



# Paul J. Loh

PARTNER

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## Paul's Biography

A founding member of the firm, Paul Loh is a rarity among lawyers of his generation in that he has spent much of his professional career actually trying cases. Upon graduating from Harvard Law School in 1992, Paul immediately knew he wanted to be a trial lawyer and he set upon a deliberate path to try cases of a multitude of subject matters and sizes. Paul has now tried over 120 jury trials, court trials, and arbitrations.

Paul represents Fortune 500 and other major corporations in high-stakes disputes involving **complex commercial litigation**, **product liability** and major torts, **white collar defense and government investigations**, and **class actions**. Because of his substantial trial experience, major companies turn to Paul to prosecute or defend some of the most challenging cases on their dockets, and they have engaged him just months or weeks before trial to take over as lead trial counsel.

Paul approaches legal problems with the keen and realistic eye of a seasoned trial lawyer: from the inception of each case, he prepares fully as if it will go to trial. First, he probes and breaks down the key facts to formulate a core narrative and trial theme for conveying his client's position. He then conducts focused discovery and initiates strategic legal motions to build on the narrative methodically, ultimately solidifying it into a compelling, authentic story. Concurrently, if he determines that a case should settle short of trial because the facts and law so warrant, Paul will not hesitate to advise his client to do exactly that.

## Education

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Harvard Law School, J.D., 1992

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University of California, Berkeley, B.A.,  
*with highest distinction*, 1989

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## Bar Admissions

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Admitted to the State Bar of California

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United States Supreme Court

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United States Court of Appeals for the  
Ninth Circuit

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United States Court of Appeals for the  
Federal Circuit

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United States District Court for the

Recognized as a “Top Rated Lawyer” by *The American Lawyer* and a “Local Litigation Star” by *Benchmark Litigation*, Paul has spent nearly 30 years honing his craft in civil and criminal litigation. He began his legal career as a criminal defense attorney, trying cases on behalf of individuals and corporations facing charges ranging from homicide to securities fraud and RICO. He then practiced commercial and criminal litigation at an Am Law 100 firm before leaving to form Willenken in 2002. Paul is a native Mandarin speaker and has defended both major Asian and American corporations in civil and criminal litigation matters.

As managing partner of Willenken, Paul enjoys working with and mentoring young and aspiring lawyers, both in the firm and the community. He is currently an instructor for the National Institute for Trial Advocacy (NITA), and he previously served as an instructor in trial advocacy at the University of Southern California Gould School of Law. Dedicated to ensuring fair and equal access to justice for all in his community, Paul volunteers his time and resources to **Neighborhood Legal Services of Los Angeles**, for which he has served on its board since 2012.

## Honors

- *Benchmark Litigation*, “Local Litigation Star” (2018-2023), “Benchmark California Star” (2019-2023)
- *Best Lawyers in America®*, Criminal Defense: White-Collar (2023)
- *Los Angeles Business Journal*, “**Leaders of Influence: Litigators & Trial Lawyers**” (2021–2022), “**Leaders of Influence: Minority Attorneys**” (2021–2023)
- *The American Lawyer*, “Top Rated Lawyer in White Collar Criminal Defense” (2012)
- *Daily Journal*, “Top 20 Under 40” (2007)
- *Super Lawyers*, “Super Lawyer” (2005-2010, 2020-2022) “Rising Star” (2004)
- *Litigation Counsel of America*, The Trial Lawyer Honorary Society, *Fellow*
- *Multi-Million Dollar Advocates Forum*, *Member*

## Winning Matters

- Willenken Wins Critical Liability Phase of High-Profile Lupron Supply Shortage Trial in Delaware Chancery Court
- Willenken Secures Full Dismissal of Telecommunications Lawsuit



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Central District of California

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United States District Court for the Northern District of California

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United States District Court for the Southern District of California

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United States District Court for the Eastern District of California

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## Practice Areas

Appellate Litigation

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Complex Commercial Litigation

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Product Liability

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Class Action Defense

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Entertainment Litigation

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Intellectual Property Litigation

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Last Minute Trial Representation

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White Collar Defense and Government Investigations

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- **Firm Obtains Seven-Figure Breach of Contract Settlement on Behalf of National Retailer**

## Cases

The following is a representative sample of Paul's casework:

- ***Abbvie Endocrine, Inc. v. Takeda Pharmaceutical Company***. Lead trial counsel for AbbVie in a high-stakes breach of contract case brought before the Delaware Chancery Court against Takeda Pharmaceutical Company for failing to supply AbbVie's requirements for Lupron, the leading androgen deprivation therapy for the treatment of advanced prostate cancer, uterine fibroids, endometriosis, and precocious puberty. The matter arose out of serious quality deficiencies identified by the FDA at one of Takeda's Japanese manufacturing facilities, which led to supply disruptions and a world-wide Lupron shortage. This is a closely-watched case recognized by the pharmaceutical industry as "one of the five big healthcare lawsuits" of the year. Drawing on his immense trial experience, Paul led the Willenken team in preparing and bringing phase one of the case to trial on an intensive, expedited schedule, and presented a compelling case which led the Court to rule that Takeda is liable for multiple breaches of the parties' supply agreement. A phase two trial on damages was held in January 2023.
- ***Acumen Communications, Inc., et al. v. City of Covina et al.*** Defended Motorola Solutions in a business interference and bid-rigging suit concerning the provision of emergency response telecommunications systems to Southern California municipalities. With team, obtained a complete dismissal of the action on motion to dismiss based on pre-emption by the Federal Telecommunications Act and for failure to state a claim for collusive conduct.
- ***Nation's Largest Investor-Owned Utility v. World's Largest Polyethylene Pipe Manufacturer***. On behalf of two prominent energy utilities, prosecuted a large-scale breach of contract, breach of warranty, and fraud action against a major vendor for the supply of defective products and systems. After defeating defendant's anti-SLAPP motion, seized the momentum and obtained a highly favorable confidential settlement which netted nearly 100% recovery on compensatory damages for the clients.
- ***International Staffing Firm v. Leading Contract Manufacturer***. On behalf of the world's leading electronics component contract manufacturer, successfully counterclaimed against an international staffing firm for fraud and, one week before trial, procured a dismissal of the entire affirmative complaint and a public apology press release from the plaintiff.



