



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. Prior to private practice, Zarema served as an international trade specialist for the U.S. Department of Commerce's International Trade Administration in the Office of China and, later, as the Acting Director of the U.S. Department of Commerce's Corporate Governance Program in the Office of Russia. While at Commerce, she designed and implemented training programs for business professionals and legal practitioners in Russia and Central Asia to address antitrust, anti-bribery, and other corporate compliance issues.

Zarema is fluent in Russian and proficient in French.

EXPERIENCE

- > 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.
- > Represented **mParticle**, the leading customer data infrastructure company, in raising \$150 million in Series E funding to support its continued global go-to-market expansion, as well as significant R&D investment as demand for customer data infrastructure continues to accelerate.

HONORS & AWARDS

> **The Lawyer Network: Technology Sector Antitrust Law Firm of the Year in Washington, D.C. (2021)**

> **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.

> **Super Lawyers (2014-2016)**

Recognized as a Rising Star in Washington, D.C.

NEWS & INSIGHTS

Publications

> July 30, 2021

"United States Competition Litigation," *The Legal 500: Competition Litigation Country Comparative Guide (2021)*

Jonathan L. Lewis, Zarema A. Jaramillo, Jeffrey Blumenfeld, Leiv Blad Jr.

> July 2021

"Status of Reverse Payment Cases against Pharmaceutical Companies," *GCR's The US Courts Annual Review, Edition 2*

Jeffrey Blumenfeld, Leiv Blad Jr., Zarema A. Jaramillo, Jonathan L. Lewis

> June 22, 2021

"Maintaining Privilege for Corporate Executives' Communications With Company Counsel: Lessons Learned From Elizabeth Holmes' Trial," *White Collar Criminal Defense Client Alert*

Zarema A. Jaramillo, Kathleen A. McGee, Ana L. Jara

> June 9, 2021

"FTC's Drop Of Illumina-Grail Merger Case Raises Uncertainty," *Law360*

Zarema A. Jaramillo, Leiv Blad Jr.

> February 25, 2021

"Refunds of Some Section 301 Chinese Duties May Be Available," *Global Trade & Policy Client Alert*

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

> February 8, 2021

"Federal Trade Commission Announces Slightly Lower 2021 HSR Thresholds," *Antitrust/Competition Client Alert*

Jeffrey Blumenfeld, Zarema A. Jaramillo, Jeffrey M. Shapiro, Jack Sidorov

> 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,

> 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,

> 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,

> 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,

> 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,

> 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,

> 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,

> 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,

- > 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,
- > 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*
, 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

> August 27, 2021

Zarema A. Jaramillo talks to **CBS News** about the FTC's antitrust case against Facebook; she notes that defining the relevant market and actual abuse will be the government's primary challenge. Jaramillo says, "If [the FTC is] able to establish ... the relevant market, ... and Facebook does have market power, the question really is, how has Facebook abused that market power?" She adds, "The burden is on Facebook to really dispel ... [the FTC's] ... allegations."

> August 20, 2021

Zarema A. Jaramillo, Managing Partner of the firm's Washington, D.C., office, is quoted in **Bloomberg Law** and **Law360** on the FTC's amended complaint alleging antitrust violations against Facebook. In **Bloomberg**, Jaramillo says, "The FTC did a decent job explaining why some of the other online networks can't compete at the same level as Facebook—and they focused on Snap Chat as the only other viable competitor in what is a narrow market. ... I think if they survive the motion to dismiss, that will give the advertisers more leverage [in their pending lawsuits against Facebook]." In **Law360**, she adds that, although she does not know if the amended complaint will survive dismissal, "[The FTC's] prospects seem much better."

