

*Partner*

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**Practice Areas**

Corporate & Securities  
Corporate Compliance & White  
Collar Defense  
Health Care  
International  
Project Development & Finance  
Venture Capital & Emerging  
Companies

**Bar Admissions**

District of Columbia, 1979  
Florida, 1981  
Virginia, 1977

**Education**

Georgetown University Law  
Center, LL.M. International and  
Comparative Law, 1980  
American University Washington  
College of Law, J.D., 1977  
University of Houston Law School,  
(legal studies in Mexico)  
Johns Hopkins School of  
Advanced International Studies,  
Washington, D.C., (graduate  
studies in international business)  
Union College, New York, B.A.,  
1973, *magna cum laude*, Phi Beta  
Kappa



Thomas F. Morante

Tom Morante is the office head of the firm's Washington, D.C., and Miami offices. He serves as co-chair of the firm's Insurance, Banking & Financial Services Industry Group as well as its International Practice. He focuses his practice on international trade and finance, insurance, corporate, securities, and health care law. In more than 25 years of practice, he has handled a broad range of financial and regulatory compliance matters domestically as well as in Latin America, Europe, and Asia. He is fluent in Spanish.

He has advised insurance clients on insurance company formation and compliance both in the U.S. and abroad, and foreign regulatory issues with respect to variable life and annuity products (including in connection with sale of offshore insurance products), health insurance policies, foreign laws governing authorization, licensing, marketing practices, agents and brokers, and bancassurance, and the drafting and interpretation of insurance policies.

Mr. Morante has counseled clients on securities offerings, structuring offshore funds, alternative investment products and sovereign wealth funds, mergers and acquisitions, international project finance, international real estate development, venture capital, licensing/distribution, international dispute resolution, corporate governance/compliance, and money laundering.

He has represented numerous health care companies in both domestic and foreign transactional and regulatory matters. He has also advised foreign governments in connection with insurance and pension reform legislation.

Mr. Morante has advised international clients on the General Agreement on Trade in Services (GATS) of the WTO Agreement, the Foreign Corrupt Practices Act, the Foreign Assets Control Regulations administered by OFAC, the USA Patriot Act, the Committee on Foreign Investment in the United States (CFIUS), the Homeland Security Act, the Export Administration Regulations

administered by the Bureau of Industry and Security of the U.S. Department of Commerce, U.S. bilateral investment treaties with foreign governments, NAFTA, and CAFTA. He was a participant in the “Summit of the Americas” in Miami (1995), which established the framework for the proposed Free Trade Area of the Americas (FTAA), and was a delegate at the Miami 2003 FTAA–VIII Americas Business Forum “Service Workshop,” at the FTAA Miami Ministerial, November 2003.

He is on the Roster of U.S. Panelists selected by the NAFTA Secretariat, with respect to the NAFTA Chapter 19 Dispute Settlement Panels (anti-dumping, countervailing duty, and injury final determinations). He serves as Co-Chair of the Latin American Law Subcommittee of the Business Law Section of the American Bar Association, and is active in both the International Bar Association (IBA) Financial Services Section (Insurance Committee) and the Inter-American Bar Association (IABA) Committee I, Public and Private International Law.

Mr. Morante is a member of the Dean’s Advisory Council of the American University Washington College of Law. He is the South Florida regional coordinator for The Export Legal Assistance Network (ELAN), a cooperative program among the U.S. Department of Commerce, the Federal Bar Association, and the U.S. Small Business Administration. Mr. Morante is also on the Board of Advisors of Inter-American Dialogue's Latin American - Financial Services Advisor biweekly publication.

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### Noteworthy

- Listed in *The Best Lawyers in America*® 2005 (Copyright 2004 Woodward/White, Inc., Aiken, SC) in the area of International Trade and Finance Law
- Listed in the 2008 edition of *Florida Super Lawyers* in the areas of International, Securities & Corporate Finance and Health Care (listed annually since 2006)
- **AV® Peer Review Rating in Martindale-Hubbell.** *CV, BV and AV are registered certification marks of Reed Elsevier Properties Inc., used in accordance with the Martindale-Hubbell certification procedures, standards and policies. Martindale-Hubbell is the facilitator of a peer review rating process. Ratings reflect the confidential opinions of members*

*of the Bar and the Judiciary. Martindale-Hubbell Ratings fall into two categories—legal ability and general ethical standards.*

- Named one of the top attorneys in South Florida by *South Florida Legal Guide* (listed annually since 2004)

