



### Lisa Tenorio-Kutzkey

Partner

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Lisa Tenorio-Kutzkey (LT-K) focuses exclusively on white collar matters in all phases of US federal government prosecution and investigation, with a focus on criminal antitrust defense, FCPA and complex internal investigations.

Lisa is a leader of DLA Piper's Global Cartel practice, a former trial attorney with the US Department of Justice, Antitrust Division and a former Special Assistant US Attorney for the US Attorney's Office for the Northern District of California. Fortune and Global Fortune 100, 200 and 500 companies and their executives routinely turn to Lisa for assistance in price-fixing, bid rigging and market allocation conspiracy matters. For over a decade, she has successfully prosecuted or defended clients in nearly every major criminal cartel investigation by the US Department of Justice, Antitrust Division. Lisa has represented companies and individuals in a variety of sectors, including the automotive, aircraft and ocean transportation, telecommunications, semi-conductors, pharmaceuticals, construction, chemicals, industrial products, real estate and technology, and other electronic components industries.

In addition, Lisa has extensive experience in all facets of the FCPA investigations, defense and compliance. She has directed and conducted cross-border investigations of FCPA and other anti-corruption and related compliance matters. Her practice is global in scope, with experience in Argentina, Belize, Brazil, Canada, Chile, China, Costa Rica, India, Ghana, Honduras, Hong Kong, Korea, Mexico, Philippines, Russia, Thailand and Venezuela.

Lisa also defends clients and conducts internal investigations in a number of other substantive areas, including accounting manipulation, commercial bribery, foreign labor practices, healthcare, insider trading, off-label marketing, securities fraud, tax and other federal and state regulatory matters.

## EXPERIENCE

### RECENT CARTEL REPRESENTATIONS

- Representation of a Japanese manufacturer in a criminal price-fixing investigation by the US Department of Justice, Antitrust Division in the automotive hose industry
- Representation of a US company in coordinating a global defense in a price-fixing investigation by the US Department of Justice, Antitrust Division, the European Commission and Brazil's Administrative Council of Economic Defense

### RELATED SERVICES

- White Collar and Corporate Crime
- Investigations
- Antitrust and Competition

- Representation of a German automotive parts manufacturer in a criminal cartel investigation by the US Department of Justice, Antitrust Division and the European Commission in the auto lights and aftermarket industries
- Representation of a Japanese executive in a criminal Sherman Act investigation by the US Department of Justice, Antitrust Division in the heating, ventilation and air conditioning (HVAC) industry
- Representation of a UK-based technology company in a criminal customer allocation investigation by the US Department of Justice, Antitrust Division, the Canada Competition Bureau and the UK Serious Fraud Office in the affiliate marketing network space
- Representation of a US sales executive in a criminal price-fixing investigation by the US Department of Justice, Antitrust Division of the generic pharmaceuticals industry
- Representation of a Japanese executive in a criminal product allocation investigation by the US Department of Justice, Antitrust Division in the power windows and automotive parts industry
- Representation of a US executive in a criminal bid-rigging investigation by the US Department of Justice, Antitrust Division of the foreclosure auction markets
- Representation of a Japanese manufacturer in a criminal price-fixing investigation by the US Department of Justice, Antitrust Division in the passive electronic components industry
- Representation of Japanese nationals in a criminal cartel investigation by the US Department of Justice, Antitrust Division in the car navigation (I and II) industry
- Representation of a Japanese executive in a criminal price-fixing investigation by the US Department of Justice, Antitrust Division in the automotive bearings and steering industry
- Representation of a Japanese technology company in its internal investigation, civil litigation and related criminal cartel prosecution by the US Department of Justice, Antitrust Division in the TFT-LCD and CRT industries
- Representation of a Japanese executive in a criminal cartel investigation by the US Department of Justice, Antitrust Division in the heating, ventilation, and air conditioning (HVAC) industry
- Representation of a Japanese executive in a criminal price-fixing investigation by the US Department of Justice, Antitrust Division in the wire harness industry
- Representation of a Fortune 500 company in an internal investigation and related criminal price-fixing prosecution by the US Department of Justice, Antitrust Division in the undersea cable industry
- Representation of German and Swiss executives in a cartel investigation by the US Department of Justice, Antitrust Division and international competition authorities in the freight forwarders industry
- Representation of an Asian airline carrier in its global internal investigation, civil litigation and related criminal cartel prosecution by the US Department of Justice, Antitrust Division in the air cargo and passenger services industries
- Representation of an individual in the US Department of Justice, Antitrust Division price-fixing investigation in the SRAM industry
- Representation of a Fortune 100 Silicon Valley technology company in an internal investigation related to the US Department of Justice, Antitrust Division cartel investigation of the ERate Program

