



## MARTIN C. WALSH, JR.

### PARTNER

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Marty Walsh is a member of the firm's Corporate Services practice group and concentrates his practice on advising a broad range of business clients, helping them secure value in new opportunities while alleviating risk. He has extensive transactional experience representing clients throughout the U.S. and internationally, and takes great pride in obtaining a thorough understanding of each transaction's underlying business, tax and economic arrangements.

### Mergers and Acquisitions

Marty counsels buyers and sellers through complex mergers and acquisitions, stock and asset purchases and dispositions, management buyouts, consolidations, spin-offs and related transactions. He is often requested to provide strategic advice on the acquisition of technology related companies, managing due diligence and advising clients on the development of technology businesses and assets.

### Technology and Emerging Companies

As a co-Founder of the firm's Technology Transactions practice area, Marty advises clients ranging from startup and emerging growth companies to Fortune 500 companies, including negotiating and structuring transactions related to cloud computing, software as a service (SaaS), enterprise-wide technologies, licensing agreements, managed services and outsourced development relationships, strategic partnerships, joint ventures and collaboration agreements. He has in-depth experience launching technology platforms globally and advising clients entering new markets.

### Private Equity and Venture Capital

Marty's transactional background provides a solid foundation through which he advises private equity and venture capital investors focused on public and private debt, equity, and other alternative investment vehicles and related investment transactions. Often, Marty focuses on counseling investor clients with respect to integration and operation of portfolio companies, structuring investments in bolt-on acquisitions and emerging companies, and participating in strategic decisions. He also guides entrepreneurs and emerging growth companies regarding financing, strategies for growth, corporate governance and operation, and exit strategies.

### Commercial Contracts

Marty serves as lead counsel advising Fortune 500 and large privately held companies in connection with commercial relationships. He negotiates and advises on a multitude of commercial and corporate agreements.

### Outside Corporate Counsel

### SERVICES AND INDUSTRIES

Corporate

Mergers and Acquisitions

Technology Transactions

Emerging Companies

Technology

Outside Corporate Counsel

Consumer Products and Services

Financial Services and Banking

Manufacturing and Innovation

Private Equity and Venture

Capital

Fintech

### ADMISSIONS

Missouri

Nevada

California

Colorado

U.S. District Court, District of

Nevada

Marty serves as outside corporate counsel or in an advisory capacity for software, technology, financial, private equity, venture capital, broker-dealer and investment management companies. Drawing on his business background, Marty works directly with ownership, boards and senior management to ensure clients successfully achieve their financial and business goals.

Active in firm leadership, Marty previously served as managing attorney of the firm's Salt Lake City office and serves on multiple committees for the firm.

## EDUCATION

- Saint Louis University School of Law (J.D., 2006)
  - Business Transactional Law and Taxation
- Saint Louis University (B.S., *magna cum laude*, 2003)
  - Business Administration, Double Major in Finance and Economics

## PROFESSIONAL ACTIVITIES

- The Missouri Bar
- Bar Association of Metropolitan St. Louis
- State Bar of Nevada
- Douglas County Bar Association
- Washoe County Bar Association
- The State Bar of California

## CHARITABLE AND CIVIC INVOLVEMENT

- C.H.A.M.P. Assistance Dogs Inc. (Past Vice President, Board Member)
- Make-A-Wish Foundation
- Douglas County Community Foundation (Past Secretary and Board Member)
- Armstrong Teasdale United Way Campaign (Co-Chair, 2016)

## ACCOLADES

- Law Week Colorado, Barrister's Best, People's Choice for Private Equity (2020)

## EXPERIENCE

### **Bolt-On Acquisition for Private Equity Firm**

Represented a private equity firm in its acquisition of a bolt-on mechanical and structural field service/maintenance company, offering major refractory, insulation, boiler and repair capabilities throughout Louisiana and Texas.

### **\$137.25 Million Asset Sale for Independent Insurance Broker**

Represented a large independent insurance broker in the sale of assets in exchange for

cash and equity consideration valued at up to \$137.25 million.

**Represented Medical Technology Company in IPO**

Supported a medical technology company in completing its Initial Public Offering and trading on the Nasdaq.

**Acquisition of Controlling Interest in Platform Company for Private Equity Firm**

Represented a private equity firm in its acquisition of controlling interest in a new platform full-service oilfield chemical company.

