

**PRACTICE FOCUS**

Julia Rix is a member of Offit Kurman's Business Law and Transactions practice group. Julia's primary focuses are on Cross-Border Mergers and Acquisitions (M&A), Contract Management, Corporate Finance and Governance, Corporate Generalist, Board and Shareholder Management, Cross-Border Transactions, and Risk Management. Clients range from individuals, start-ups, PE, and VC to global multinationals.

Julia advises multi-national corporations on cross-border transactions, specifically mergers and acquisitions, post-merger integration, restructuring, joint ventures, foreign investment, corporate governance, ESG, compliance and risk analysis, and commercial agreements. Before private practice, Julia was in-house counsel for a global conglomerate with thousands of entities, advising on corporate and commercial issues. Fluent in multiple languages, her legal education in Europe and North America uniquely positions her to guide multinational clients to navigate both civil and common law.

**REPRESENTATIVE MATTERS**

- Represented US connectivity and entertainment company for mobility markets in connection with a global internal reorganization and general global corporate governance issues.
- Represented US based digital healthcare solution platform developer in the acquisition of a French and UK company.
- Represented US based global designer, manufacturer, retailer and distributor of recreational electric vehicles, lifestyle products and accessories with their internal reorganization and subsequent purchase of a Spanish and multiple US businesses.
- Represented a US based bio-technology solutions provider with a global reorganization and structuring and negotiating a joint venture with an Indian multinational corporation.
- Represented US based advertising services provider in expanding their company footprint to Europe.
- Represented US based technology services for attractions parks company in the acquisition of a UK target.
- Represented US gaming start-up in US market entry and expansion.
- Represented US commercial carpet manufacturer on US implications of Dutch divestiture and post-divestiture restructuring.
- Represented various US start-ups with incorporation and operational processes to build out global operations afterwards.
- Advised Central American financial institution on US credit agreements and corresponding legal implications.
- Represented and advised a multinational metal and steel manufacturer on a global reorganization project.
- Advised on and represented various small and medium-sized business in connection with Payment Protection Program loans and Main Street Lending Programs as provided for in the Coronavirus Aid, Relief, and Economic Security Act.
- Advised a multinational insurer in connection with Payment Protection Program Insurance.
- Represented professional development company in the sale of business to PE investor.
- Represented Colombian food manufacturer in joint venture with large coffee distributor in the US.
- Advised and conducted due diligence review and investigation following a multinational company's data breach.
- Represented a foreign supermarket chain entering the US market from Europe by drafting, advising and implementing all agreements related to the global and US supply chain, vendor/purchasing, sales and transportation agreements.
- Drafted and advised on and implementing/negotiating of retail and distribution agreements on a regional scale in Latin America for a sports clothing manufacturer.
- Drafted and advised on and implemented/negotiated distribution and service agreements on a regional scale in Latin America for a US motorcycle manufacturer.
- Established and implemented corporate governance controls and program, as well as providing ongoing corporate support for the largest chemical company in Latin America.

**JULIA ISABEL RIX**

Principal, Bethesda

**PRACTICE AREAS**

- Business Law and Transactions

**PROFESSIONAL AFFILIATIONS**

- Global Leaders in Law, Advisory Board Member CHIEF, Founding Member

- Advised and drafted sales, purchase and lease agreements for an OEM for aircraft passenger cabin interior products for the commercial and business jet aircraft markets.
- Established and implemented corporate governance processes and post-merger integration for a US multinational in the healthcare industry in Latin America.
- Acted as senior counsel for a corporate finance legal department supporting General Counsel for multinational car manufacturer based in the US with general corporate matters, financial transactions and commercial agreements.
- Acted as regional counsel for a US multinational in the healthcare industry for the Latin America region providing advice on commercial matters, i.e. negotiated complex commercial contracts, supply and purchase agreements, leases, loan and credit agreements, labor and employment negotiation support, distribution agreement advice, creating of regional agreement templates to support the business in more common transactions.
- Advised on and negotiated termination of long-standing dealer agreements for an Italian eye-wear company.
- Supported and ensured implementation of regional Latin America re-branding project for a US based multinational healthcare company.
- Advised an American multinational corporation in the automotive industry on corporate finance matters, i.e. credit, lease, guarantee, loan, dividend agreements, assist and advised on internal restructuring projects and mergers.
- Analyzed and provided advice on Latin American Data Privacy Laws for an American multinational medical devices, pharmaceutical and consumer packaged goods company.
- Provided advice, supported and implemented global IP strategy, trademark and patent enforcement for a Fortune 500 company following expansive due diligence of the entire IP portfolio.
- Coordinated, supported and advised on international corporate reorganizations, mergers and acquisitions for a US multinational manufacturing company.
- Advised on the Latin American legislative and regulatory framework to facilitate expansion and simplification of a US multinational health care company.
- Provided advice on standard purchasing terms, technical services agreements, non-disclosure agreements and private purchase agreements for a major airline.

#### **EDUCATION**

- Georgetown University, International Business and Economics Law, LL.M.
- Nova Southeastern University, Corporate Governance, International, and Comparative Law, J.D.
- Florida Atlantic University, Political Science, B.A.

#### **ADMISSIONS**

- New York
- District of Columbia