



Daniel Atkin

Partner

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OVERVIEW

Daniel Atkin is a corporate lawyer with a focus on M&A and private equity/venture capital transactions. He has worked on matters across a range of industries particularly in the technology, financial services, health and energy industries (domestic and cross-border). He advises on the full cycle of investment work, from initial acquisition/investment to bolt on acquisitions, restructures, contracting arrangements and employee incentive plans to ultimate exits.

Dan works with domestic and international large corporates, private equity, venture capital and corporate venture funds, and emerging companies.

PROFESSIONAL BACKGROUND

Prior to joining the firm, Daniel was a partner in the M&A and Private Equity group at a national Australian law firm.

ACHIEVEMENTS

- Recognised in *Legal 500 Asia Pacific* for Corporate and M&A, 2015 and 2017

EDUCATION

- LL.M., The University of New South Wales, 2006
- LL.B., University of Newcastle, 1999
- B.S., University of Melbourne, 1995

ADMISSIONS

- High Court of Australia
- Supreme Court of New South Wales

- Supreme Court of Victoria

THOUGHT LEADERSHIP POWERED BY HUB

- 31 March 2020, Expanding Your Fintech/Payments Business to the U.S. (*BlogPost*)
- 2 August 2019, Australian Mid-Market M&A Report (*Alerts/Updates*)
- March 2019, Directors' Duties: What You Need to Know (*Webinar*)
- 15 April 2016, Early Stage Investment Tax Incentives Bill Introduced (*Alerts/Updates*)

NEWS & EVENTS

- 11 July 2019, K&L Gates Advises on Acquisition of Montessori Academy Group (*Press Release*)
- 31 May 2019, K&L Gates Advises RATCH-Australia on 226MW Collector Wind Farm (*Press Release*)

AREAS OF FOCUS

- Mergers and Acquisitions
- Benefits and ESOPs
- Emerging Growth and Venture Capital
- Executive Compensation
- Private Equity Transactions

INDUSTRIES

- Financial Services
- Fintech

REPRESENTATIVE EXPERIENCE

Mergers & Acquisitions

- Acted for CapGemini on its acquisition of WhiteSky Labs (one of the world's largest independent Mulesoft full-service consultancies).
- Advising the sellers of PRP Diagnostic Imaging on the sale of a 70% interest to HengKang Medical Group Co, Ltd, a Shenzhen-listed company, which involved a complex restructuring of the PRP group prior to completion.
- Acted for MyXplor (childcare management software) on its sale to Advent International (UK).

- Acted for the sellers of Hotels Combined Pty Ltd, a hotel metasearch engine, in the sale of the company to Kayak Software Australia Pty Ltd, a subsidiary of Booking Holdings Inc (a U.S. company).
- Represented eight owner-managers of Australia-based Virtual Machine Technology Pty Ltd, a leading, independent Secure MultiCloud Service Provider, on its sale to Telstra Ltd, Australia's leading provider of mobile phones, devices, home phones, and broadband internet.
- Advised a wholly-owned subsidiary of HKSE-listed Greentown Service Group Co., Ltd on its acquisition of a majority interest in Montessori Academy Group Pty Ltd at an enterprise value of AUD120 million.
- Advising Macquarie Bank on the sale of SHI Holdings Pty Ltd (Surf Hardware/FCS) to SurfStitch Limited.
- Representing the Shareholders of HMIA Pty Ltd in connection with the sale of a majority interest to Steadfast Underwriting Agencies Holdings Pty Limited a subsidiary of Steadfast Group Ltd.
- Advising Pybar Mining Services on its mining joint venture arrangements with Unity Mining Limited (Gold) and subsequent scheme of arrangement.
- Advised EnergyAustralia Investments Pty Ltd on its 49% acquisition of Echo Group Corporation Pty Ltd, a solar and LED lighting company. The deal also included a put and call option for EnergyAustralia to acquire the remaining shares within five years following completion.
- Advising RES Australia on the sale of the Taralga wind farm to CBD Energy.
- Advising CMO Compliance (a global market leader in governance and risk compliance software) on Inflexion Private Equity's investment in the company.
- Advising DNV GL Group AS on its acquisition, through its Australian and Japanese subsidiaries that form part of its Business Assurance Group, of the International Standards Certification business in Australia and Japan.
- Advising two target companies, Mirror Image International Holdings and MIA Technology Australia Pty Ltd, and six independent companies as the vendors, on the sale of shares in the two target companies to Digital Turbine, a NASDAQ listed company.
- Acted for Rapiscan Australia Pty Ltd, the Australia subsidiary of OSI Systems Inc, in its acquisition of the entire issued share capital of SX Technologies Pty Ltd.
- Assisted Mmodal's U.S. counsel on the separation and restructure of Mmodal's technology and services businesses in Australia immediately prior to the sale of Mmodal's technology business to 3M Corporation.

Venture Capital, Private Equity and General Corporate

- Advising many corporates and emerging companies on fundraising, M&A, corporate and commercial contracting matters, including PRP Diagnostic Imaging, Spaceship Financial, Plutora, Fluent Retail, Hotels Combined and LAF Australia.
- Advised Grace Loves Lace on the sale of a majority interest to private equity fund, Seidler Equity Partners.
- Advising CMO Compliance (a global market leader in governance and risk compliance software) on Inflexion Private Equity's investment in the company.

- Advising Telstra Corporation, Telstra Ventures on multiple investments (including Whispir and Compare 88).
- Advising AGL Energy on its investments into Sunverge Energy Inc, and Solar Analytics, August Home, AMS, and Ecobee, Activate Capital and its proposed investment into Blockchain Capital.
- Advising Blackbird Ventures on multiple portfolio investments (including Safety Culture, Harrison A.I., Eucalyptus and Canva).
- Advising AirTree Ventures on multiple portfolio investments (including Prospa, Expert360, MyXplor, Qwir and Hyper Anna).
- Advised Main Sequence Ventures on multiple portfolio investments (including V2 Foods, Gilmour Space, Presien, Inventia and Practera).
- Advising many other venture capital firms and corporate venture firms of portfolio investments including for Square Peg, Singtel Innov8, Sequoia, Macquarie Bank, Deloitte, Artesian, Pie Lab, King River Capital and AMP.
- Advising multiple technology accelerator programs, including muru-D (Telstra program), Startmate and Pollenizer on program structuring, investment platforms and operational matters.

Capital Markets

- Acted for Integrated Payment Technologies (payments technology) on its IPO on the ASX.

Fund Establishment

- Acted in relation to the establishment of venture capital and private equity funds including for Main Sequence Ventures, King River Capital, Stafford Private Equity, Tempus Partners and many more.