



## Martin Lutz

*Partner*

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## PRACTICE AREAS

*International Trade and Transactions*

*Corporate & Business Transactions*

*Technology*

## INDUSTRIES

*Financial Services*

*Technology*

Martin advises an extensive range of US and foreign clients on a variety of international legal matters. Numerous companies on the Fortune Global 500 list have sought his counsel as well as foreign governments, universities, private equity funds, international charities, technology companies and manufacturers of all sizes.

In addition, he also advises US and foreign high-net-worth individuals as well as family-owned companies with business operations, assets and heirs moving across borders.

Martin practiced international law for 17 years with AmLaw 100 firms in Washington D.C. prior to moving his international practice to Austin in 2006.

## Representative Experience

### Corporate & Business Transactions

- International Sales & Investments
- Joint Ventures
- International Distribution Agreements
- Infrastructure Investments
- Establishment and Transfer of Foreign Subsidiaries and Offshore Vehicles
- Cross-Border Franchises
- Multinational Licensing
- Application of Bilateral and Multilateral Investment Treaties
- Risk-mitigation Techniques
- Contracts with Foreign State-Owned Companies
- Regulation of Trade & Cross-Border Transactions

### Securities

- Anti-Bribery/FCPA Counseling
- Export and sanctions compliance
- Supply-chain integrity

- Formulation and implementation of international compliance programs and corporate social responsibility initiatives
- In-bound investments for foreign family offices and family-owned businesses
- Structuring of family-owned companies and holdings across multiple jurisdictions
- Investment disputes
- Sovereign immunity
- State-to-State obligations and enforcement
- Treaty interpretation
- Cross-border litigation strategy

## **Publications & Presentations**

- McGinnis Lochridge International Trade and Transactions Newsletter, July 2020 Issue (July 30, 2020)
- McGinnis Lochridge International Trade and Transactions Newsletter, May 2020 Issue (May 7, 2020)
- Impacts on US Trade Policy Arising from the Virus Outbreak (March 23, 2020)
- McGinnis Lochridge International Trade and Transactions Newsletter, February 2020 Issue (February 25, 2020)
- McGinnis Lochridge International Trade & Transactions Newsletter (All Issues)
- McGinnis Lochridge International Trade and Transactions Newsletter, December 2019 Issue (December 18, 2019)
- AMERELLER and McGinnis Lochridge International Law Lunch & Learn in Houston (October 24, 2019)
- McGinnis Lochridge International Trade and Transactions Newsletter, October 2019 Issue (October 17, 2019)
- McGinnis Lochridge International Trade & Transactions Newsletter (August 15, 2019)
- Oil & Gas Newsletter: Producer's Edge, Vol. 1, Issue 2 (August 1, 2019)
- McGinnis Lochridge Expands International Trade and Transactions Practice Group With Addition of Jamie Joiner and Lindsey Roskopf (February 6, 2019)

## **Professional Associations & Community Involvement**

- State Bar of Texas: International Law Section (Past Secretary, Treasurer, and Council Member)
- Austin Bar Association: International Law Section (Chair, 2006-2013)
- Advisory Committee on Specialization in International Law in Texas (Chair)
- Austin Bar Association (Director, 2006-2013)
- ABA International Private Client Services Committee (Member)
- International Bar Assn, and International Law Sections of Texas and Austin Bar Assns (Member)
- Texas International Law Journal (Editor-in-Chief, 1988-1989)
- Law School: Dean's Achievement Award, TQ Best Brief Award, Legal Research Board
- Advisory Committee on Specialization in International Law (Chair)
- State Bar of Texas: Governing Council, International Law Section (Member, 2009-2011)
- Austin Bar Association: International Law Section (Chair)

- Austin Bar Association (Member, Board of Directors)

## Professional Recognition

- Austin Monthly's Top Austin Attorneys 2020, International Law
- Guest lecturer, University of Texas, Law and Business Schools, 2011-2016
- Presentation, *Considerations of Legal Ethics When Advising Clients on the Foreign Corrupt Practices Act*, Austin Bar Association, April 2016
- Presentation, *Nuts & Bolts of International Law: Drafting Enforceable International Contracts*, State Bar of Texas, International Law Section, March 2013
- Presentation, *Legal Ethics, Training, and Specialization in International Law*, Dallas Bar Association, April 2012
- Presentation, *Standards of Practice in Advising Clients on International Law*, Fort Worth Bar Association, May 2011
- Presentation, *Ethical Pitfalls in International Practice*, State Bar of Texas International Law Section Annual Institute, February 2011
- Presentation, *The Foreign Corrupt Practices Act: Developments and Compliance Tips*, Fort Worth Bar Association, November 2010
- Presentation, Moderator, *The New UK Bribery Act and Other Developments in UK and EU Law Affecting Trans-Atlantic Investments*, Austin Bar Association, October 2010
- Presentation, *Emerging Issues in International Law*; Dealing with International Kidnapping Risk, State Bar of Texas Annual Meeting, June 2010
- Presentation, *Drafting Key Provisions of International Commercial Contracts*, Fort Worth Bar Association, May 2010
- Presentation, *Comparing Contract Law in Common Law and Civil Law Jurisdictions*, Austin Bar Association, April 2010
- Presentation, *The UN Convention on Contracts for the International Sale of Goods: The International Lawyer's Ethical Obligation to Understand It's Importance and Application*, Austin Bar Association, March 2010
- Presentation, *Ethical Issues and Pitfalls for International Law Practitioners*, The Center for American and International Law, Plano, Texas, June 2009.
- Presentation, *Enforcement of International Contracts*, Tarrant County Bar Association, Fort Worth, Texas, June 2009.
- Moderator, *Emerging Issues in Investments Abroad, Foreign Joint Ventures, and M&A*, State Bar of Texas, International Law Section Annual Institute, March 2009
- Moderator, *Developments in China's Legal Regime for Trade and Investment*, Austin Bar Association, March 2009
- Presentation, *Legal Ethics in International Practice*, Austin Bar Association, December 2008
- Presentation, *The Foreign Corrupt Practices Act: Developments and Compliance Tips*, Austin Bar Association, October 2008
- Presentation, *International Contracting: Overview of Principles and Techniques*, Austin Bar Association, September 2007
- Author, *Using Bilateral Investment Treaties to Mitigate Investment Risk in Africa*, The Africa Journal, October 2006
- Presentation and Author, *The Lawyer's Role in Mitigating CSR Risk*, 2005 Annual Meeting of the

American Society of International Law, published in the 2005 Annual Proceedings of the Society)

- Television interview, *Recent Developments in U.S. Export Control Policy and Regulation*, South Korean state television, April 2005
- Presentation, *Survey of Legal Issues Arising in Connection with Political Instability in Latin America*, 2002 BP Conference of Latin American Counsel
- Author, *2000 Investment Guide to Azerbaijan: The Refining Sector*
- Author, *1999 Investment Guide to Azerbaijan: The Evolving Natural Gas Sector*

## Bar Admissions

- Texas
- Washington D.C.

## Education/Professional Background

- University of Texas School of Law, J.D., 1989 (with Honors)
- University of Notre Dame, B.A., 1984 (with Honors)