

Natalie S. Lederman

Partner

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Natalie, a corporate partner, leads Sullivan's Fintech & Blockchain Group. She represents a diverse base of clients, including public and private companies, domestic and international, in a broad range of business and finance matters with a focus on cross-border mergers and acquisitions, securities law compliance, joint venture and financing transactions (including multi-jurisdictional trade and export finance transactions) and governance.

She represents companies across various industries, including finance, technology, media, energy, sports, healthcare, manufacturing and design. Additionally, Natalie has unique experience in advising dozens of blockchain and digital asset businesses of various sizes on complex regulatory challenges. She advises her clients in the formation and development of digital asset and cryptocurrency-based companies and technologies, on token, NFT and other digital asset sales, other generation and distribution events, and market infrastructure and exchange solutions on distributed ledger technology. She also counsels clients on domestic and cross-border cutting-edge distributed ledger and cryptocurrency, fintech and other consumer finance transactions.

Clients also benefit from Natalie's experience in litigating matters arising out of complex corporate and financial transactions and contractual disputes. Her IP experience includes preparing various intellectual property agreements (including purchases, assignments and licensing agreements), and she has counseled clients regarding selection and maintenance of trademarks, as well as copyright and domain name issues.

Natalie also currently serves as the Chair of Sullivan's Hiring Committee, and previously served as Director of Sullivan's Summer Associate Program.

Prior to practicing law, Natalie was a financial consultant with Deloitte LLP in New York, advising national leadership on strategy initiatives, mergers and acquisitions.

Education

- Benjamin N. Cardozo School of Law (J.D.)
- University of Michigan (B.A., *with distinction*)

Capabilities

- Capital Markets
- Complex Commercial & Financial Disputes
- Corporate
- Emerging Companies & Venture Capital
- Financial Derivatives
- Fintech & Blockchain
- Global Debt & Claims Trading
- International & Cross-Border Finance
- Cannabis
- Hi-Tech
- Intellectual Property
- Licensing
- Litigation
- Mergers & Acquisitions
- Trademarks
- Trade & Export Finance

Bar & Court Admissions

- New York
- U.S. District Court, Eastern District of New York
- U.S. District Court, Southern District of New York
- England and Wales (Registered foreign lawyer)

Professional Qualifications

- Director of Diversity and Inclusion for the American Bar Association Legal Opinions Committee
- New York State Bar Association

Awards & Honors

- Thomson Reuters "Stand-Out Lawyer" (2026)
- "Ones to Watch," *Best Lawyers in America*®, Corporate Law (2024, 2025)
- Ones to Watch," *Best Lawyers in America*®, Mergers & Acquisition Law (2021, 2022)
- Recommended by *The Legal 500 U.S.* (2022-2026)
- "Rising Star," New York *Super Lawyers* (2019-2022)
- Leadership Council on Legal Diversity Fellows Program (2019)

Community Engagement

- Advisory Board Member for Coalition for the Homeless First Step Program

Languages

- French

Matters

- Acted for a venture fund in connection with a joint venture with another venture firm to collaborate on various tech and lifestyle company launches
- Represented a creditor claims trading platform in its joint venture to form, structure, and advise on governance of a vehicle to purchase and sell claims held by creditors against debtors in bankruptcy proceedings
- Representation of private high-net-worth investors in acquisitions of preferred stock and convertible debt in ventures in the United States and abroad
- Represented selling stockholders in a sale of a leading ink dye business with operations in the United States, Amsterdam and China to a private equity firm
- Represented the seller of a major food service distributorship in the Northeast to a private equity firm for a combination of cash and equity
- Represented a major Asian cryptocurrency trading platform in its purchase of a Latin America-based cryptocurrency trading and exchange platform for a combination of cash and equity
- Represented a French conglomerate engaged in commercial cleaning, building security and other commercial services, in its acquisition of a U.S. corporation

engaged in the nuclear power/fire safety business

- Represented a European company that leads in the manufacture and sale of musical instruments, in its acquisition of a Massachusetts corporation leading in the manufacture and sale of wind instruments
- Represented a publicly traded investment bank headquartered in Spain, in its acquisition of a Boston-based, independent, global investment bank; this transaction won "Cross-Border Deal of the Year" (Over \$25 million-\$50 million) from The M&A Advisor at the 15th Annual M&A Advisor Awards Gala
- Represented an insurance holding company in the \$134 million sale of its Hawaii-based specialty insurer to a Florida-based insurance company
- Represented a variety of investment vehicles in private equity real estate, virtual real estate, financial services, hospitality, syndicated lending and investment, and other financial services, in raising hundreds of millions of dollars in Series A financing transactions
- Representation of commercial banks in secured lending transactions ranging from \$5 million to \$350 million, with borrowers in many different industries
- Representation of banks and other financial institutions in connection with all aspects of trade finance, including varied export/import receivables financing, letter of credit facilities and forfaiting
- Represented a leading cryptocurrency earning and borrowing platform on multiple international matters with respect to money transmitter and banking issues, securities issuances and regulatory matters, employment- and litigation-related matters
- Represented the operator of a blockchain-based weather hedging and insurance platform in connection with its capital raises, corporate acquisitions, employment issues and various commodities laws and other regulatory issues
- Advised several leading decentralized metaverse gaming platforms in corporate structuring, strategizing, employment issues and other regulatory matters
- Advised a venture capital firm focusing on early-stage deep tech companies in the structuring of a fund issuing interests to investors in the form of digital tokens
- Advised a foreign institutional investor on tax, REIT and corporate matters in an \$856 million acquisition of more than 100,000 acres of timberlands, as well as structuring for the related mill operations