## RECENT FCPA REPRESENTATIONS

- Representation of a top US food company in an FCPA assessment of its global operations in Mexico, Venezuela, China, and Thailand and evaluation of FCPA compliance program
- Representation of a US nuclear power company relating to its compliance program for joint ventures and third party agents throughout Africa
- Representation of a Fortune 200 technology company in an FCPA internal investigation in China and Korea and related inquiries by the US Department of Justice, Criminal Division and the US Securities and Exchange Commission (SEC)
- Representation of top technology company in an FCPA internal investigation in Mexico
- Representation of US technology company in an FCPA internal investigation in India
- Representation of a Chinese CEO in an FCPA investigation by the US Department of Justice, Criminal Division and the SEC
- Representation of a US-Hong Kong consortium of investors relating to its FCPA compliance program and use of third party agents

- Representation of a Fortune 500 technology company in an FCPA internal investigation in China and its compliance program
- Representation of a major US utility relating to FCPA compliance program in Mexico
- Representation of a US energy company relating to FCPA risks in acquisitions in Ghana
- Representation of a Mexican airline in connection with its FCPA compliance program
- Representation of a French company relating to FCPA compliance and revision of compliance policies
- Representation of a major US energy company in an FCPA matter in Mexico
- Representation of a US nuclear power company relating to its compliance program for joint ventures
- Representation of a US company relating to FCPA risks in acquisition in Brazil and related due diligence
- Representation of a Chinese technology company relating to FCPA risks in mergers and acquisitions

## RECENT WHITE COLLAR REPRESENTATIONS

- Representation of a major California utility in a state and federal criminal investigation relating to a natural gas explosion
- Representation of a Fortune 100 pharmacy company in its internal investigation of nationwide pharmacy prescription practices
- Representation of a California medical device company in its internal investigation of alleged off-label marketing and grand jury investigation by the US Attorney's Office and the FDA
- Representation of a skin care company in an antitrust investigation by the California Attorney General's Office into the use of Resale Price Maintenance agreements
- Representation of a Fortune 100 Silicon Valley technology company on an on-going basis in connection with subpoenas issued and investigations conducted by various law enforcement agencies
- Representation of a Fortune 100 retail company in its internal investigation of its foreign labor practices and related class action litigation
- Representation of a Fortune 200 Silicon Valley technology company in its internal investigation of alleged stock option practices in connection with SEC and US Attorney's Office inquiries
- Representation of a Fortune 200 company in an internal investigation of allegations related to corporate tax payments in connection with investigations by the IRS and the US Attorney's Office
- Representation of a leading marketer of apparel and soft goods in an audit committee investigation of allegations of bribery and kickbacks
- Representation of a major financial services institution in connection with NASD inquiries of alleged shelf space and directed brokerage programs
- Representation of a Texas technology company in its internal investigation of alleged improper revenue recognition practices related to an SEC inquiry

## CREDENTIALS

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### Admissions

- California

### Prior Experience

- Former Trial Attorney, United States Department of Justice, Antitrust Division
- Former Special Assistant United States Attorney, United States Attorney's Office for the Northern District of California

### Recognitions

Chambers & Partners, the respected English legal research publisher, has recognized Lisa in their *Chambers USA* guide for her antitrust work. In 2015, Lisa "receive[d] significant praise for her experience in cartel and white-collar defense work, particularly in government investigations." Interviewed sources stated that "she's always got new and novel ways of solving problems," and that she is "quite brilliant."

