



## Zarema A. Jaramillo

Partner

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Zarema's practice focuses on complex antitrust matters including government investigations, M&A transactions, and complex litigation, including high-stakes class action defense. Zarema regularly advises clients on enforcement matters before state and federal agencies, and regularly counsels on competition issues, including refusals to deal, distribution and franchising restraints, tying arrangements, group purchasing, price discrimination, exclusive dealing, leveraging, joint ventures, and trade association activities. She also counsels clients contemplating complex transactions that may be affected by antitrust statutes including Hart-Scott-Rodino. In addition, Zarema advises clients on compliance with U.S. and foreign anti-bribery and anti-corruption regulations, U.S. sanctions and export controls, and foreign investment reporting requirements.

She represents clients in many sectors including financial services, technology, energy, and life sciences. She also counsels and defends clients with respect to regulatory compliance with international laws, including the Foreign Corrupt Practices Act, Export Administration Regulations, and Office of Foreign Assets Control economic sanctions. Her work with financial institutions and their executives centers on securities class actions and investigations by the U.S. Securities and Exchange Commission, the U.S. Department of Justice, the Federal Energy Regulatory Commission, and the Treasury Department.

Zarema's clients benefit from her extensive experience in and understanding of the U.S. government. She served as a trade specialist for the U.S. Department of Commerce's International Trade Administration in the Office of China and as the Acting Director of the U.S. Department of Commerce's Corporate Governance Program in the Office of Russia. During her tenure in these roles, she provided guidance to U.S. companies regarding bilateral and unilateral treaties and trade agreements and compliance with international standards. Throughout her career in the Government and the private sector, Zarema has designed and implemented training programs for business people and legal practitioners in the United States, Russia, and Central Asia to address antitrust, anti-bribery, and other corporate governance issues.

Zarema is fluent in Russian and proficient in French.

## EXPERIENCE

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- > Representing parties to M&A transactions in entertainment, high technology, financial, pharmaceutical and other industries.
- > Representing international pharmaceutical manufacturer in multiple regulatory and antitrust investigations and antitrust class actions.
- > Represented various international auto parts manufacturers in multiple Section 1 investigations by the Department of Justice and follow on civil antitrust class actions.
- > Represented less-than-truckload carrier in federal multidistrict price-fixing class action litigation regarding fuel surcharges.
- > Represented international rubber hose manufacturer in price-fixing investigation by the Department of Justice and related class action litigation.
- > Represented international airline in price-fixing investigation by the Department of Justice.
- > Represented international freight forwarder in price-fixing investigation by the Department of Justice.
- > Represented generic pharmaceutical company in an antitrust investigation by the Federal Trade Commission.
- > Representing clients in non-public M&A transactions in high technology, entertainment, and pharmaceutical industries.
- > Representing pharmaceutical manufacturers in FTC "pay for delay" investigations, mergers, and DOJ price-fixing cases.
- > Representing international pharmaceutical company in civil antitrust class actions.
- > Represented multinational gold mining firm in proceedings to secure discovery in the United States for use in international arbitration proceedings. Ruling marked the first time that such discovery was awarded under 28 U.S.C. §1782.

## HONORS & AWARDS

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- > **Super Lawyers (2014-2016)**  
Recognized as a Rising Star in Washington, D.C.

> **Corporate INTL: Corporate INTL: Technology Sector Antitrust Law Firm of the Year in Washington D.C. (2020)**

Recognized for demonstrated excellence in knowledge and service over the past 12 months.

## NEWS & INSIGHTS

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### Publications

> January 19, 2021

**"Agreeing With a Competitor to Fix Employee Wages Will Get You Indicted. Agreeing Not to Solicit Each Other's Employees Might Also.,"** *Antitrust/Competition*

Leiv Blad Jr., Jeffrey Blumenfeld, Zarema A. Jaramillo, Jonathan L. Lewis, Jack Sidorov, Meg Slachetka, Allison M. Vissichelli

> January 11, 2021

**"When Opportunity Knocks, Open the Door! Why Your Competitor's Deal May Be Your Next Opportunity,"** *Antitrust/Competition Client Alert*

Leiv Blad Jr., Jeffrey Blumenfeld, Zarema A. Jaramillo, Jonathan L. Lewis, Jack Sidorov, Meg Slachetka, Allison M. Vissichelli

> December 2, 2020

**"Sometimes Confession Is Good for the Soul, but Only If You're the First to Confess!,"** *Antitrust/Competition Client Alert*

