



Pierce Haesung Han

Partner

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Pierce Han brings more than a decade of experience in working with clients on a broad range of matters including federal securities laws, mergers and acquisitions, and international commercial transactions. He represents a diverse group of domestic and foreign clients, ranging from startups to middle-market enterprises and large public companies. He also serves as outside general counsel on day-to-day legal and business matters including commercial agreements and license and distribution arrangements.

Pierce regularly advises publicly traded companies on compliance with federal securities laws and stock exchange rules, SEC reporting and disclosure issues, and corporate governance matters. He also advises on public and private offerings of equity and debt securities, and SPAC (special purpose acquisition corporation) transactions.

Prior to joining Ice Miller, Pierce practiced for 11 years at a global law firm in Washington, D.C., where he was a Partner in the Corporate Practice Group. He served as an honors intern for the U.S. Securities and Exchange Commission before receiving his law degree.

Education

- Case Western Reserve University (B.A., *with honors*, 2008)
 - Political Science & Sociology
- Georgetown University Law Center (J.D., 2012)

Admissions

- District of Columbia
- New York

Professional Affiliations

- Vice President of Membership, Asian Pacific American Bar Association of the Greater Washington, D.C. Area, Inc. (APABA-DC), 2016–2017
- Assistant Vice President of Membership, APABA-DC, 2015–2016

Services & Industries

- Advice to Directors & Officers
- Asia-Pacific Practice
- Business
- Compliance Programs
- Emerging Companies Services
- International Legal Services
- Life Sciences & Biotechnology
- Mergers & Acquisitions
- Middle East Practice
- Outside General Counsel
- Private Equity
- Public Company Governance
- Registered Securities Offerings (IPOs)
- Securities & Capital Markets
- Vietnam Practice

- Asian American Pacific Bar Association Educational Fund (AEF, an affiliate of APABA-DC), Secretary, 2013–2014; Board of Directors, 2013–2015

Awards & Honors

- Washington D.C. *Super Lawyers* Rising Stars, 2025 & 2026
- Leadership Council on Legal Diversity (LCLD) Fellow, 2022
- *The Best Lawyers in America*® for Mergers & Acquisitions Law and Securities Regulation, “Ones to Watch”, 2023-2024; for Securities Regulation “Ones to Watch”, 2022 & 2024; Corporate Law, “Ones to Watch”, 2024
- National Asian Pacific American Bar Association (NAPABA) Leadership Advancement Program Fellow, 2019

Key Matters

- Represented the selling equity holders in the sale of their remaining 65% ownership interest in a specialty manufacturing company to an existing strategic investor for \$420 million.
- Represented an investor, through a newly formed special purpose entity, in the acquisition of a 50% equity interest in a joint venture operating a regional wireless retail business through multiple branded locations across the Midwest for \$60 million.
- Represented a national wine, spirits, and beer distributor in the sale of a cannabis-related business line to, and a simultaneous strategic investment in, a cannabis wholesale platform.
- Represented a private equity-backed technology company in its acquisition of certain assets related to the sales order management business of a Minnesota-based technology company.
- Represented a global supply chain and logistics company in its acquisition of a provider of last-mile delivery and specialized healthcare transportation for long-term care and specialty pharmacies, radiopharmacies, and health system networks for \$234 million.
- Represented a private equity backed technology company on its acquisition of an Alabama-based technology company that provides integrated B2B platforms used for wholesale commerce, sales management, and customer relationship management.
- Represented an NYSE-listed global industrial company in the sale of a majority stake in one of its business lines to a global private equity firm for \$287 million.
- Represented a specialty finance company in a capital restructuring transaction for one of its portfolio companies which involved an amendment to its credit agreement, an irrevocable option to purchase receivables and rights to proceeds from a third-party sale of certain project assets.
- Represented a privately held global medical device company and its affiliates in the sale of their reproductive health business, including its in vitro fertilization (IVF) and assisted reproductive technology (ART) products, to a private equity backed medical device company for \$300 million.
- Represented Schrödinger, Inc. (NASDAQ: SDGR) in its research collaboration and licensing transaction with an NYSE-listed global pharmaceutical company for a \$150 million upfront fee with up to approximately \$2.3 billion in milestone payments plus royalties.
- Represented a privately held global medical device company and its affiliates in the sale of their lead management portfolio to a NASDAQ-listed global medical device company for \$210 million.
- Represented an NYSE-listed global medical device company in its acquisition of a privately held medical technology company focused on artificial intelligence (AI)-driven surgical guidance systems for \$205 million.
- Represented Tamarix Equity Partners, a New York-based private equity fund, in its investment in Playa Bowls LLC, a rapidly growing better-for-you restaurant business, which offers superfruit bowls with a mission to lead communities in healthy, sustainable living.

