K&L GATES

James Cross

Partner

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OVERVIEW

James Cross is a partner at the firm's London office and is a member of the private equity practice group. He has a broad range of international corporate experience with particular expertise 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 Anacap Financial Partners, August Equity, BlueGem, CBPE Capital, Clarion Capital Partners, Duke Street, ECI Partners, Endless, EQT Partners, ESO Capital, Graphite Capital, Horizon Capital, Inflexion, Leeds Equity Partners, Nova Capital, Risk Capital Partners, Rubicon Partners Industries, Sovereign Capital, STAR Capital Partners and Vitruvian.

He has particular experience acting for management teams. This includes in relation to atHome Group, City & County Healthcare, Côte Restaurants, Gatwick Airport, Griffin Global Group, Microgen Financial Systems, Pret a Manger, SafetyKleen, Samsonite, Stowe Family Law, Tax Systems, Touchstone Group, 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 at Reed Smith, Simmons & Simmons, SJ Berwin and Dentons. James qualified in 2004.

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

- 6 April 2020, K&L Gates Advises Shareholders of Pedal Pulses Limited/Margaret Dabbs London on Investment by Best World International (*Press Release*)
- 26 February 2020, K&L Gates Advises Management of atHome Group on Sale from Oakley Capital (*Press Release*)
- 7 February 2020, K&L Gates Advises ESO Capital on Investment in Arcus FM (*Press Release*)
- 4 February 2020, K&L Gates Advises Touchstone Group's Management Team on Merger with Microgen (*Press Release*)
- 3 December 2019, K&L Gates Advises BARBRI on Acquisition of UK Legal Training Provider Kaplan Altior (*Press Release*)
- 2 October 2019, K&L Gates Advises Naked Wines Plc on Sale of Lay & Wheeler Business Unit (*Press Release*)
- 25 March 2019, K&L Gates Advises Tax Systems plc on £114 Million Recommended Cash Acquisition by Bowmark Capital (*Noteworthy Work*)
- 28 February 2019, K&L Gates Advises Management on First Reserve's Acquisition of Weir Group Plc's Flow Control Division (*Press Release*)
- 6 September 2018, K&L Gates Adds Prominent Private Equity and Corporate Partner to London Office (*Press Release, Practice & Regional News*)

AREAS OF FOCUS

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

REPRESENTATIVE EXPERIENCE

- Advised ESO Capital on its investment in leading facilities management company Arcus FM.
- 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 £275m 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 GHO Capital on its investment in Genesis Automation.
- Advised Chinese investor on acquisition of global marketing business from Bridgepoint Capital for EUR 1bn.
- 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 award winning French bistro chain of Côte Restaurants.
- Acted for BGF on its £6.25m investment in Apex Housing Group, an innovative airspace property developer.
- Acted for Sovereign Capital and management on 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 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 thirteen 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 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 Entertainment Rights Plc on its administration and sale of its principal operating subsidiaries to GTCR Golder Rauner.

- 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 £1.5bn.
- Acted for management on the buy-out of Pret a Manger by Bridgepoint Capital for £345m.
- Advised the shareholders of Mood Media 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.