**Fund Formation Counsel to Energy and Technology Fund**

Served as fund formation counsel to energy and technology fund, providing organization of investment fund and representation of fund management company.

**\$25 Million Share Exchange for Technology Company**

Completed a \$25 million share exchange transaction between our client, a consumer technology company in the residential real estate industry, and a financial technology company serving prospective home buyers using a technology-enabled real estate platform.

**\$30 Million Private Equity Financing and Formation of Specialty Brokerage**

Advised a national independent enterprise risk management agency on completion of \$30 million in private equity financing. In connection with the financing, advised client on formation and capitalization of a specialty brokerage and investment banking platform offering insurance solutions to public and private companies and private equity sponsors.

**\$6.6 Million Series A Round and Strategic Licensing Relationship**

Advised fintech company on completion of Series A venture capital investment round in which more than \$6.6 million was raised. In addition, advised client on establishing a strategic licensing relationship to develop a customized version of the client's proprietary investment technology platform, which the lead Series A investor will commercialize within the Hong Kong market.

**Outside Counsel for Global Rental Car Business**

Served as outside legal counsel to a global leader in the rental car business in connection with technology development, software licensing and telecom services.

**Counsel to Worldwide Leader in the Payments Technology Industry**

Counseled worldwide leader in the payments technology industry across a variety of practice areas in connection with technology development and licensing, and payment processing service offerings.

**\$78 Million Equity Purchase of Drivetrain Manufacturer**

Represented large, privately held client in \$78 million managed sale equity purchase of manufacturer of high-precision, custom-engineered drivetrain components for off-road vehicles.

**\$25 Million Sale of OTC Pharmaceutical Manufacturing Assets**

Represented large, privately held client in \$25 million asset sale of over-the-counter pharmaceutical manufacturing business and supplier to major nutraceutical, pharmaceutical and food brands.

**Advised Emerging Fintech Company on Funding and Commercialization of Technology**

Advised financial technology emerging company on its Series Seed and Series A venture

capital rounds and commercialization of its technology.

**Multimillion-Dollar Venture Capital Fundraising for Fintech Company**

Advised a financial technology company providing robo-advisory services on its multimillion-dollar venture capital fundraising.

**Multimillion-Dollar Venture Capital Investment into Gaming Technology Company**

Advised an investor on a multimillion-dollar venture capital investment into a mobile sports gaming company.

**Multimillion-Dollar Venture Capital Investment into Predictive Analytics Company**

Advised lead investor on multimillion-dollar Series A venture capital investment into cloud-based predictive analytics software company.

**Multimillion-Dollar Venture Capital Investment into Biotech Company**

Advised lead investor on multimillion-dollar Series A venture capital investment into biotech company developing and commercializing cutting-edge technologies for gene editing, gene expression and bioprocessing.

**Acquisition of Home Building CRM Company for Global Diversified Supplier**

Managed acquisition of company providing CRM, sales automation, dynamic content management, and reporting for the home building and real estate sectors.

**Acquisition of Software Company for Global Diversified Supplier**

Managed acquisition of company providing web-based design software for a wide range of home improvement and renovation projects.

**Acquisition of HVAC Software Company for Global Diversified Supplier**

Managed acquisition of provider of software for residential and commercial energy code compliance and HVAC system design.

**Acquisition of Manufacturer, Fabricator in the Light and Heavy Vehicle Industries**

Represented a large, privately held holding company in the acquisition of a manufacturer and fabricator of products for the light and heavy vehicle industries.

**Advised Private Equity Group in Multimillion-Dollar Investment**

Advised private equity group with multimillion-dollar investment and mezzanine debt transaction in building products manufacturing company.

**Counsel to Global Payment Technology Company**

Served as corporate counsel to a cloud-based payments technology platform in its global expansion.

**Counsel to Global Manufacturer Regarding Tech Contracts**

Served as counsel to multibillion-dollar, publicly traded diversified manufacturer regarding its commercial technology contracts.

**Guided International Company in U.S. Expansion, Development**

Guided U.K.-based international wearable device gaming and payment platform provider in connection with their commercial technology development, financing, and U.S. expansion.

**Counsel to Holding Company in Commercial Contract Relationships**

Served as counsel to holding company operating specialty manufacturing companies in commercial contract relationships.

