



Martin Lutz

Partner

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Martin Lutz, recognized by Texas Monthly as Austin's Top Attorney for international law, advises a wide range of US and foreign clients on international legal matters. He has advised numerous public companies on the Fortune Global 500 list, foreign governments, universities, private equity funds, international charities, and technology companies and manufacturers of all sizes. He also advises US and foreign high-net-worth individuals and family-owned companies with business operations, assets, and heirs crossing national borders.

Martin practiced international law for 17 years in Washington, DC (as a partner with Baker Botts, DLA Piper, and Hunton & Williams) before moving his international practice to Austin in 2006.

Experience

Representative Experience

Regulation of Trade & Cross-Border Transactions: Anti-Bribery/FCPA counseling, sanctions and trade compliance, supply-chain integrity, privacy standards, and formulation and implementation of international compliance programs and corporate social responsibility initiatives

International Commercial Transactions, Sales & Investments: In-bound and out-bound joint ventures, international sales and distribution agreements, infrastructure investments, establishment and transfer of foreign subsidiaries and offshore vehicles, cross-border franchises, multinational licensing, use of bilateral and multilateral investment treaties and risk-mitigation techniques, contracts with foreign state-owned companies

Practice Areas

International Trade and Transactions
Corporate & Tax
Technology

Education

University of Texas School of Law,
J.D., 1989 (with Honors)
University of Notre Dame, B.A., 1984

Admissions

BAR

Texas
Washington D.C.



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International Private Client: In-bound investments for foreign family offices and family-owned businesses, structuring of privately-owned companies and holdings across multiple jurisdictions

Public International Law and International Disputes: Investment disputes, sovereign immunity, state-to-state obligations and enforcement, treaty interpretation, cross-border litigation strategy

News

Speaker, *Issue Spotting in International Procurements*, U.S. Commercial Service New Orleans, Louisiana District Export Council & Houston Export Council
April 15, 2021

DOJ and SEC Release Updated Guidance on FCPA Compliance and Enforcement
July 29, 2020

BIS Identifies and Controls First “Emerging Technologies”
June 17, 2020

DDTC Temporarily Modifies Certain ITAR Authorization and Registration Requirements
May 1, 2020

OFAC Issues a Finding of Violation Against American Express
April 30, 2020

Commerce Department Tightens Requirements for Exports to China, Russia, Venezuela, and Other Countries of Concern
April 28, 2020

USMCA Scheduled to Take Effect on July 1
April 24, 2020

FDA Publishes Guidance for Filing Imports of Personal Protective Equipment and Medical Devices During COVID-19
April 22, 2020

OFAC Issues Significantly More Restrictive Venezuela General License 8F
April 21, 2020

Duty Deferment Announced to Aid Certain Importers
April 19, 2020

OFAC Issues Fact Sheet on Provision of Humanitarian Assistance to Combat COVID-19
April 16, 2020

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FEMA Granted Authority to Detain Exports of Certain PPE Due to Supply Shortages
April 7, 2020

EU Imposes Additional Tariffs on U.S.-Origin Goods
April 6, 2020

Airbus to Pay Over \$3.9 Billion to Resolve Global Bribery and ITAR Cases
January 31, 2020

USMCA Signed into Law; Lengthy Implementation Steps to Come
January 29, 2020

DOJ Cracking Down on Universities Exporting Research and Technology to China
January 28, 2020

Initial Export Control Reform Review of USML Concludes with Final Rules for the Transition of USML Categories I, II, and III
January 23, 2020

Court Throws Out Exxon OFAC Penalty Citing Unclear Regulations
December 31, 2019

State Department Defines “Activities that are Not Exports, Reexports, Retransfers, or Temporary Imports,”
Harmonizes with 2016 EAR Changes
December 26, 2019

Nord Stream 2 and TurkStream Pipeline Sanctions Bill Passes House and Senate, Heads to White House
December 17, 2019

New China Trade Deal Announced; New December 15 Tariffs Suspended
December 13, 2019

Almost 200 Individuals and Entities Now Sanctioned Under Global Magnitsky Program
December 10, 2019

USMCA Finalized as Trump Administration and House Dems Reach Agreement to Replace NAFTA
December 10, 2019

Denied Party Screening Software Lapse: Apple Settles with OFAC over Sanctions Violations
November 25, 2019

DOJ Clarifies FCPA Corporate Enforcement Policy
November 20, 2019

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AMERELLER and McGinnis Lochridge International Law Lunch & Learn in Houston
October 24, 2019

OFAC Lifts Sanctions on Turkey
October 23, 2019

BIS Tightens Regulations on Exports and Reexports to Cuba
October 21, 2019

McGinnis Lochridge International Trade and Transactions Newsletter, October 2019 Issue
October 17, 2019

DOJ Charges Turkish Bank for Alleged Conspiracy to Avoid Iranian Sanctions
October 16, 2019

U.S. Issues Trade Sanctions Against Turkey with Further Sanctions Possible
October 16, 2019

