

Partner, New York and Palo Alto
Intellectual Property and Technology



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Education

J. D., Yale Law School, 1995
M.S. (Electrical Engineering),
Columbia University, 1992
B.S. (Electrical Engineering), New
Jersey Institute of Technology, 1989
(*magna cum laude*)

Bar Admissions

New York
California
U.S. Patent and Trademark Office

Jose A. Esteves focuses on assisting clients in maximizing the value of their intellectual property and technology assets, including through strategic stand-alone transactions such as collaborations, joint ventures, cloud/outsourcing arrangements and other complex technology transactions; stand-alone and mergers-and-acquisitions-related development, licensing, supply, marketing and support arrangements; and IP monetization and financing transactions. Mr. Esteves also counsels clients on IP, technology and data legal and commercial issues, including with respect to privacy, cybersecurity and emerging issues in big data, artificial intelligence/analytics, internet of things and other key technologies, including in fintech, health care and autonomous vehicles. Mr. Esteves advises a diverse group of clients from the U.S. and abroad, including Europe, Asia and South America. Mr. Esteves also handles intellectual property and technology aspects of traditional mergers and acquisitions, financings, public offerings and commercial transactions. *Intellectual Asset Management* magazine, the leading trade publication focused on IP monetization, includes Mr. Esteves on its list of the *IAM* Strategy 300 — The World's Leading IP Strategists.

Representative transactions and clients during the past few years have included:

IP Monetization and Finance:

- MIPS Technologies, Inc. in its simultaneous patent sale to AST and sale of its operating business to Imagination Technologies Group — ranked as a top matter in the *Financial Times*' 2013 U.S. Innovative Lawyers report;
- Goldman Sachs and Bank of America Merrill Lynch in several securitizations of bundled pharmaceutical patent royalty streams;
- Theravance, Inc. in a \$1 billion royalty interest sale, and in \$450 million and \$250 million royalty securitizations;
- IPXI in connection with certain structuring matters and in connection with a certain ULR patent license exchange offering;
- Amylin Pharmaceuticals, Inc. in structuring an innovative synthetic \$1.2 billion revenue interest with Eli Lilly; and
- various clients in patent monetization transactions, royalty interest purchases and IP-collateralized loans.

Complex Transactions and M&A:

Financial Services and Technology:

- Fortress Investment Group in various transactions, including the acquisition of OneMain Financial from Citigroup and a joint ownership interest in Citigroup's Symphony software platform;
- Moody's in its acquisition of financial data aggregator and analytics software provider Bureau Van Dijk;
- BlackRock in its acquisition of Citibanamex's Mexico asset management unit;
- Polypaths LLC in its various licensing and collaboration arrangements for its fixed income analytics products; and
- Fintrax Group in its acquisition of cross-border payments processor Planet Payment.

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High-Tech:

- Nokia Corporation in its merger with Alcatel Lucent, renegotiation of a technology JV and a strategic product-line acquisition;
- BlackBerry Limited in its 2013 strategic review and in certain strategic IP transactions;
- PMC-Sierra in connection with a strategic product-line acquisition and associated development and supply agreements, and in the sale of its business;
- IMAX Corporation in strategic technology transactions, including a virtual reality joint venture with Google, technology licensing, and collaborative development and supply arrangements for next-generation movie projectors, and its global reorganization; and
- a strategic buyer in the acquisition of an automobile manufacturer, with a simultaneous automotive joint venture with a third party, and supply, technology licensing, IT services, product distribution and transitional services arrangements.

Pharma/Biotechnology:

- Pfizer, Inc. in the Pfizer-Allergan merger, a strategic digital health collaboration, certain other strategic transactions and in multiple drug development collaborations;
- Regeneron Pharmaceuticals, Inc. in several drug collaborations with large pharma companies;
- Praecis Pharmaceuticals in several drug collaborations with large pharma companies; and
- Shionogi & Co., Ltd. in a part-entity, part-contractual global joint venture with SmithKline Beecham Corporation to develop, manufacture and commercialize HIV drugs.

Cloud/Outsourcing/SaaS:

- PT Emtek in negotiating its Google Cloud arrangement for PT Emtek's messaging and e-commerce platform in Asia;
- PHH Corporation in various mortgage origination and servicing outsourcing agreements; and
- Kingfisher Airways in a master licensing and hosting contract with Sabre Airline Solutions for a suite of core airline software.

Energy:

- ExxonMobil in the structuring of a technology R&D and licensing joint venture with Rosneft;

- Vitol in the acquisition of Royalty Dutch Shell's downstream oil business in Australia, including trademark, supply and product marketing and distribution agreements;
- Westport Innovations in the renegotiation of its natural gas engines JV and supply agreements with Cummins; and
- Organic Fuels in a JV with the University of Texas and the licensing of technology related to renewable fuel from algae.

Media/Content/Consumer Products:

- Yankees Entertainment Sports Network (YES Network) in its licensing of media rights to New York Yankees baseball games;
- cross-marketing, distribution and services agreements among Avis/Budget, Wyndham International, Century21 and Travelport in connection with the separation of Cendant Corporation;
- Acorn Holdings in a coffee products JV between its D.E. Master Blenders business and Mondelez International, including ancillary technology and brand licensing and supply arrangements; and
- Gama Healthcare Ltd. in a trademark license and exclusive distribution agreement with a major consumer products company.

Mr. Esteves is the founder and chairperson of PLI's annual IP Monetization conference. He routinely presents at seminars and conferences, including on the acquisition and transfer of IP, IP monetization and finance, and complex transactions.

Recent Speaking Engagements

Chairperson, IP Monetization: Maximizing the Value of Your IP Assets, Practising Law Institute, April 2009 - Present

Moderator, Panel on AI, Big Data and Blockchain, IP Dealmakers Forum, 2016-18

Moderator, Panel on Investing in Invention, IP Investment Conference 2014

Engineering Experience

Prior to attending law school, Mr. Esteves was a computer design engineer at IBM for three years.