



James Cross

Partner

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OVERVIEW

James Cross is a partner and a member of the Private Equity practice group. He has a broad range of international corporate experience with particular knowledge in all forms of private equity transactions. This encompasses buy-outs, secondary transactions, restructurings and bolt-on acquisitions, acting either for investors or management.

James has advised numerous private equity sponsors on auction processes/bids, including AGIC Capital, Anacap Financial Partners, August Equity, Aurelius, Averroes Capital, Blandford Capital, BlueGem, CBPE Capital, Clarion Capital Partners, Duke Street, ECI Partners, EMK Capital, Endless, EQT Partners, ESO Capital, Graphite Capital, Horizon Capital, Inflexion, Inspirit Capital, Leeds Equity Partners, Nova Capital, Orangewood Partners, Piper, Risk Capital Partners, Rubicon Partners Industries, Soho Square Capital, Sovereign Capital, STAR Capital Partners and Vitruvian.

He has particular experience acting for management teams. This includes in relation to Leaders Romans Group, Sequence Care Group, Texecom, Casa.it, atHome Group, City & County Healthcare, Côte Restaurants, Gatwick Airport, Griffin Global Group, Grupo Primavera, Microgen Financial Systems, Pret a Manger, SafetyKleen, Samsonite, Stowe Family Law, Tax Systems, Touchstone Group, TrustQuay and Weir Group Plc's Flow Control division. He also has particular capabilities advising investors from China and the US on cross-border acquisitions of, and investments in, UK and European businesses and on complex corporate carve-outs.

PROFESSIONAL BACKGROUND

Prior to joining the firm, James worked for several international law firms. James qualified in 2004.

ACHIEVEMENTS

- Recognised by *The Legal 500 United Kingdom* edition as a Recommended Lawyer for M&A: lower mid-market deals, £100m-£750m and Private equity: transactions - mid-market deals (up to £250m) in London, 2024

EDUCATION

- Legal Practice Course, Nottingham Law School, 2002
- LL.B., University of Essex, 2001

ADMISSIONS

- Solicitor of the Senior Courts of England and Wales

NEWS & EVENTS

- 11 August 2023, K&L Gates Advises Flywheel Partners on Freshcut Foods Investment
- 27 January 2022, K&L Gates Advises Leaders Romans Group CEO and Management Team on Acquisition
- 25 January 2022, K&L Gates Advises Soho Square Capital LLP on Investment and Partnership with Oliver James
- 27 September 2021, K&L Gates Assists Go Instore in Acquisition by Emplifi
- 5 August 2021, K&L Gates Advises Proxima Group on EST Partners' Support for Proxima's Buy and Build Programme
- 6 November 2020, K&L Gates Advises Exact Sciences Corporation on Acquisitions of Cancer Detection Companies, Common Stock Sale
- 2 October 2020, K&L Gates Advises Inspirit Capital on Investment in Europe's Largest Digital Cinematography and Hire Facility
- 6 April 2020, K&L Gates Advises Shareholders of Pedal Pulses Limited/Margaret Dabbs London on Investment by Best World International
- 26 February 2020, K&L Gates Advises Management of atHome Group on Sale from Oakley Capital
- 7 February 2020, K&L Gates Advises ESO Capital on Investment in Arcus FM
- 4 February 2020, K&L Gates Advises Touchstone Group's Management Team on Merger with Microgen
- 3 December 2019, K&L Gates Advises BARBRI on Acquisition of UK Legal Training Provider Kaplan Altior
- 2 October 2019, K&L Gates Advises Naked Wines Plc on Sale of Lay & Wheeler Business Unit
- 25 March 2019, K&L Gates Advises Tax Systems plc on £114 Million Recommended Cash Acquisition by Bowmark Capital
- 28 February 2019, K&L Gates Advises Management on First Reserve's Acquisition of Weir Group Plc's Flow Control Division
- 6 September 2018, K&L Gates Adds Prominent Private Equity and Corporate Partner to London Office

MEDIA MENTIONS

- Mentioned, "Stout Advises Inspirit Capital on the Acquisition of CWind," *India Investment News*, 11 October 2023
- Mentioned, "Soho Square Invests in Assured Data Protection," *The Deal*, 13 October 2023
- Mentioned, "Falfurrias Capital Backs Media Agency Brainlabs," *The Deal*, 19 September 2023
- Mentioned, "Forecourt Equipment Acquisition Wins Deal of the Month," *Insider Media Limited*, 15 May 2023
- Noted, "Oakley Capital's \$6.8 Billion Merger With Cegid Group," *Global Legal Chronicle*, 27 July 2022

AREAS OF FOCUS

- Mergers and Acquisitions
- Corporate and Acquisition Finance
- Emerging Growth and Venture Capital
- Private Equity Transactions

INDUSTRIES

- Financial Services
- Private Equity

REPRESENTATIVE EXPERIENCE

- Advised Soho Square Capital on its structured minority growth investment in Assured Data Protection, a managed-service provider focused on backup and disaster recovery.
- Acted for Inspirit Capital on the carve-out of CWind, a leading provider of offshore wind support services, from Global Marine Group.
- Advised Piper PE LLP on its investment in Ancient + Brave, a mission-driven wellness brand.
- Advised Falfurrias Capital Partners on its investment in international media agency Brainlabs.
- Advised Soho Square Capital on its investment and partnership with xDesign, a rapidly growing digital consultancy.
- Acted for August Equity on its investment in StarTraq, a leading compliance software business providing solutions for offence processing, licensing, and permitting.
- Acted for August Equity portfolio company StarTraq on its acquisition of leading GovTech business Farthest Gate.