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- *Individuals v. Nation's Largest Supplier of Business Products and Management Systems*. Defended the nation's largest supplier of business products and management systems in a putative nationwide class action alleging unlawful delivery and service charges in violation of the consumer protection statutes of 34 states, including California. Plaintiffs sought restitution of \$1 billion in ill-gotten profits. While the plaintiffs' motion for class certification was pending, Paul and his team's intensive investigation uncovered key impeachment evidence against the named plaintiffs. Paul leveraged these key revelations into a highly favorable, confidential individual settlement for the client, and then worked closely with the client to modify business practices to prevent or minimize the risks of future class action claims.
- *California Attorney General's Office v. National Solar System Provider*. Defended and favorably resolved 10 administrative enforcement proceedings brought by the California Attorney General's Office charging one of the nation's largest solar systems providers with contracting license violations in connection with the financing and lease of residential solar energy equipment and systems.

## Clients

The following is a representative sample of Paul's clients:

- AbbVie Inc.
- The Procter & Gamble Company
- Motorola Solutions
- SunPower Corporation
- Southern California Gas Company
- Deluxe Corporation
- Progressive Insurance
- Walmart
- Southern California Edison
- San Diego Gas and Electric Company
- Pacific Gas & Electric Company
- The Prudential Insurance Company
- T-Mobile USA
- Foxconn International, Inc.
- Givaudan



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# Speaking Engagements

- Co-Presenter, “Top Ten Insider Secrets That All In-House Counsel Need to Know to Manage a Case That Could Go to Trial,” [ACC SW Ohio Chapter CLE Presentation](#) (December 2, 2022)
- Co-Presenter, “What Every In-House Counsel Needs to Know About Delaware Law,” [ACC Washington Chapter Summit](#) (September 23, 2021)
- Co-Presenter, “Defying Convention: Unconventional Terms to Manage Litigation Risk,” [ACC Chicago Chapter Summit](#) (September 1, 2021)
- Co-Presenter, “Important Lessons that Every Lawyer (Including Transactional Lawyers) Can Learn From Perry Mason,” [ACC SW Ohio Chapter CLE Presentation](#) (June 10, 2021)
- Co-Presenter, “Defying Convention: Unconventional Terms to Manage Litigation,” [NAPABA Webinar](#) (December 10, 2019)
- Panelist, “Improving Your Odds: How to Avoid Consumer Litigation and Class Actions and Position Your Case for a Better Outcome When You’re Sued,” [ACC Southwest Ohio Chapter CLE Presentation](#) (October 17, 2019)
- Panelist, “Ratatouille – Hold the Rat (Crisis Management for Customer-Focused Business and the Lawyer’s Role),” [NAMWOLF Annual Meeting & Law Firm Expo](#) (September 23, 2019)
- Panelist, “Primer for Successful Litigation Management: How Experienced Trial Counsel Can Help Your Company Obtain an Optimal and Efficient Outcome Without Going to Trial,” [ACC Minnesota Chapter CLE Lunch and Learn](#) (August 21, 2019)
- Panelist, “Primer for Successful Litigation Management: 10 Ways Experienced Trial Counsel Can Help Your Company Obtain an Optimal and Efficient Settlement Without Going to Trial,” [ACC Southwest Ohio Chapter CLE Presentation](#) (September 13, 2018)
- Moderator, “The In-House Counsel’s Class Action Defense Checklist,” [ACC Minnesota Chapter CLE Lunch and Learn](#) (June 7, 2018)
- Panelist, “Brave New World in IP: New Litigation Tactics in Light of Recent U.S. Supreme Court Decisions,” [ACC Southwest Ohio Chapter CLE Presentation](#) (September 25, 2017)
- Panelist, “Technology and the Trial,” [MCCA Global TEC Forum](#) (October 7, 2016)
- Presenter, “In-House Counsel’s Checklist for Trial Success: 7 Key Issues to Raise with Outside Counsel,” [ACC Southwest Ohio Chapter CLE Presentation](#) (December 9, 2015)
- Presenter, “Sharks Rule the Ocean and Courtroom: What These Killers Can Teach Us About Trial Tactics,” [ACC South Florida Chapter CLE Presentation](#) (October 9, 2015)



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- Panelist, “Get Smart: The DOJ Re-Writes its FCPA Screenplay,” NAMWOLF 2015 Annual Meeting (September 17, 2015)
- Panelist, “Risk Management: Top 10 Ways to Avoid Heartbreak in American Litigation,” ACC Ontario Chapter CLE Presentation (May 21, 2015)
- Presenter, “Assorted Mysteries of California Law,” ACC Southwest Ohio Chapter CLE Presentation (October 2014)

## Professional Affiliations

- **National Association of Minority and Women Owned Law Firms**, *White Collar Defense and Internal Investigations PAC Co-Chair*
- **California Minority Counsel Program**, *Member*
- **National Asian Pacific American Bar Association**, *Member*
- **Defense Research Institute**, *Member*
- **Trial Law Institute**, *Member*
- **Diversity Law Institute**, *Member*
- **Neighborhood Legal Services of Los Angeles**, *Board Chair*
- **Harvard Asian American Alumni Alliance**, *Member*



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