



VARIETY

LATHAM & WATKINS LLP

Dealmakers Impact Report 2019

By Robert Marich



Century City

Joseph Calabrese, Global Chair — Entertainment, Sports & Media Practice

Nancy Bruington, Ken Deutsch, Robert Haymer, Rick Offsay, Jonathan West;
Partners, Latham & Watkins

Their clients include distributor A24 for financings and Apple film licensing; Hollywood Foreign Press Assn. including its eight-year Golden Globes TV deal; Skydance Media for a China financing and other transactions; and Warner Bros. Entertainment for various transactions. For TV, clients include Byron Allen's Entertainment Studios acquiring TV stations; and Sinclair Broadcast Media for sports-channel transactions. The six attorneys are based in Century City. Calabrese works entertainment, sports and media. Haymer advises on M&A and joint ventures. Deutsch reps independent producers and their strategic partnerships. Bruington works financing including credit facilities. Offsay handles distribution, output and licensing agreements. West advises creative talent and their companies in IP transactions. With direct-to-consumer streaming exploding, Calabrese says "the next 12 months will be the most transformative and interesting period for media since the invention of TV." As content booms, Haymer notes that talent angles for creative freedom and other perks. "There are enormous financial and creative opportunities for content makers and owners," he says.



New York, London, Shanghai

Justin Hamill and Lisbeth Savill, Partners and Lex Kuo; Counsel

The trio's clients include Endeavor, which sold an advertising-agency unit; Raine Group in its private equity investments; Silver Lake in sale of Cast & Crew Entertainment; and Tencent Holdings in sports rights and IP transactions. Other clients are CBS, Blumhouse Prods., Cohen Media, movie producer Eon Prods., Facebook, Miramax, MGM, Raine Group, Skydance Media and TikTok/ByteDance. Hamill works in New York with focus on M&A; Savill is based in London handling entertainment-sports-media, and Kuo works entertainment-sports-media from Shanghai. Savill says private equity investors are developing deep savvy in entertainment-sports-media economics, as their portfolios grow in the sector. "We find them actively looking for opportunities outside the United States," she says. Looking at consumer behavior, Hamill sees young adults are willing to splurge for personal experiences in sports, music events and esports, which will drive "across strategic and financial investors" in their dealmaking.