- Advised Flywheel Partners on its investment in Freshcut Foods, the UK's leading producer of high-added value plant-based ingredients.
- Acted for Soho Square Capital portfolio company Arcus FM on its acquisition of Trios Group from Rcapital.
- Acted for the management team of the European division of AIR-serv, a leading designer and manufacturer of air, vacuum, and jet-wash machines, on its acquisition by Caledonia Investments plc.
- Acted for Aurelius portfolio company CTD Tiles on the add-on acquisition of 13 UK branches from Tile Giant.
- Advised Orangewood Partners on its investment in Barrington James, a leading global recruitment firm that primarily serves the pharmaceutical, biotechnology, and medical device sectors.
- Advised an FTSE 100 global group on various acquisitions, investments, and disposals.
- Advised August Equity portfolio company Air IT on its acquisitions of Scoria Limited, Silverbug Limited, and Vital Technology Group Limited.
- Advised Grosvenor Food & AgTech on their investment in leading UK recipe box company Gousto as part of a US\$230 million secondary placement.
- Advised Soho Square Capital on its investment and partnership with Oliver James, an international recruitment and consulting provider.
- Advised Gardien Holdings on the auction sale of Ucamco N.V., the global market leader in PCB CAM and Pre-CAM software, laser photoplotters, and direct imaging systems.
- Acted for the management team of TrustQuay, a leading technology provider to the global trust, corporate, and fund services industry, by Silverfleet Capital to Hg.
- Acted for the management team of Leaders Romans Group on the acquisition of the business by Platinum Equity from existing investor Bowmark Capital.
- Advised video-powered retail platform Go Instore on its acquisition by Emplifi, a leading unified customer experience platform and a portfolio company of Audax Private Equity.
- Acted for the management team of Oakley Capital portfolio company Grupo Primavera on the strategic combination of the leading business software provider in Iberia with Cegid, a leading provider of cloud-based management solutions.
- Acted for the management team of Sequence Care Group on the acquisition of the business by Intriva Capital from existing investor Horizon Capital.
- Acted for Sonmarg Capital on its acquisition of BWS Standfast Security Systems, a market-leading provider of security, fire, and safety systems.
- Advised the shareholders of international design firm Elmwood on its acquisition by LDC-backed international marketing group MSQ to create a new global design agency model.

- Advised Proxima Group, a leading US and UK procurement consulting firm, in respect of its recapitalisation, backed by Pricoa Private Capital, and on EST Partners LLP's support for Proxima Group's buy and build programme.
- Acted for Endless on the sale of Theo Fennell, one of Britain's premier and iconic British jewellery and silverware brands.
- Advised management on Oakley Capital's sale of Casa.it, one of the leading players in the online real estate classifieds market in Italy, to the EQT IX fund.
- Acted for Inspirit Capital on an investment in Procam Group, Europe's largest digital cinematography and hire facility.
- Advised ESO Capital on its investment in leading facilities management company Arcus FM.
- Acted for Continuance Capital on the acquisition of PeterLynn Limited, a leading converter of digital and flexographically printed labels.
- Advised management on LDC's acquisition of Texecom, the UK's leading manufacturer of electronic security products and services, from FTSE 100-listed technology group Halma plc.
- Advised August Equity portfolio company Business Systems on its acquisition of acrinax, a provider of Contact Centre-as-a-Service and Workforce Engagement Management solutions.
- Acted for First Reserve portfolio company Trillium Flow Technologies on the acquisition of Red Point Valves B.V., a market leader in the fast-delivery of specialty valves.
- Advised the shareholders of Pedal Pulses Limited, trading as Margaret Dabbs London, on an investment by Best World International.
- Advised management on Oakley Capital's sale of a majority stake in atHome Group to Mayfair Equity Partners.
- Acted for Leeds Equity Partners portfolio company BARBRI on the acquisition of Kaplan Altior, a leading provider of training courses for legal professionals in the UK.
- Acted for the management team of Touchstone Group on its merger with Microgen Financial Systems (a portfolio company of Silverfleet Capital).
- Advised Naked Wines Plc on the sale of the entire issued capital of Lay & Wheeler Limited and Vinotheque Holdings Limited, which together constitute the Lay & Wheeler business unit.
- Acted for the management team of Weir Group Plc's Flow Control division on First Reserve's £275 million corporate carve-out purchase of Weir Group Plc's Flow Control division.
- Acted for the management team of Microgen Financial Systems on Silverfleet Capital's corporate carve-out purchase from Aptitude Software Group Plc.