U.S. Delays October 15 Section 301 Tariff Hike
October 11, 2019

U.S. Imposes Section 301 Duties on EU Goods
October 9, 2019

Twenty-Eight Chinese Organizations Added to BIS's Entity List for Activities Contrary to US Foreign Policy
October 9, 2019

GE Settles with OFAC for \$2.7 Million over Cuba Violations
October 1, 2019

New CFIUS Regulations Issued
September 17, 2019

OFAC Issues Findings of Violation to Two Companies for Failure to Provide Complete and Accurate Subpoena Responses
September 9, 2019

OFAC Issues Further Advisory to the Maritime Petroleum Shipping Community
September 4, 2019

USTR Increases Section 301 Tariffs on Certain Chinese Goods to 15 Percent
August 30, 2019

BIS Issues Guidance on Pakistan in Light of Nuclear and Missile Activities
August 30, 2019

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McGinnis Lochridge International Trade & Transactions Newsletter
August 15, 2019

McGinnis Lochridge Welcomes Justin M. Cawley to International Practice
May 7, 2019

McGinnis Lochridge Expands International Trade and Transactions Practice Group With Addition of Jamie Joiner and Lindsey Roskopf
February 6, 2019

Distinguished Austin law firm adds team of skilled corporate, estate planning and tax law attorneys

February 1, 2018
February 1, 2018

Publications

TV Interview, B1TV, Bucharest, *Talk Live* program; *US Assistance Fighting Corruption in Romania*, May 2022

Panelist, Association of Corporate Counsel, *Update: New Russia Sanctions and Their Impact*, May 2022

Presentation, *Treaties Every Lawyer Should Know About*, State Bar of Texas, Int'l Law Section, October 2021

Panelist, *Trade Wars, Sanctions, and Their Impact*, State Bar of Texas, Int'l Law Section, February 2019

McGinnis Lochridge International Trade and Transactions Newsletter, July 2020 Issue
July 30, 2020

McGinnis Lochridge International Trade and Transactions Newsletter, May 2020 Issue
May 7, 2020

Impacts on US Trade Policy Arising from the Virus Outbreak
March 23, 2020

McGinnis Lochridge International Trade and Transactions Newsletter, February 2020 Issue
February 25, 2020

McGinnis Lochridge International Trade and Transactions Newsletter, December 2019 Issue
December 18, 2019

McGinnis Lochridge International Trade & Transactions Newsletter
All Issues
12.18.2019

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AMERELLER and McGinnis Lochridge International Law Lunch & Learn in Houston
October 24, 2019

Investment in the UAE and other Gulf Countries, Lunch & Learn (with Amereller), Houston, Texas
October 24, 2019

McGinnis Lochridge International Trade and Transactions Newsletter, October 2019 Issue
October 17, 2019

McGinnis Lochridge International Trade & Transactions Newsletter
August 15, 2019

Oil & Gas Newsletter: Producer's Edge, Vol. 1, Issue 2
August 1, 2019

Panelist, Trade Wars, Sanctions, and Their Impact, State Bar of Texas, Int'l Law Section, Dallas, Texas
February 2019

Moderator, Complying With Cybersecurity & Data Privacy Requirements in the Global Information Age, State Bar of Texas, Int'l Law Section
September 2018

Presentation, The Practice of International Law: Key Tools and Terms, State Bar of Texas, Int'l Law Section
March 2018

Presentation, Regulation of Cross-Border Trade & Investment, Austin Bar Association, Int'l Law Section
July 2017

Panelist, Practicing International Law in Texas, State Bar of Texas Annual Institute on International Law
February 2017

Presentation, Considerations of Legal Ethics When Advising Clients on the Foreign Corrupt Practices Act, Austin Bar Association
April 2016

Presentation, Nuts & Bolts of International Law: Drafting Enforceable International Contracts, State Bar of Texas, Int'l Law Section
March 2013

Presentation, Legal Ethics, Training, and Specialization in International Law, Dallas Bar Association
April 2012

Presentation, Standards of Practice in Advising Clients on International Law, Fort Worth Bar Association
May 2011

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Presentation, Ethical Pitfalls in International Practice, State Bar of Texas Int'l Law Section Annual Institute
February 2011

Presentation, The Foreign Corrupt Practices Act: Developments and Compliance Tips, Fort Worth Bar
Association
November 2010

Presentation, Moderator, The New UK Bribery Act and Other Developments in UK and EU Law Affecting Trans-
Atlantic Investments, Austin Bar Association
October 2010

Presentation, Emerging Issues in International Law; Dealing with International Kidnapping Risk, State Bar of Texas
Annual Meeting
June 2010

Presentation, Drafting Key Provisions of International Commercial Contracts, Fort Worth Bar Association
May 2010

Presentation, The UN Convention on Contracts for the International Sale of Goods: The International Lawyer's
Ethical Obligation to Understand It's Importance and Application, Austin Bar Association
March 2010

Presentation, Ethical Issues and Pitfalls for International Law Practitioners, The Center for American and
International Law, Plano, Texas
June 2009

