



MATT BRINKER

PARTNER

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BIOGRAPHY

Matt Brinker focuses his practice on mergers and acquisitions, private equity and venture capital, start-up and emerging growth companies, joint ventures, and other business and commercial transactions, including employment agreements.

Client Experience

- Middle-market private equity firms and their portfolio companies in numerous M&A transactions, on the buy-side and the sell-side, domestic and international, including transactions with complex preferred equity financing and/or senior secured and mezzanine debt financing
- Founders, entrepreneurs and start-ups, as well as investors, in a variety of sectors, such as Finance & FinTech, Healthcare & MedTech, Pharma Services, Logistics & Delivery Services, Consulting & Business Services, Hospitality & Entertainment and Food Services
- Early-stage and emerging companies in capital-raising transactions—from seed rounds and angel investments to Series A/ B/C etc. rounds and control investments
- Closely-held businesses as “outside general counsel” on various commercial and corporate matters
- B Corps and other benefit companies on organizational, governance and compliance matters

COMMUNITY & PROFESSIONAL

- Association for Corporate Growth (ACG Philadelphia), Member

HONORS

Pennsylvania Super Lawyers, Rising Star, Business and Corporate, 2018-Present

EDUCATION

J.D., Order of the Coif, *magna cum laude*, Temple University Beasley School of Law, 2012

- *Temple Law Review*, member
- Josef Jaffe Corporate Law Scholarship

M.B.A., Indiana University Kelley School of Business, 2009

B.A., Phi Beta Kappa, Johns Hopkins University, Writing Seminars, 2006

ADMISSIONS

Pennsylvania
New Jersey

REPRESENTATIVE MATTERS

M&A REPRESENTATIONS

- Represented an international agrosience testing and services company in its strategic acquisition of a contract research site and services business, including long-term leases for the research farms used in the business.
- Represented the founders of a clinical trial and pharmaceutical development consulting and technology company in their exit sale to a PE-backed international pharma services conglomerate for consideration in excess of \$50 million, including cash and rollover equity.
- Represented the founders of a SaaS technology company in the auto repair shop industry in their exit sale to a private equity buyer for consideration in excess of \$55 million, including cash and rollover equity.
- Represented an app-based construction site management software provider and its founder in the sale of all of the company's assets to a strategic acquirer.
- Represented a middle market private equity fund in its carve-out acquisition of a portfolio company in the electronic component manufacturing industry and then subsequent sale to a strategic acquirer.
- Represented a private equity fund in its acquisition of a specialty transportation services company and then in its growth and exit sale for \$70+ million to another private equity buyer.
- Represented a private equity-backed national courier and logistics company in connection with its strategic acquisition of another national courier and logistics company for \$40+ million and then several strategic bolt-on acquisitions from \$5+ million to \$20+ million.
- Represented a healthcare technology company in its strategic sale to a large international conglomerate for \$140+ million.
- Represented the selling group, including two founding shareholders, in e-commerce company's sale to a private-equity-backed strategic acquirer for \$30+ million, including rollover equity and earn-out consideration.
- Represented a staffing company in its \$50+ million sale, including rollover equity, to a private equity buyer.
- Represented a medical device R&D company in the sale of certain proprietary products and associated IP rights to a strategic acquirer for \$150+ million.
- Represented a transportation and logistics company in the oil and gas industry in connection with its acquisition of a majority interest in a privately held transportation logistics company for \$19+ million, plus future earn-out and other contingent consideration.
- Represented the founder and sole shareholder of a national telecommunications services company in connection with the company's approximately \$26 million sale to a private equity buyer and with the founder's lease of real estate and \$6+ million mezzanine loan to the post-closing company.
- Represented a custom software design company with operations in the U.S. and Israel in connection with a strategic buyer's acquisition of substantially all of the assets and liabilities of the company in exchange

for equity.

- Represented a diversified manufacturing business in connection with its corporate reorganization and approximately \$22 million affiliated debt restructuring for tax purposes in contemplation of a sale of certain business lines.
- Represented the lead investor group in the acquisition of a controlling interest in a specialty grocery business from its founder for approximately \$4 million.
- Represented a software provider and its founder in connection with the sale of the company to a strategic buyer for \$7+ million, plus additional earn-out consideration.
- Represented a private equity fund in connection with its acquisition and equity financing of a manufactured home financing company for approximately \$10 million.
- Represented a private equity fund in connection with its acquisition and preferred equity financing of a construction supply and financing company for approximately \$10 million.
- Represented a long-standing Philadelphia-area nonprofit providing community support services in its merger of equals with another similar non-profit for the purposes of creating a larger and more sustainable network of support services to various communities throughout Philadelphia.

DEBT & EQUITY FINANCING REPRESENTATIONS

- Represented a private equity fund and its portfolio companies in the specialty transportation services industry in connection with their \$32+ million credit facilities, including senior secured term and revolving debt and unsecured mezzanine debt, as well as with \$13+ million in vehicle financing transactions.
- Represented rapidly growing construction finance start-up and its lead investor in the company's \$10 million Series A and later \$30 million Series B funding rounds.
- Represented FinTech start-up in connection with its approximately \$2 million offering of convertible promissory notes and later \$5+ million series seed financing round.
- Represented a special purpose investment fund in its \$12+ million preferred equity investment in a hospitality enterprise certified as a B Corp.
- Represented a private equity fund in its \$10 million Series A investment in an alternative financial solutions start-up focused on higher education.
- Represented a medical devices company in its offering of approximately \$5 million in convertible promissory notes.
- Represented the lead investor in its purchase and subsequent sale of a controlling interest in a distressed debt fund holding approximately \$5 million of defaulted indebtedness of a paper processing business.
- Represented a private lending fund in connection with various acquisition and revolving credit facilities to professional practices.
- Represented a development-stage medical device company in connection with its various offerings of over \$6 million in preferred equity capital.

- Represented a life sciences company in connection with its \$2 million offering of Series C Preferred Stock.

PRACTICE FOCUS

- Business & Commercial Transactions
- Private Equity & Venture Capital
- Debt & Equity Financing Transactions
- Mergers & Acquisitions
- General Business & Corporate Counseling
- B Corps & Benefit Companies

INDUSTRIES

- Emerging companies
- Mid-Cap/middle market
- Venture capital
- Private equity
- Sustainable and mission-driven businesses

NEWS

Royer Cooper Cohen Braunfeld (RCCB) Announces Fourteen 2022 Pennsylvania Super Lawyers® and Rising Stars®

Firm News, May 26, 2022

Matt Brinker to Present at Total Impact Summit 2022: Investing for New Economies

Publication, May 16, 2022

Matt Brinker speaks at Total Impact Summit 2022

Speaking Engagement, April 27, 2022

RCCB Participates In the Relaunch of Maker Meetup

April 1, 2022

Eleven RCCB Attorneys Selected as 2021 Pennsylvania Super Lawyers and Rising Stars

Firm News, June 3, 2021

PUBLICATIONS

Getting to Clarity: 25 Tips for Drafting Better Agreements
Speaking Engagement, *National Business Institute*, November 2020

SPEAKING ENGAGEMENTS

Maker Meetup: What's on your (Legal) Mind: Office Hours with Two Emerging Company Lawyers
Event, Philadelphia Science Center, April 6, 2022