> July 13, 2021

Zarema A. Jaramillo, Managing Partner of Lowenstein's Washington, D.C. office, is featured in **Northern Virginia Technology Council's (NVTC)** member spotlight, where she discusses the firm's growth and how it is serving technology clients in the Washington area. Jaramillo says, "The synergy of our core practices here in D.C. seamlessly complements the firm's wide range of transactional work in technology, private equity, and life sciences, as well as others, and enables us to offer a multidimensional, global perspective to businesses operating around the world." She adds that the D.C. office is rapidly growing "because we are attracting the highest caliber of attorneys who are able to collaborate in a great culture that encourages an entrepreneurial mindset. ... As a woman-led office, we are focusing our efforts on making it a place where all lawyers can grow and succeed and shape their practices in a way that allows them to be all that they can be."

> June 25, 2021

Zarema A. Jaramillo, **Antitrust/Competition** partner and Managing Partner of Lowenstein's Washington, D.C., office, addresses how the lack of an assistant attorney general for antitrust at the Department of Justice (DOJ) is affecting actions taken by the Division. She tells **Law360** that, since career DOJ staffers are the backbone of the agency, "life goes on. And things are getting done." Jaramillo also warns against assuming how just-confirmed FTC Chief Lina Khan may act. "[Antitrust agencies' decisions are] based on an individual case. An individual set of facts. And antitrust is very fact-specific," Jaramillo says.

> June 16, 2021

Zarema A. Jaramillo, **Antitrust/Competition** partner and Managing Partner of Lowenstein's Washington, D.C., office, comments in **Law360** on Lina Khan's confirmation to the Federal Trade Commission and being made the agency chair. Jaramillo says, "One of the positives for the antitrust practitioners (and the business community) is that at least the leadership's approach and decisions will be more predictable."

> April 12, 2021

Zarema A. Jaramillo is featured in a recent **Lowenstein video** that describes the ways in which our Washington, D.C., office serves the technology community in the greater D.C. metro area. The video appears in **Potomac Tech Wire**, a e-newsletter that provides a daily summary of the area's most important technology news.

> February 9, 2021

In **Crunchbase**, **Zarema A. Jaramillo**, Managing Partner of Lowenstein's D.C. office and partner in the firm's **Antitrust/Competition** practice, discusses the possible chilling effect on venture capital investments due to increased regulatory scrutiny under the new administration. Jaramillo observes that "additional scrutiny is being brought on by agencies operating under the general idea that technology companies have too much power." She adds that regulators may be influenced by their prior reluctance to act against large acquisitions by companies such as Facebook and Google. "[T]he government says 'we got it wrong with larger companies, we don't want to get it wrong again. ... They can't predict if there is harm to competition, so they are erring on the side of 'challenge it now' rather than later. We see the new administration taking a stronger approach to these."

> 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

- > Keynote Introducer, **Women, Influence & Power in Law Conference**, Women, Influence & Power in Law, Washington, D.C., October 6-8, 2021
- > Speaker, **ACC NCR In-House Primer - Exploring Key Topics Central to the Role of the General Counsel - National Capital Region Fall Conference**, Association of Corporate Counsel, Webinar, September 28, 2021
- > Guest Speaker, **Member Spotlight**, Northern Virginia Technology Council (NVTC), Q&A Session, July 13, 2021
- > Speaker, **Affordable Urban Housing: A Roundtable on Local, National, and International Issues and Trends**, Lowenstein Sandler, Webinar, June 10, 2021
- > Speaker, **Privacy and Cybersecurity Law: Current and Evolving Regulatory Framework and the Impact of COVID-19**, American University Washington College of Law, Webinar, April 14, 2021
- > Speaker, **Impact of Antitrust Scrutiny and Proposed Regulatory Changes on VCs and Startups**, National Venture Capital Association (NVCA), Webinar, March 24, 2021
- > Moderator, **Women's Leadership Forum**, SIFMA, Webinar, March 18, 2021
- > Moderator, **Biden Administration's Impact on Trade and Antitrust Issue**, Lowenstein Sandler LLP, Webinar, February 4, 2021
- > 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

- > American University, Washington College of Law (J.D. 2005)

> Baldwin-Wallace University (B.A. 2000)

ADMISSIONS

> New York

> District of Columbia