- Advised certain managers of Tax Systems plc and Tax Systems plc in connection with the recommended cash acquisition by Stripes Bidco Limited, a wholly-owned subsidiary of funds advised by Bowmark Capital and its affiliates.
- Advised ESO Capital on its acquisition of Pyroguard, a manufacturer and global supplier of fire-resistant glass for the architectural and construction industries, from private equity investors Dunedin and NVM.
- Advised Endless on the sale of international travel media company Ink Global to The Stagwell Group.
- Advised the shareholders of Hydro International (including Hanover Investors) on the auction sale of Hydro International to Agilitas.
- Advised Endless on its acquisition of Capita Resourcing, a division of Capita Plc.
- Advised CBPE Capital on its acquisition of SafeChem Europe, a leading pan-European provider of services and products related to the safe and sustainable use of solvents for surface and dry cleaning.
- Advised GH0 Capital on its investment in Genesis Automation.
- Advised a Chinese investor on the acquisition of a global marketing business from Bridgepoint Capital for €1billion.
- Advised iManage on its acquisition of AI business RAVN Systems.
- Advised Naked Wines on its sale to Majestic Wine Plc.
- Advised CBPE Capital on its acquisition and sale of an award-winning French bistro chain of Côte Restaurants.
- Acted for BGF on its £6.25 million investment in Apex Housing Group, an innovative airspace property developer.
- Acted for Sovereign Capital and management on the auction sale of City & County Healthcare and management roll-over into Graphite Capital's acquisition structure.
- Advised Wind Point Partners-backed Pelsis on their acquisition of a European environmental care business.
- Acted for Kelway and its shareholders on an investment in Kelway by, and subsequent sale to, CDW.
- Acted for CBPE Capital LLP on its acquisition of Xafinity Consulting from the Advent International-owned Equiniti Group.
- Acted for HIG Europe's portfolio company Fibercore on their bolt-on acquisition of Fibertronix.
- Advised HIG Europe-backed Brand Addition on its bolt-on acquisition of GatewayCDI, a US promotional merchandise distributor.
- Advised Nord Engine Capital on various investments in technology companies.
- Acted for a Chinese investor on its investment in global luxury fashion online platform Farfetch.

- Advised Vitruvian Partners and its portfolio company JacTravel on the acquisition of TotalStay Group, a major accommodation provider in the wholesale, retail, and consumer markets.
- Advised FTV Capital on its investment in award-winning financial services and technology organisation True Potential.
- Acted for L'Oreal on its investment in accelerator and incubator Founders Factory.
- Advised EPIC Investor and Cheyne Capital on their investment in a motorway service station business.
- Acted for Nobia on its acquisition of Rixonway Kitchens from August Equity, and subsequent acquisitions.
- Advised BlueBay Asset Management on its investment in the £80 million acquisition of a pub chain.
- Advised Squadron Capital on its investment in Chromogenix.
- Advised on the formation of the Channel 4 Growth Fund and acted for the Growth Fund on their first 13 investments.
- Advising Bauer Media on its acquisition of Absolute Radio.
- Acted for a US corporate on an investment in concierge and travel businesses.
- Advising online gaming platform Relax Gaming on corporate matters.
- Advising Naked Wines Plc on corporate matters.
- Advised a global corporate trust and services group on establishment of its European operations.
- Advised Indigo Capital on its investment in AVM Limited.
- Advised Oakfield Capital Partners, Advent Venture Partners, RIT Capital Partners, and Lansdowne Partners on various investment rounds in portfolio companies.
- Acted for AnaCap Financial Partners on the acquisition of a corporate trust and services business from IFG Group Plc.
- Advised a British media company on its administration and sale of its principal operating subsidiaries.
- Acted for a sovereign wealth fund on a co-investment in European infrastructure assets.
- Acted for five of the world's largest investors in relation to the sale / change of control of the manager of various real estate investment funds.
- Acted for H.I.G. Capital on its acquisition of a business from Cisco Systems, Inc.
- Acted for the global management team of Samsonite Corporation on the restructuring by its lenders and CVC Capital Partners.
- Acted for managers of Gatwick Airport on the sale by BAA to Global Infrastructure Partners for £1.5 billion.
- Acted for management on the buy-out of Pret a Manger by Bridgepoint Capital for £345 million.

- Advised the shareholders of a marketing company on its auction sale to a Canadian listed corporate and acting for the Nomad on the subsequent dual listing to AIM of the enlarged entity.
- Acted for the managers of Griffin Global Group on the corporate reorganisation of the group.
- Advised on Duke Street's acquisition of the subsidiaries of AIM listed Payzone Plc (in receivership).
- Advised on Nova Capital's sale of The Continuum International Publishing Group to Bloomsbury Publishing Plc.
- Advised on Augmentum Capital's co-investment with Monument Capital Group in US-based Persistent Sentinel.
- Advised Climate Change Capital on its buy-out of Climate Energy.
- Acted for Lightsource Renewable Energy in the acquisition of, and subsequent construction of, numerous solar parks in the UK.
- Advised Bauer Media on the acquisition of Scandinavia's SBS Discovery Radio Group, a leading commercial radio station operator in Denmark, Finland, Norway, and Sweden.