Leiv Blad Jr., Jeffrey Blumenfeld, Zarema A. Jaramillo, Jonathan L. Lewis, Jack Sidorov, Meg Slachetka, Allison M. Vissichelli

> November 23, 2020

**"DOJ Issues New Guidance on Its Use of Arbitration,"** *Antitrust/Competition Client Alert*

Leiv Blad Jr., Jeffrey Blumenfeld, Zarema A. Jaramillo, Jonathan L. Lewis, Jack Sidorov, Meg Slachetka, Allison M. Vissichelli

> November 12, 2020

**"Hey Fintech: With the Antitrust Division Watching, Protect Yourself!,"** *Antitrust/Competition Client Alert*

Leiv Blad Jr., Jeffrey Blumenfeld, Zarema A. Jaramillo, Jonathan L. Lewis, Jack Sidorov, Allison M. Vissichelli

> November 4, 2020

**"Hey Fintech: Watch What You Say, and Be Mindful of What Others Say on Your Behalf,"** *Antitrust/Competition Client Alert*

Leiv Blad Jr., Jeffrey Blumenfeld, Zarema A. Jaramillo, Jonathan L. Lewis, Jack Sidorov, Allison M. Vissichelli

> October 19, 2020

**"Hey Fintech, the Antitrust Division Is Watching You!,"** *Antitrust/Competition Client Alert*

Leiv Blad Jr., Jeffrey Blumenfeld, Zarema A. Jaramillo, Jonathan L. Lewis, Jack Sidorov, Allison M. Vissichelli

> September 25, 2020

**"FTC Proposes New HSR Rules Exempting Certain Under-10% Investments and Aggregating Within Fund Families,"** *Antitrust/Competition Client Alert*

Leiv Blad Jr., Jeffrey Blumenfeld, Zarema A. Jaramillo, Jeffrey M. Shapiro, Jack Sidorov, Allison M. Vissichelli

> May 28, 2020

**"Antitrust Does Not Shelter in Place During a Pandemic, Part 2: Don't Claim the Failing Firm Defense Unless You're Really Failing,"** *Antitrust/Competition Client Alert*

Leiv Blad Jr., Jeffrey Blumenfeld, Zarema A. Jaramillo, Jack Sidorov, Allison M. Vissichelli

> May 15, 2020

**"U.S. Government Issues Updated Sanctions Warning to Maritime Shipping Community; Recommends Best Practices to Mitigate Risk,"** *Global Trade & Policy Client Alert*

Doreen M. Edelman, Zarema A. Jaramillo, Christian C. Contardo

> May 5, 2020

**"Section 301 Tariff Update: USTR Now Accepting List 3 Exclusion Extension Comments,"** *Global Trade & Policy Client Alert*

Doreen M. Edelman, Zarema A. Jaramillo, Andrew Bisbas

> April 7, 2020

**"The Certainty of Antitrust Review in Uncertain Times,"** *Antitrust/Competition Client Alert*

Leiv Blad Jr., Jeffrey Blumenfeld, Zarema A. Jaramillo, Jeffrey M. Shapiro, Jack Sidorov

> March 30, 2020

**"U.S. and European Antitrust Authorities Provide Updated Guidance on Joint Activity During COVID-19,"** *Antitrust/Competition Client Alert*

Leiv Blad Jr., Jeffrey Blumenfeld, Zarema A. Jaramillo, Jack Sidorov

> March 30, 2020

**"Tips For Cos. Confronting Pandemic Impact On Global Trade,"** *Law360*

Doreen M. Edelman, Zarema A. Jaramillo, Christian C. Contardo

> March 27, 2020

**"U.S. Antitrust Agencies Resume Early Terminations,"** *Antitrust/Competition Client Alert*

Leiv Blad Jr., Jeffrey Blumenfeld, Zarema A. Jaramillo, Jeffrey M. Shapiro, Jack Sidorov

