

## MVP: White & Case's Farhad Jalinous

By **Matt Perez**

*Law360 (September 9, 2022, 2:02 PM EDT)* -- Farhad Jalinous of White & Case LLP led multiple foreign direct investment reviews of billion-dollar international deals, such as automotive equipment supplier Faurecia SE's \$8 billion acquisition of German automotive supplier Hella KGaA Hueck & Co., as well as transactions by Brazilian telecommunications provider Oi SA worth \$3.7 billion in total, earning him a spot as one of Law360's 2022 International Trade MVPs.

### ***HIS BIGGEST CHALLENGE THIS PAST YEAR:***

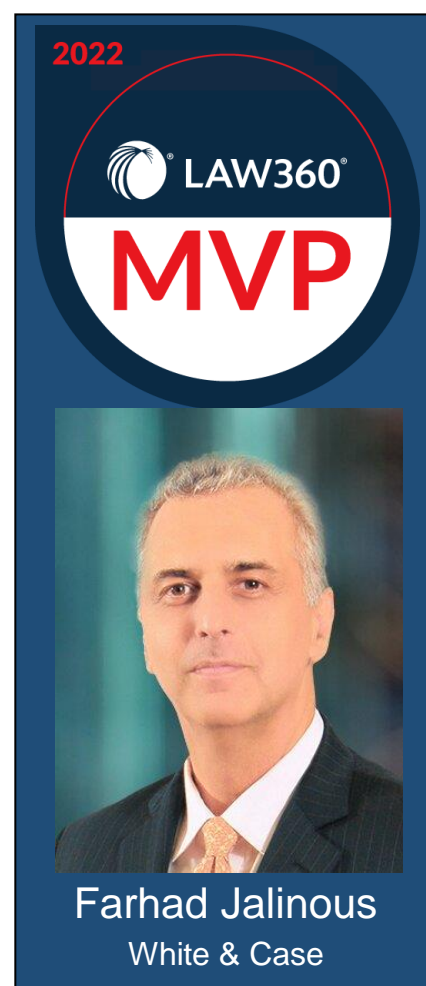
Jalinous, who is White & Case's global head of foreign director investment reviews and its Committee on Foreign Investment in the United States practice, regards his greatest challenge as simply staying on top of challenges. Until a few years ago, the firm was simply engaged in the domestic side of transactions, but now organizing happens internationally.

"Oftentimes these target companies have presences in different countries where you have to do an assessment of whether the FDI review requirements have been triggered and what are the substantive risks, and that's been incredibly interesting and challenging at the same time," Jalinous said. "It gets your mind and organizational skills to a different level, and it's just been really fun for me to be able to do that."

One notable deal he worked on in the past year involved Oi. Leading both the CFIUS and Team Telecom counsel on behalf of Oi, Jalinous oversaw the transfer of control of the U.S.-based GlobeNet Cabos Submarinos America Inc. to Brasil Telecom Comunicacao Multimídia SA, in a deal valued at \$3.7 billion.

"From a regulatory perspective, it was a very interesting deal, because it was not only CFIUS but it was also Team Telecom, so it was just making sure that both would be progressing in tandem, and I thought that was very interesting to me," he said of the deal.

Handling multiple jurisdictions similarly came up for one of his largest deals this year: advising auto equipment supplier Faurecia SE in its \$8 billion acquisition of manufacturer Hella KGaA.



#### ***HIS BIGGEST ACCOMPLISHMENT OF THE PAST YEAR:***

One of Jalinous' proudest moments happened outside any one deal he worked on this year. In May, he was invited by the Organization for Economic Cooperation and Development to speak to a government audience on how FDI screening mechanisms are developing in different countries.

"I thought that was really an enjoyable discussion," Jalinous said. "We had a great moderator as well from Georgetown University. It was an hour and a half, it was really an enjoyable experience for me and it was one that I was really happy that they gave me the honor ... to be the speaker."

Of his deals, Jalinous says all were successes and none stood out from the others.

"The absolute pleasure of being in this practice is that you get such diversity of transactions, in terms of the foreign investors that are involved, the kind of targets that are involved, the way that they touch national security ... it's exhilarating," he said.

#### ***WHY HE PICKED INTERNATIONAL TRADE:***

Jalinous admits that, due to law school training, most aspiring attorneys leave college assuming they want to become litigators. But he notes that as you gain experience in different areas of law, sectors will begin speaking to your temperament and interests, as international trade did for him.

"To me, this kind of a cross-border regulatory review process where you are dealing with foreign investors from all sorts of different places around the world with target companies that are involved in all sorts of industries ... it was just so interesting and it really spoke to me," Jalinous said. "I really found the practice area that, to me, it's more than just a career; it's really something I love doing, and I really get a big pleasure out of it."

#### ***HIS ADVICE TO YOUNG ATTORNEYS:***

Jalinous' advice for young attorneys is simple: Find a practice area you're passionate about, because being an attorney necessitates serious commitment at all times.

"It's important for young attorneys starting out to find what practice area they are passionate about, because the fact of the matter is that in the private sector, when you are working for law firms, you're going to be spending a considerable amount of your time working on your deals and matters," he said. "And so it's really important for you to be able to find what is it that will keep your mind intellectually and every respect interested and motivated to keep going."

"In our profession, what you're doing at work is what you're doing most of the time when you're not sleeping," Jalinous added. "You really ought to love it, otherwise it could be difficult to keep going."

— As told to Matt Perez.

*Law360's MVPs of the Year are attorneys who have distinguished themselves from their peers over the past year through high-stakes litigation, record-breaking deals, and complex global matters. A team of Law360 editors selected the 2022 MVP winners after reviewing more than 900 submissions.*