In 2016, *Chambers USA* interviewees noted that she was a "terrific lawyer" who "knows how to navigate clients in cartel cases." Lisa is also recognized for her handling of criminal antitrust cases, handling such matters as part of a broader white collar criminal defense practice.

In 2017, a *Chambers USA* interviewee said Lisa is an "incredibly bright and practical" lawyer who "knows how to get to the real issue."

The *Legal 500* United States has repeatedly recognized Lisa for having "been involved in a large number of high-profile cartel matters." She is an "antitrust expert" who "has 'incredible energy' and 'a keen ability to coordinate investigations involving regulatory authorities around the world.'" For the first time, *Legal 500* United States recently ranked DLA Piper's US cartel practice, noting "DLA Piper LLP (US) invested considerably in its cartel practice last year, hiring the recommended Lisa Tenorio-Kutzkey, who joined the firm's San Francisco office following her departure from Orrick, Herrington & Sutcliffe LLP."

Lisa also has been recognized as the Top 100, Women in Investigations, *Global Investigations Review*, a Top Women in Northern California, *San Francisco Magazine*, and a Super Lawyer, *Northern California Super Lawyers*.

## Education

- J.D., School of Law, University of California at Berkeley
- B.A., Economics, Stanford University

## INSIGHTS

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### Publications

#### **Super-apps complicate corporate compliance, pose heightened risks under FCPA Corporate Enforcement Policy**

10 JUL 2018

Super-apps allow seamless interaction between colleagues, customers, suppliers and other business parties. In some jurisdictions, local employees communicate exclusively via such apps – but this conduct presents grave legal, compliance and risk-management challenges.

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- Author, "US Sentencing Guidelines," chapter in *Corporate Criminal Defense: Compliance, Investigation, and Trial Strategies*, Aspen Publishers
  - Co-Author, "Anti-Corruption: A British, American and Japanese Perspective," *Japanese Competition Journal*
  - Co-editor, *Cartel & Criminal Practice Committee Newsletter*, ABA Antitrust Section

### Events

- Panelist, "Antitrust For All Ages," 32nd Annual National Institute on White Collar Crime, San Diego, California, March 2017
- Panelist, "The Antitrust/IP Interface: A Moving Frontier," 4th Annual DLA Piper Global Intellectual Property Symposium, Tokyo, Japan, October 2017
- Panelist, "Global Cartel Enforcement: Risks for Asian Companies," 4th Annual International Arbitration, Compliance & Competition Law Summit, Tokyo, Japan, September 2017
- Panelist, "The DOJ's Cartel Enforcement Actions: What You Need to Know in 2017," Webcast, June 2017
- Panelist, "Conducting Global Antitrust Internal Audits in an Era of Heightened Enforcement," Webcast, May 2017
- Panelist, "Where Cartels Meet Corruption: Mitigating Compliance Costs of Global Regulation," GCR Live 2nd Annual Cartels

Conference, Washington, DC, March 2017

- Panelist, "Antitrust Enforcement," 31st Annual National Institute on White Collar Crime, Miami, Florida, March 2017
- Panelist, "Navigating Global Antitrust Cartel Investigations," Japan Legal Technology Conference, Tokyo, Japan, October 2016
- Panelist, "US Criminal Cartel Enforcement & Trials From Both Sides of the Table," Webinar to the Australian Competition and Consumer Commission, August 2016
- Panelist, "Eleventh International Cartel Workshop," Tokyo, Japan, February 2016
- Panelist, "Global Trends in Corporate Regulatory Investigations in 2015 and Beyond LIVE," Webcast, June 2015
- Panelist, Annual Transnational Crime Conference, Berlin, Germany, May 2015