> March 24, 2020

**"Antitrust Does Not Shelter in Place During a Pandemic,"** *Antitrust/Competition Client Alert*

Leiv Blad Jr., Jeffrey Blumenfeld, Zarema A. Jaramillo, Jack Sidorov

- > March 24, 2020  
**"U.S. Regulators Focus on Compliance Efforts in Enforcement Decisions Involving International Companies,"** *Global Trade*  
Doreen M. Edelman, Zarema A. Jaramillo
- > March 23, 2020  
**"COVID-19: The Reaction of U.S. Antitrust Agencies,"** *Antitrust/Competition Client Alert*  
Leiv Blad Jr., Jeffrey Blumenfeld, Zarema A. Jaramillo, Jeffrey M. Shapiro, Jack Sidorov
- > February 12, 2020  
**"Key Issues for Boards 2020,"** *Lowenstein Sandler LLP*  
Valeska Pederson Hintz, Kathleen A. McGee, Zarema A. Jaramillo
- > November 7, 2019  
**"INSIGHT: Comprehensive Compliance Programs Key to Mitigating Risk of Potential Violations of Antitrust Laws, OFAC Sanctions, FCPA,"** *Bloomberg Law*  
Doreen M. Edelman, Zarema A. Jaramillo
- > October 15, 2019  
**"Government Expands Focus on Effective Compliance Programs,"** *Lowenstein Sandler LLP*  
Doreen M. Edelman, Zarema A. Jaramillo
- > October 8, 2019  
**"OFAC Introduces Reporting Rule That Applies to All U.S. Companies,"** *Global Banking & Finance Review*  
Doreen M. Edelman, Zarema A. Jaramillo
- > September 18, 2019  
**"Regulators Double Down on Compliance Scrutiny,"** *CFO*  
Doreen M. Edelman, Zarema A. Jaramillo
- > September 12, 2019  
**"USTR Requests Comments on Modifications to Section 301 Tariffs,"** *Global Trade & Policy Client Alert*  
Doreen M. Edelman, Zarema A. Jaramillo, Andrew Bisbas
- > September 4, 2019  
**"Time Is Running Out to File for Section 301 List 3 Exclusion Requests: Timeline and Alternative Options,"** *Global Trade & Policy Client Alert*  
Doreen M. Edelman, Zarema A. Jaramillo, Andrew Bisbas
- > March 16, 2019  
**"What does the FTC's new task force mean to data aggregators?,"** *VentureBeat*  
Zarema A. Jaramillo, Kathleen A. McGee
- > January 2, 2019  
**"Monetary Recoveries in Civil Antitrust Cases,"** *Lexis Practice Advisor*  
Zarema A. Jaramillo

## In the Media

- > September 14; September 16-17, 2020  
Lowenstein's representation of independent private equity firm **NexPhase Capital, LP** in the sale of Insurance Technologies, LLC to private equity firm Thomas H. Lee Partners is noted in **Business Wire**, **Cision PR Newswire**, **citybizlist**, **TheStreet**, **Bloomberg Law**, and the **Global Legal Chronicle**. The Lowenstein deal team included **Christopher C. Henry**, **Michael Walutes**, **Zarema A. Jaramillo**, **Doreen M. Edelman**, **Jack Sidorov**, **Megan Monson**, **Matthew Tippy**, **Amanda C. Lutick**, and **Michael T. Melchiorre**. **View Lowenstein's news announcement about this transaction.**
- > February 25, 2020  
**Law.com** covers an intimate private dinner hosted by **Zarema A. Jaramillo** and **Steven S. Rogers** with Global Leaders in Law, where GCs discussed topics of interest, including data security, ESG, and the upcoming election.
- > December 4-6, 2019  
Lowenstein's representation of **NexPhase Capital, LP** in its agreement to sell Flexible Architecture & Simplified Technology, LLC, to Verisk Analytics, Inc., is noted in **Cision PR Newswire**, **Law360**, **Bloomberg Law – Big Law Business**, **TMCNet.com**, and the **Global Legal Chronicle**. **Law360** specifically mentions **Christopher C. Henry**, **Michael Walutes**, and **Kimber Hargrove**. The Lowenstein deal team included **Christopher C. Henry**, **Zarema A. Jaramillo**, **Marc S. Kurzweil**, **Jack Sidorov**, **Michael Walutes**, **Julie Levinson**, **Werner**, **Bianka V. Barraza**, **Bettina C. Elstroth**, **Katie R. Glynn**, **Kimber Hargrove**, **Amanda C. Lutick**, **Stefanie Manna**, and **Megan Monson**. (*subscription required to access certain content*) **View Lowenstein's news announcement about this transaction.**
- > October 15-20, 2019  
The transition of leadership of Lowenstein Sandler's D.C. office to **Antitrust/Competition** partner **Zarema A. Jaramillo** was covered in **Bloomberg Law – Big Law Business**, **General Counsel News**, **The Hill**, **The Deal**, and **The Washington Post**. Jaramillo is set to take over on January 1, 2020, from **Jeffrey Blumenfeld**, who founded the D.C. office in 2014 and will remain Co-chair of the firm's Antitrust/Competition practice.

