



## Dr. Thilo Winkeler

### Partner

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## OVERVIEW

Dr. Thilo Winkeler is a partner in the Berlin office and a member of the Emerging Growth and Venture Capital practice group. He provides comprehensive advice in the areas of venture capital/emerging growth and mergers and acquisitions, in particular in connection with tech and digital transactions (fintech, health tech, SaaS). In addition to established startups, Thilo also accompanies international VC funds. He advises on the setting up of startups, their financing rounds, management participation, acquisitions, and sales. The majority of his transactions have an international context.

## PROFESSIONAL BACKGROUND

Thilo joined K&L Gates in October 2016. He has been a lawyer since 2001 and was a partner in a US law firm in Frankfurt from 2007 to 2016.

## ACHIEVEMENTS

- Nominated in *Best Lawyers in Germany*™ 2023 for Mergers and Acquisitions Law in Berlin
- Recommended in *JUVE Private Equity and Venture Capital* as well as in *JUVE M&A* as "excellent contract structuring and advice" and "top connected, super market presence," 4 September 2023

## EDUCATION

- Second Legal State Exam, Higher Regional Court of Frankfurt/Main, 2001
- Dr. iur., Ernst-Moritz-Arndt-University of Greifswald, 1999
- First Legal State Exam, University of Passau, 1997

## LANGUAGES

- English

- German

## OTHER PUBLICATIONS

- SPACS on the advance, *Börsenzeitung*, 2 April 2008, with Marc V. Kramer
- SPACS - In Search: Are SPACS an Alternative to Private Equity Investors?, *Finance*, March 2008
- What is a deadlock with a shoot-out?, *Finance*, April 2006
- What is a Basket, actually?, *Finance*, November 2005
- Due Diligence - Hidden - Concealed contributions in kind in share deals, *Finance*, March 2005
- One step forward - News on the taxation of private equity funds, *Finance*, February 2005
- On the criminal liability of issuing audit certificates with incorrect content, *Nomos Verlag*, 1999

## NEWS & EVENTS

- 19 December 2023, K&L Gates Advises Balderton Capital on Investment in Scalable Capital
- 22 June 2023, Nearly 50 K&L Gates Lawyers Throughout Europe Recognized in 2024 Best Lawyers, Ones to Watch Editions
- 6 October 2021, K&L Gates Advises Sinch AB on \$1.9 Billion Acquisition of Pathwire
- 18 June 2021, K&L Gates Acts for Sweden's Sinch in US\$1.3 Billion Australian Acquisition
- 23 February 2021, K&L Gates Advises Sinch AB on \$1.14 Billion Acquisition of U.S. Telecom Provider Inteliquent
- 12 November 2020, K&L Gates Advises Sinch AB on Acquisition of SAP Digital Interconnect
- 14 May 2020, K&L Gates Advises Vintage Investment Partners on €27 Million Series-B Fundraising for Software Company Zeitgold
- 6 January 2020, K&L Gates Advises KKR on Sale of European Locomotive Leasing
- 22 November 2019, K&L Gates Advises Arena Holdings on Celonis Series C Financing
- 12 May 2017, K&L Gates Advises CLX Communications on Cross-Border Acquisition of Dialogue Group Ltd.
- 4 October 2016, K&L Gates Bolsters Corporate, Venture Capital Practices with Berlin Partner Addition

## MEDIA MENTIONS

- Mentioned, "Enphase Energy acquires GreenCom with Friedrich Graf von Westphalen," *JUVE*, 6 October 2022

- Mentioned, "GÖRG advises GreenCom Networks shareholders on sale to Enphase Energy," *RWS Verlag*, 27 September 2022
- Mentioned, "Skadden advises client Celonis for the first time in a financing round," *JUVE*, 23 September 2022
- Mentioned, "US investors invest with Gleiss and K&L Gates at Persiono," *JUVE*, 15 October 2021
- Mentioned, "Sinch acquires Messenger People with K&L Gates and KPMG," *JUVE*, 8 October 2021
- Mentioned, "Celonis raises \$1 billion with Jones Day," *JUVE*, 10 June 2021
- Mentioned, "Cint buys 91 percent of Gapfish for EUR 25.5 million," *Marktforschung*, 8 June 2021
- Mentioned, "PwC Legal advises sevDesk on Series B financing round," *PwC*, 27 May 2021
- "Raue and numerous other law firms secure air cab financing", *JUVE*, 12 May 2021
- "Mambu secures a further 110 million euros with Vogel Heerma Waitz, Weil advises lead investor", *JUVE*, 13 January 2021
- Mentioned, "Consortium acquires locomotive lessor ELL from KKR," *JUVE*, 7 January 2020

## AREAS OF FOCUS

- Emerging Growth and Venture Capital
- Mergers and Acquisitions

## REPRESENTATIVE EXPERIENCE

### Emerging Growth and Venture Capital

- Balderton Capital in connection with a Series E+ financing round to Scalable Capital.
- Altimeter in connection with a Series E financing round to Personio SE.
- Arena Holdings in connection with a financing round to Sevdesk GmbH.
- Arena Holdings in connection with a Series D financing round to Celonis SE.
- Arena Holdings in connection with a Series D financing round to Mambu B.V.
- Arena Holdings in connection with a Series C financing round to Celonis SE.
- Centrica plc. in connection with a Series D financing round/convertible loan in GreenCom AG.
- Continental AG in connection with the acquisition of shares in Volocopter GmbH during the company's Series D financing round.
- Continental AG in connection with a financing round to Blickfeld GmbH.
- DiaMonTech GmbH in connection with a Series A financing round.

- IEG Investment Banking Group on the investment in Doctorbox GmbH.
- A venture capital and private equity firm in connection with an investment in a medical equipment manufacturer.
- Schell Games on the investment in holotide GmbH.
- Vintage, one of Israel's largest VC funds, in connection with a Series B financing round to Zeitgold GmbH.

### **Mergers and Acquisitions**

- Avenue Europe International Management LP in connection with the acquisition of the global Schletter Group.
- Chembio Systems Inc. in connection with the acquisition of OpTricon GmbH.
- Cint AB in connection with the acquisition of GapFish GmbH.
- KKR on the sale of ELL European Locomotive Leasing GmbH & Co. KG.
- German law aspects of the merger between an American manufacturer of optical materials and semiconductors and a manufacturer of optical communication components and subsystems.
- Immobilien Scout GmbH in connection with the sale of classmarkets GmbH to Kimeta GmbH.
- Insitu GmbH company in connection with the sale of all shares to Medwing GmbH.
- Sinch AB in connection with the acquisition of MessengerPeople.
- Sinch AB in connection with its acquisition of Pathwire.
- Sinch AB in connection with the acquisition of the global communication unit SAP Digital Interconnect.
- Sinch AB in connection with the acquisition of Xura Secure Communications GmbH.
- Cooperative banks in connection with the acquisition of Fincompare GmbH.