

### Variety Recognizes Eight Sheppard Mullin Entertainment Attorneys in 2024 Dealmakers Report

*Variety*

12.18.2024

Eight Entertainment attorneys were recognized in *Variety's* 2024 Dealmakers Impact Report. This prestigious, annual list recognizes prominent transactional lawyers who have worked on the year's most substantial and significant deals in the entertainment industry.

A team consisting of Shaun Clark, Leif Cervantes de Reinstein, Aerin Snow and Joseph Ireland were recognized for closing dozens of high-profile deals for clients in 2024 including for Lionsgate, 101 Studios, Paramount Global, Creative Wealth Media Lending, Sony Pictures, Legendary Pictures, Fremantle, Peloton, Mazda and QVC. In looking to the year ahead, Clark said to *Variety*, "We expect that we will continue to see strategic collaborations between companies in different industries, [including] tech companies working with content providers, brands collaborating with celebrities, sports leagues collaborating with entertainers, and networks attempting to find new ways to generate revenue. The M&A marketplace also looks more bullish."

Robert Darwell, Ramela Ohanian, Tiago Aquino and Nicolas Urdinola were highlighted as a multilingual team that "handled the development, production and rights agreements on a slew of international projects for companies including Meta, Paramount, TelevisaUnivision, Gaumont, Globo and, most significantly, Amazon MGM Studios." Notably, the team recently worked on deals for the Columbian film "Pimpinero," Amazon's highest budget Latin American production to date. Commenting on the uptick in experiential entertainment, Ohanian said, "It's bringing new ways for audiences to connect with one another and, on the business side, there's ancillary revenue streams for both studios and talent."

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#### Attorneys

Tiago Soares de Aquino

Shaun C. Clark

Robert A. Darwell

Joseph A. Ireland

Ramela Ohanian

Aerin A. Snow

Nicolas Urdinola

## Practice Areas

Entertainment, Technology and Advertising