



## MICHAEL S. JEFFERIES

### PARTNER

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Michael works with clients across multiple industries on matters related to business operations and growth. His practice is primarily focused on mergers and acquisitions and other corporate development transactions.

Michael partners with clients through all phases of the purchase and sale of businesses and assets, and other corporate growth and development projects. This work includes pre-transaction planning and structuring, due diligence, deal and information management, preparation and negotiation of purchase and other transaction agreements, closings, post-closing matters, and business integration. He leads transactions involving equity and assets, mergers, venture capital, private equity and bank financings, joint ventures, and corporate reorganizations and restructurings. Michael's experience extends to the purchase of assets and businesses through managed sales as well as in bankruptcy, receivership and other distressed situations.

Michael's transaction experience includes working with private and public company clients across the U.S. and internationally in numerous and varied industries. Some of the industries in which Michael has completed transactions include power generation, HVAC, geotextiles, vehicles and automotive, human and animal health, food, OTC pharmaceuticals, technology and software development, Internet publishing, general manufacturing, distribution and retail. During his career, Michael has served as lead counsel in M&A transactions with total deal values in excess of \$2.0 billion.

In connection with his M&A practice, Michael has experience with the use and structuring of representations and warranties insurance, and has worked with various insurance brokers to place and negotiate these policies. Michael also has experience representing clients involved in post-closing transaction disputes, including those relating to working capital, purchase price adjustments and indemnification claims.

In addition to his M&A practice, Michael also provides advice on general corporate, commercial contract, real estate and loan matters. He assists with the formation and structuring of limited liability entities, including shareholder, buy/sell and operating agreements between owners and investors, and routinely works with clients to structure purchasing, supply, manufacturing, leasing, licensing, employment and consulting agreements, as well as agreements to protect key client assets and information.

For the firm, Michael serves as the chair of the firm's Technology Committee and is an active member of the firm's Compensation and Opinion Letter Committees. Michael previously served on the firm's Strategic Planning, Alumni and Wellness Committees, as

### SERVICES AND INDUSTRIES

Mergers and Acquisitions

Corporate

Real Estate

Emerging Companies

Manufacturing and Innovation

Private Equity and Venture Capital

Commercial

### ADMISSIONS

Missouri

Illinois

well as the firm's COVID-19 Response Task Force. He is also active in associate mentoring and development.

## **EDUCATION**

- Indiana University School of Law (J.D., *cum laude*, 1997)
  - Indiana Law Journal (Editorial Board)
- Miami University - Oxford, Ohio (B.A., *Dean's List*, 1994)
  - Political Science
  - President's List

## **PROFESSIONAL ACTIVITIES**

- The Missouri Bar
- Illinois State Bar Association
- Armstrong Teasdale Technology Committee (Chair), Compensation Committee, Opinion Letter Committee, Alumni Committee and Wellness Committee

## **CHARITABLE AND CIVIC INVOLVEMENT**

- United Way of Greater St. Louis (Employee Campaign—St. Louis Office Chair, 2008; Co-Chair, 2007, Committee Member, 2004-2006)
- Rebuilding Together Day (2005)

## **ACCOLADES**

- *Best M&A Provider*, St. Louis Small Business Monthly (2018)
- *The Best Lawyers in America*®; Corporate Law (2017-present)
- *BTI Client Service All-Star* (2016-present), *MVP* (2017), The BTI Consulting Group