Moderator, Emerging Issues in Investments Abroad, Foreign Joint Ventures, and M&A, State Bar of Texas,
International Law Section Annual Institute
March 2009

Presentation, Legal Ethics in International Practice, Austin Bar Association
December 2008

Presentation, The Foreign Corrupt Practices Act: Developments and Compliance Tips, Austin Bar Association
October 2008

Author, Using Bilateral Investment Treaties to Mitigate Investment Risk in Africa, The Africa Journal
October 2006

Presentation and Author, The Lawyer's Role in Mitigating CSR Risk, 2005 Annual Meeting of the American
Society of International Law, published in the 2005 Annual Proceedings of the Society)
2005

Martin Lutz

Television interview, Recent Developments in U.S. Export Control Policy and Regulation, South Korean state television

April 2005

Author, 2000 Investment Guide to Azerbaijan: The Refining Sector

2010

Author, 1999 Investment Guide to Azerbaijan: The Evolving Natural Gas Sector

1999

Honors & Recognition

- Austin Monthly's Top Austin Attorneys 2020, International Law
- Guest lecturer, University of Texas, Law and Business Schools, 2011-2016
- Panelist, *Trade Wars, Sanctions, and Their Impact*, State Bar of Texas, Int'l Law Section, February 2019
- Presentation, *Considerations of Legal Ethics When Advising Clients on the Foreign Corrupt Practices Act*, Austin Bar Association, April 2016
- Presentation, *Nuts & Bolts of International Law: Drafting Enforceable International Contracts*, State Bar of Texas, International Law Section, March 2013
- Presentation, *Legal Ethics, Training, and Specialization in International Law*, Dallas Bar Association, April 2012
- Presentation, *Standards of Practice in Advising Clients on International Law*, Fort Worth Bar Association, May 2011
- Presentation, *Ethical Pitfalls in International Practice*, State Bar of Texas International Law Section Annual Institute, February 2011
- Presentation, *The Foreign Corrupt Practices Act: Developments and Compliance Tips*, Fort Worth Bar Association, November 2010
- Presentation, Moderator, *The New UK Bribery Act and Other Developments in UK and EU Law Affecting Trans-Atlantic Investments*, Austin Bar Association, October 2010
- Presentation, *Emerging Issues in International Law; Dealing with International Kidnapping Risk*, State Bar of Texas Annual Meeting, June 2010
- Presentation, *Drafting Key Provisions of International Commercial Contracts*, Fort Worth Bar Association, May 2010
- Presentation, *Comparing Contract Law in Common Law and Civil Law Jurisdictions*, Austin Bar Association, April 2010
- Presentation, *The UN Convention on Contracts for the International Sale of Goods: The International Lawyer's Ethical Obligation to Understand It's Importance and Application*, Austin Bar Association, March 2010

Martin Lutz

- Presentation, *Ethical Issues and Pitfalls for International Law Practitioners*, The Center for American and International Law, Plano, Texas, June 2009.
- Presentation, *Enforcement of International Contracts*, Tarrant County Bar Association, Fort Worth, Texas, June 2009.
- Moderator, *Emerging Issues in Investments Abroad, Foreign Joint Ventures, and M&A*, State Bar of Texas, International Law Section Annual Institute, March 2009
- Moderator, *Developments in China's Legal Regime for Trade and Investment*, Austin Bar Association, March 2009
- Presentation, *Legal Ethics in International Practice*, Austin Bar Association, December 2008
- Presentation, *The Foreign Corrupt Practices Act: Developments and Compliance Tips*, Austin Bar Association, October 2008
- Presentation, *International Contracting: Overview of Principles and Techniques*, Austin Bar Association, September 2007
- Author, *Using Bilateral Investment Treaties to Mitigate Investment Risk in Africa*, The Africa Journal, October 2006
- Presentation and Author, *The Lawyer's Role in Mitigating CSR Risk*, 2005 Annual Meeting of the American Society of International Law, published in the 2005 Annual Proceedings of the Society)
- Television interview, *Recent Developments in U.S. Export Control Policy and Regulation*, South Korean state television, April 2005
- Presentation, *Survey of Legal Issues Arising in Connection with Political Instability in Latin America*, 2002 BP Conference of Latin American Counsel
- Author, *2000 Investment Guide to Azerbaijan: The Refining Sector*
- Author, *1999 Investment Guide to Azerbaijan: The Evolving Natural Gas Sector*

Community & Professional

- State Bar of Texas: International Law Section (Past Secretary, Treasurer, and Governing Council Member)
- Austin Bar Association: International Law Section (Chair, 2006-2013; 2015-present)
- Advisory Committee on Specialization in International Law in Texas (Chair)
- Austin Bar Association (Director, 2006-2013; 2015-present)
- Texas International Law Journal (Editor-in-Chief, 1988-1989)
- Law School: Dean's Achievement Award, TQ Best Brief Award, Legal Research Board
- Advisory Committee on Specialization in International Law (Chair)