



New York Law Journal

OCTOBER 2022

DEALMAKER OF THE YEAR: GEORGE F. SCHOEN

CRAVATH, SWAINE & MOORE

Q&A **What were some of your most satisfying successes of the past year, and why?**

It's always exciting when a deal is identified as the first-of-its-kind, as in the GW Pharmaceuticals acquisition by Jazz Pharmaceuticals, which was the largest cannabis industry deal to date. Similarly, the Johnson & Johnson separation is definitely a highlight of the past year. Being able to guide them through this transformative time is a huge tribute to the Firm's lasting relationship and our ability to give commercial advice.

Just as important as these innovative deals is continuing to work with a client I've advised on approximately 100 transactions, and I consider my sustained relationship with IBM to be an ongoing success.

What qualities make a great dealmaker? Especially when it comes to complex matters, a great dealmaker must be able to collaborate to find new and bespoke solutions, approaching every matter with a fresh perspective. In order to forge and maintain lasting relationships, dealmakers must also be able to anticipate issues in order to provide practical, commercial, and actionable advice that speaks to a client's long-term goals and the landscape of a given industry.

What recent market factors have been the most challenging in your practice area? Domestically and globally, we're seeing calls for aggressive antitrust enforcement affect clients' decisions about acquiring and selling. We are attuned to these changes and focused on continuing to strengthen our antitrust offering, reflected by lateral hires like Dan Zach,

who joined the partnership last year after 15 years at the FTC. Our M&A team is able to work hand in glove with the firm's regulatory experts to precisely analyze, anticipate and respond to new regulations and administrations. Clients can confidently expect to benefit from the full range of resources we can provide, and we have exceptional strength in our regulatory department as well as M&A.



George F. Schoen. Courtesy photo

A prospective client calls and asks why you or your team should be retained. What is your response? Cravath's hallmark is our ability to deliver a unique depth and breadth of legal expertise by bringing together all of the firm's world-class disciplines in a fully integrated approach. At the same time, you can expect a "small firm" experience with a tight, efficient partner-led team. We are committed to advocating for our clients' objectives in highly commercial and pragmatic ways to help identify and implement workable business solutions.

We focus on developing long-lasting relationships with our clients; we have advised on transactions ranging from small or middle-market acquisitions and divestitures to large and precedent-setting business combinations. The combination of our unparalleled legal expertise, professionalism and commercial and collaborative approach distinguishes Cravath as a leading firm for M&A.