- Represented an NYSE-listed global medical device company in its acquisition of a privately held medical device company based in specializing in the cardiovascular space for \$90 million.
- Represented a newly-formed special purpose entity and its wholly-owned subsidiary, each formed by the founder and CEO of a privately held global IT consulting and workforce fulfillment firm in the cash tender offer and acquisition of a NASDAQ-listed nationwide provider of information technology staffing solutions for approximately \$29 million.
- Represented an NYSE-listed global medical device company in its acquisition of a web and mobile application and related assets from a privately held software development and marketing company for \$40 million.
- Represented a privately held global medical device company in the sale of its tissue repair products unit to a privately held global medical technology company for \$77.5 million.
- Represented a privately held global medical device company and its affiliates in the sale of their otolaryngology, head, and neck surgery product lines to a private equity backed medical device company for \$20 million.
- Represented a privately held software company in the sale of the company to a privately held R&D scientific software company for \$100 million.
- Represented a privately held global medical device company in its \$300 million sale of certain obstetrics, doppler monitoring, and gynecology surgery markets to a NASDAQ-listed global medical device company.
- Represented an NYSE-listed global medical device company in its acquisition of a privately held medical device company for \$75 million.

Success Stories

Ice Miller Client Schrödinger Enters into License and Collaboration Agreement with Novartis

Ice Miller client Schrödinger, Inc. (NASDAQ: SDGR) today announced a research collaboration and license agreement with Novartis to advance multiple development candidates into Novartis's portfolio for further development. The companies also announced an expanded three-year software agreement that substantially increases Novartis's access to Schrödinger's computational predictive modeling technology and enterprise informatics platform.

[The full press release can be found here.](#)

As part of the agreement, Schrödinger will receive \$150 million upfront payment, with eligibility to receive up to approximately \$2.3 billion in milestone payments plus royalties on each product commercialized by Novartis.

Ice Miller's rapidly growing Life Sciences team has been counseling Schrödinger since 2022 and continues to support the company in their growth utilizing its computational predictive modeling technology for drug discovery. The Ice Miller deal team was led by Business Group Partner [TaeSoo Sean Kim](#) and included [Mai Zymaris](#) and Simone Park, with additional deal support from [Nancy Kartos](#) and Xuan Feng. Specialist support was provided by [Anthony Aaron](#) (Regulatory/Antitrust), [Grace Dahm](#) (Regulatory/Antitrust), [Daniel Corsaro](#) (Tax), [Pierce Han](#) (SEC/Capital Markets), [Fabian Koenigbauer](#) (IP), and [Ethan Rii](#) (Healthcare).

Published In

- Co-Author, "SEC Updates EDGAR Requirements for Form 144 Filings," *Insights: The Corporate and Securities Law Advisor*, Aug. 2022
- Co-Author, "Key Findings from 2017 Survey of M&A Indemnification Deal Terms," *Insights: The Corporate and Securities Law Advisor*, Dec. 2017
- Co-Author, "International Due Diligence in Cross-Border Franchise Transactions," *Franchise Law Journal*, Sept. 2017

- Co-Author and Co-Editor, "International Franchising 2016: Legal and Business Considerations," *LexNoir Foundation*, Nov. 2016
- Co-Author and Co-Editor, "Franchising in Asia 2015: Legal and Business Considerations," *LexNoir Foundation*, July 2015

Thought Leadership

January 30, 2024

SEC Adopts New Rules Governing SPACs and de-SPAC Transactions

October 23, 2023

SEC Adopts Amendments to Rules Governing Beneficial Ownership Reporting

July 28, 2023

SEC Adopts Final Cybersecurity Disclosure Rules

Speaking Engagements

- Speaker, "Behind the Deal: M&A Negotiation Strategies, Legal Pitfalls and Client Expectations," National Conference of Vietnamese American Attorneys (NCVAA) Annual Conference 2025, May 2025
- Speaker, "Biotech Legal Forum: Navigating M&A, Licensing, and Partnerships," Korea Health Industry Development Institute (KHIDI), March 2025