- > October 15; November 30; December 18, 2018  
**StreetInsider.com, The Deal, citybizlist, The PE Hub Network (October 15, 2018; December 18, 2018), MarketWatch, Law360, Global Legal Chronicle, and Business Wire** note Lowenstein Sandler as counsel to Cambium Learning Group, Inc. in its \$900 million definitive merger agreement with Veritas Capital. (Lowenstein deal team: **Steven E. Siesser, Elisia M. Klinka, Brooke A. Gillar, Michael J. Mueller, Lauren M. Troeller, Bianka V. Barraza, Lowell A. Citron, Jeffrey Blumenfeld, Jack Sidorov, Jeffrey M. Shapiro, Steven M. Skolnick, Kate Basmagian, Scott Siegel, Lesley P. Adamo, Sophia Mokotoff, Darren Goodman, Megan Monson, Katie R. Glynn, David W. Field, Michael A. Kaplan, Eric Jesse, Nicholas G. Mehler, Steven M. Hecht, Sean Collier, Edward J. Hunter, Zarema A. Jaramillo, Andrew David Behlmann, and Gina M. Seong.**) *(subscription required to access certain content)* **View Lowenstein's news announcement about this transaction.**
- > October 25-November 5, 2018  
**The Washington Post, The American Lawyer, Global Trade Review, Bloomberg Law – Big Law Business, Law360, The National Law Journal, the New Jersey Law Journal, International Trade Today, The Deal, TXF, and citybizlist** highlight the launch of Lowenstein's **Global Trade & Policy** practice in the firm's Washington, D.C. office and the arrival of **Doreen M. Edelman** (practice chair), **Abbey E. Baker, Andrew Bisbas, and Megan C. Bodie**. The Global Trade & Policy practice will provide U.S.-based clients, foreign clients, and foreign-owned U.S. companies with compliance and policy development services. Areas of emphasis will include import tariffs and classifications, OFAC regulations and sanctions, CFIUS review protocols, and export controls. *(subscription required to access certain content)*
- > August 3, 2018  
**The Global Legal Chronicle** notes Lowenstein Sandler's representation of **Safe Banking Systems (SBS)** in its acquisition by **Accuity**. The write-up lists the Lowenstein team: **Raymond P. Thek, Alex D. Leibowitz, Pooja Patel, Mitchell McDonald, and Zarema A. Jaramillo.** **View Lowenstein's news announcement about this transaction.**

## SPEAKING ENGAGEMENTS

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- > Panelist, **Remote Litigation in 2020: Lessons Learned**, American Bar Association, Webinar, December 2, 2020
- > Speaker, **Legal Implications of US-China National Security Policy—How Companies Can Prepare**, Lowenstein Sandler and American University Washington College of Law, Webinar, October 22, 2020
- > Speaker, **What Tech Companies and Investors Need to Know About CFIUS's New Foreign Investment Requirements**, Lowenstein Sandler LLP, May 19, 2020
- > Speaker, **No Longer Business as Usual? What Boards of Directors and General Counsel Need to Know About Running a Business During a Pandemic**, Lowenstein Sandler LLP, Webinar, March 20, 2020
- > Moderator, **No Longer Business As Usual? Key Legal Advisors Discuss And Answer Questions On How To Respond to COVID-19 Related Issues**, Lowenstein Sandler, Webinar, March 20, 2020
- > Moderator, **POSTPONED: A.C.E.S. Compliance Summit**, Momentum, Washington, DC, March 17-18, 2020
- > Speaker, **Women, Influence & Power in Law Conference**, Women, Influence & Power in Law, Washington, D.C., October 16-18, 2019
- > Speaker, **A.C.E.S. Compliance Summit**, Anti-Corruption, Anti-Bribery, Export Controls and Sanctions (A.C.E.S.), Washington, D.C., April 16, 2019
- > Introduction of opening keynote speaker, **Women, Influence & Power in Law: The Original Global Forum Facilitating Women-to-Women Exchange on Leadership and Legal Issues**, Corporate Counsel, Washington, DC, October 4-5, 2018
- > Panelist, **Environmental Law at the Boundaries**, Hispanic National Bar Association Annual Convention, Kansas City, MO, September 7, 2017

## EDUCATION

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- > American University, Washington College of Law (J.D. 2005)
- > Baldwin-Wallace University (B.A. 2000)

## ADMISSIONS

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- > New York
- > District of Columbia