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## **Presentations**

- Tulane Latin American Law Institute Conference  
December 3–5, 2008
- "Use of Life Settlements in Collateralized Asset Transactions"  
Fifth Annual Life Settlement Conference, November 5, 2008
- Latin America and Caribbean Compliance Seminar  
Hollywood, Florida, October 30, 2008
- "Use of Life Settlements in Collateralized Asset Transactions"  
Fourth Annual Life Settlement Conference, Washington, D.C., November 5, 2007
- "Private Placement Life Insurance, Annuity, and Alternative Investment Products"  
IIR's Alternative Investing through Life Insurance and Annuities 5th Annual Hedge Fund Conference, Miami, Florida, February 26, 2007
- "Partnerships: How to Play as a Team"  
3rd Annual Insurance & Annuity-Based Hedge Fund Investing Forum, The Harvard Club, New York, New York, December 12, 2005
- "Development of Title Insurance Legislation Throughout Latin America"  
Stewart Title Attorney Referral Network Conference, Houston, Texas, December 2004
- "Employee Benefits – Life, Health and Retirement, and D&O and Corporate Governance/Sarbanes Oxley Act"  
ALARYS 2004 "Viva Bermuda" Latin America Risk Management/Insurance Conference, Bermuda, September 2004
- "Buying Real Estate in Mexico"  
American Bar Association's Annual Meeting, Atlanta, Georgia, August 2004
- "Cross-Border M&A Transactions between the U.S. and Europe"  
American Bar Association Section on Business Law, International Business Law Committee, Paris, France, June 1, 2004
- "Having Fun with Private Placement Products – Navigating in Offshore Waters"

IBC USA's 2nd Annual Conference, "Hedge Fund Investing Through Life Insurance," New York, New York, May 2004

- "Free Trade Agreements and Bilateral Investment Treaties in Latin America"  
2003 Conference of the International Bar Association, San Francisco, California, September 16, 2003
- "Financing and Structuring Asian Investment in Latin America"  
Panel Co-Chair, the American Bar Association's Annual Meeting, San Francisco, California, August 8, 2003
- "Compliance Priorities for Insurers in Latin America"  
Panel, FIDES/ACLI Conference – Critical Factors for Success & New Strategies for Insurance Companies in Latin America, Miami, Florida, July 2003
- "Legal Issues and Regulatory Developments in Bermuda and the Americas"  
IBC's Sixth Global Life Insurance Forum, Bermuda, June 26, 2003
- "The USA Patriot Act and the New Regulations – Changes and Implications for the Banking Industry, Broker/Dealers, and Insurance Companies"  
Panel, IABA Annual Conference in New Orleans, Louisiana, June 2003
- "The USA Patriot Act – Implications for Insurance Companies"  
9th Biennial Conference of the Cayman Islands Bankers' Association, March 25, 2003

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### Publications

- "Are Caribbean Offshore Tax Havens Losing Their Appeal?"  
Inter-American Dialogue *Financial Services Advisor*, June 2008
- "Are Latin Banks Benefiting From the US Financial Crisis?"  
Inter-American Dialogue *Financial Services Advisor*, April 2008
- "Will Grupo Elektra's Banco Azteca Make Inroads in Brazil?"  
Inter-American Dialogue *Financial Services Advisor*, August 2007
- "What Accounts for Slower Growth of US Remittances to Mexico?"  
Inter-American Dialogue *Financial Services Advisor*, June 2007
- "CAFTA and Costa Rica: Now or Never?"  
Jones Walker Insurance, Banking & Financial Services E\*Lert, May 9, 2007
- "Insurance Modernization in Costa Rica: The Fruits of CAFTA"

September 28, 2006

- "Global Liberalization of Financial Services Through the Evolution of Trade Agreements"

*The Banking Law Journal*, August 15, 2006

- "CAFTA—Delayed Implementation"

March 1, 2006

- "Global Liberalization of Financial Services through the Evolution of Trade Agreements"

February 15, 2006

- "Financial Services Trade Liberalization in the Global Marketplace"

December 14, 2005

- "Insurance Companies Required to Establish Anti-Money Laundering Programs and File Suspicious Activity Reports"

November 17, 2005

- "Offshore Insurance in Latin America: Competition Amidst Evolving Regulation"

*International Life Insurance*, Chancellor Publications Ltd., 2002

- "Health Care in Brazil: Bring Your Own Aspirin"

*Health Insurance Underwriter Magazine*, 2000

- "Mercosur at the Insurance Integration Crossroads"

*Latin Insurance Magazine*, January 1, 2000

- "Reinsurance in Brazil: The Rough Road to Privatization"

*Journal of Reinsurance*, January 1, 2000

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## Memberships

- American Bar Association (Member, Co-Chairman of the Latin American Law Subcommittee of the Business Law Section)
- American Society of International Law
- The Business Law Section's Federal Regulation of Securities Committee (Liaison to the ABA Committee on Diversity)
- District of Columbia Bar (Member, International Section)
- The Florida Bar (Member, Sections on International Law, Business Law, and Health Law)
- The Inter-American Bar Association
- International Bar Association (Member, Section on Financial Services)

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**Languages**

- Fluent Spanish