over Armani's flagship Madison Avenue retail store. Within months, we won a temporary restraining order, leading to a settlement allowing Armani to remain in the store long term.

- J. Christopher Burch and C. Wonder retained us in a Delaware Chancery Court action against Tory Burch and the directors of Tory Burch LLC asserting breach of fiduciary duty claims in the context of a proposed sale of equity interests in this multi-billion dollar fashion brand. We achieved a highly favorable settlement less than four months after winning a motion for expedited discovery and other proceedings, enabling our client both to consummate a sale of his equity interests and to continue to operate his new fashion brand.

- A consumer products company hired us to defend a purported class action in which several other industry participants had also been sued. Within weeks of our appearance, and before we had moved to dismiss, the plaintiff stipulated to dismiss all claims against our client even while it continued to litigate against our co-defendants.

- A telecommunications company hired us to sue a major national service provider after lengthy business-to-business negotiations had failed. Within months of our appearance, the other side requested a CEO-level meeting. A short time later, the matter was settled without filing a complaint, on terms significantly better than those our client had offered in prior negotiations. Other companies who asserted similar claims became embroiled in protracted litigation.

- A global investment bank hired us after their prior counsel lost a significant motion to compel statutory discrimination claims to arbitration, which forced the bank into costly litigation in three forums at once: the Federal District Court, the Ninth Circuit Court of Appeals, and FINRA. We appeared, recast the arguments with expert appellate briefing, and quickly convinced the Court of Appeals that the court below was wrong. As a result, all of the plaintiff's claims were compelled to the FINRA arbitration, thereby substantially reducing the

complexity and value of the plaintiff's case. And we created new California law in the process, making it much more likely that contractual employment arbitration clauses will be interpreted broadly in favor of arbitration.