

## PRIVATE EQUITY

### OVERVIEW

BCLP advises the key participants at every stage of private equity transactions, including limited partners, general partners, other private equity sponsors and alternative asset managers, management teams, lenders and portfolio companies.

We advise on all aspects of private equity, from funds formation to buy-outs, add-ons, co-investments, minority investments and management incentives, right through to dispositions and other types of exits.

BCLP's geographic footprint allows our global Private Equity M&A team to advise private equity clients all over the world. Working from 31 offices, our advice has touched countries throughout the Americas, Asia, Europe, the Middle East and Africa.

We advise on private equity deals in a number of key sectors, including agribusiness, food and beverage, consumer goods, healthcare and healthcare services, rail services and logistics, energy services, chemical, retail, technology and telecommunications, branded and white label manufacturing, real estate and infrastructure.

Representing fund sponsors in portfolio acquisitions, investments, add-on investments, co-investments and advising on exit strategies is the core of our Private Equity M&A practice, and we have closed more than 200 deals for private equity clients in the past 5 years. We frequently rank among the most active firms for U.S. M&A deal volume, particularly in the middle-market, and we are recognized by Legal 500 as leaders in middle-market transactions. Approximately one third of our firmwide M&A deals involve private equity, and we regularly leverage our global platform of over 1,200 lawyers to bring value-driven results.

Our difference:

- “One Firm” approach - we offer an integrated, full-service approach globally to address the various legal areas impacting your transaction.
- Senior-level attention - middle-market deals tend to veer off in different directions. When your deal encounters challenges, you need legal professionals at the ready to manage the situation. At BCLP, we take pride in maintaining senior-level attention throughout the deal to provide constant, real-time problem solving.

- Meaningful middle-market connections - whatever your deal needs, we have relationships that can facilitate and often save a transaction.
- Value-driven deal making - we've honed our ability to make deals happen by structuring transactions with risks and rewards that both align with our client's goals and create value for negotiations with the other side.
- International experience - the Private Equity M&A attorneys in our global offices have substantial international experience.

## MEET THE TEAM



### **John P. Goebel**

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## RELATED PRACTICE AREAS

- M&A & Corporate Finance
- Funds Finance
- Real Estate Private Equity, Investments & REITs
- Start-Up & Venture Capital Practice
- Structured Finance

## AREAS OF FOCUS

- Private Investment Funds

## EXPERIENCE

### **Our Private Equity experience across the EMEA region includes advising:**

- Tattarang Group, one of Australia's largest private investment firms, owned by Andrew and Nicola Forrest, on its acquisition of R.M. Williams, an Australian footwear and clothing company from L Catterton, the largest consumer-focussed private equity firm in the world;
- leading UK-based private equity firm GSH Capital on the pre-pack acquisition of Amsterdam-headquartered global IT services business, Getronics, which provides a full suite of ICT services for many global brands and organizations. This deal is significant as GSH Private Capital's first transaction in the IT sector and its first in the Netherlands;
- Fosun International Limited, one of the world's family-focussed multinational companies, in relation to the acquisition of a majority interest in Tenax Capital, a boutique private equity company headquartered in London. Tenax will become one of Fosun's most important European asset management platforms, providing European and global investors new and innovative investment solutions and access to China's fast-growing financial markets;
- Clearbell Capital LLP, a private equity real estate fund management business, on its indirect disposal of a portfolio of 23 logistics assets for £120 million;
- CERF S.à.r.l., a member of the group of entities doing business as The Carlyle Group on the acquisition of senior housing developer, Beechcroft Group from a fund managed by Alchemy Partners and the company's senior management team. The transaction is backed by investment from Carlyle Europe Realty, a €540 million pan-European real estate fund;
- a specialist healthcare private equity investor on its acquisition by way of share purchase of the holding company of a UK-based diagnostics, treatment and fitness facility used by Premiership football clubs and other sports teams; and
- a London-based private equity firm on its acquisition of a payments company, operating a network of retail and service-sector payment terminals.

### **Our Private Equity experience across the US includes advising:**

- a Denver-based private equity firm on numerous portfolio investments in the retail, transportation, agribusiness and energy services sectors;
- a private equity fund focused on investments in early-stage health and wellness brands, on several investments into food, beverage and candy manufacturers;
- a fundless sponsor on the sale of several platform companies in the consumer products, construction and interiors sectors;

- the affiliates of a New York-based leading global private equity firm with global locations, focused on growth investing in 11 completed or pending acquisitions since 2016. Seven of these were in the health care services or health care IT space;
- a large Canadian-based family office on the acquisition and disposition of numerous companies in the restaurant industry; and
- an upscale grocery chain, the platform company of a private equity firm focused on the middle-market, on its sale to one of the largest food retailers in the U.S.

## RELATED INSIGHTS

News

Dec 19, 2023

### **BCLP Earns Honors in Paris from Décideurs for 36 Practice Areas**

News

Nov 13, 2023

### **BCLP's Tax Practice gets boost with new partner**

Awards

Oct 04, 2023

### **The Legal 500 UK ranks BCLP in 54 practice areas and recognizes 74 lawyers as "leading individuals"**

Insights

Apr 23, 2023

### **SEC Proposes Sweeping Expansion of Custody Rule**

Insights

Apr 17, 2023

### **Improving liquidity for Asian real estate investors - Part 3**

A common route for property owners to effect divestiture of their real estate assets to de-risk their investments and to improve liquidity is to sell down part of the asset and form a joint venture with the buyer. Alternatively (or as a hybrid), an owner may sell the whole or part of its properties – but on the basis that it receives a lease back immediately on completion so that it can continue to use the property (or properties). In this third article in our "Improving Liquidity for Asian Real Estate Investors" series, we explore sale and leaseback arrangements and how these arrangements can help de-risk investments and provide liquidity for real estate investors in Asia. In case you missed them, you may be interested in Part 1 and Part 2 in the series which examined the key issues that Asian real estate investors should consider if they are contemplating a partial sale and entering into a joint venture with a new capital or op...

Insights

Apr 11, 2023

## **Improving liquidity for Asian real estate investors - Part 2**

In this second article (in our three part series which explores joint venture and sale and leaseback arrangements for Asian real estate investors), we examine some of the key economic considerations that investors should bear in mind when considering selling down interests and forming a joint venture (JV) involving Asian real estate: (i) funding, (ii) distributions and waterfalls and (iii) exit mechanisms. In case you missed it, the first article in the series 'Improving liquidity for Asian real estate investors - Part 1' where we discussed some of the other key JV considerations for Asian real estate investors (e.g. structure, governance and control, conflict of interests and deadlock) is available for you to read.

Insights

Mar 23, 2023

## **Improving liquidity for Asian real estate investors - Part 1**

Three years after the outbreak of COVID-19, restrictions have finally eased in Asia. However, investors in the region are still feeling its effects as well as headwinds caused by higher interest rates, rising inflation, supply chain constraints and tightening labour markets – not to mention the potential impact on the broader banking system of the recent failures of Silicon Valley Bank and Signature Bank in the US. These are challenging times and Asian real estate investors have certainly not been immune to these challenges. Investors in many locations (including Asia) are experiencing property market slumps partly driven by unfavourable revaluations by lenders and banks of mortgaged properties and the calling in of loans or the anticipated calling in of loans. This is a time when property owners may need to consider ways to de-risk their investments and to improve liquidity by divesting (wholly or partly) of their real estat...

News

Oct 07, 2022

## **BCLP welcomes new partner to strengthen Corporate/M&A and Private Equity Practice**

Awards

Sep 28, 2022

## **Legal 500 UK 2023**