

Joshua A. Klein

Partner | Corporate & Securities

OVERVIEW

Josh provides strategic legal counsel to corporate and individual clients on critical business matters that include complex corporate transactions including mergers and acquisitions, venture capital/growth equity transactions, corporate structuring and governance issues, employee equity and non-compete agreements, joint ventures and private securities placements. He works with them to analyze their transactions and operations from every angle – planning, negotiation, documentation, implementation and more – to leverage the circumstances to reach the most favorable, yet sensible, outcome for the client.

He regularly represents buyers and sellers in complex mergers and acquisitions involving middle market and large businesses across numerous industries, including technology, manufacturing, retail, health care, financial services, construction and consumer products. Josh excels at developing and implementing comprehensive strategies for equity financing deals and reviewing similar deals for private companies, family offices and high net worth individuals contemplating early and growth-stage investments. He has significant experience handling sophisticated venture capital transactions involving both lead investors and portfolio companies. He also advises clients on various aspects of blockchain-related matters.

Josh is considered a trusted advisor by closely held family businesses, assisting them by developing short- and long-term legal strategies for a variety of business and personal matters. He works closely with them to optimize daily operational efficiency, position business structures and governance systems and tailor succession plans to



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EDUCATION

University of Pennsylvania Law School (J.D., 1997)

Tufts University (B.A., 1994)

ADMISSIONS

Illinois



seamlessly effect ownership transition from one generation to another.

His community involvement includes being a founding member of the board of directors of the Inner-City Education (ICE) Program, an academic scholarship program for lower income Chicago-area youth. He is also a member of the Illinois Venture Capital Association. He is also a member of the firm's Income Partner Review Committee.

EXPERIENCE

Josh has been involved in many significant transactions and representations. The following list demonstrates the variety of transaction sizes and industries in which Josh practices:

- Counsel to The HAVI Group in its acquisition of Pacific Market International, LLC (PMI Worldwide)
- Represented Shure, a global leader in audio technology, in its acquisition of Midas Technology, Inc., also known as Stem Audio
- Sale of Recycling and Waste Solutions (RWS) division of HAVI Global Solutions to Atar Capital
- Sale of the seating and décor business of The Marketing Store Worldwide to Elkay Interior Systems Hong Kong Limited
- Sale of aerosol and liquid product manufacturing business to a private equity-backed platform company
- Triton Container International: Represented 11 members of management in sale of controlling interest in a global marine intermodal cargo container leasing company to two private equity funds
- Upfront Healthcare Services, Inc.: Represented company in its merger acquisition of PatientBond, Inc.
- Lurie Investments: Lead investor in each of Nanosphere, Inc., ImpactHealth.com, Inc., Premier Nutrition Corporation, Discera, Inc. and Cytopherx, Inc., among other companies
- \$311 million cash disposition of a privately held finance company in a leveraged transaction to a private equity fund having more than \$1.75 billion in capital commitments
- \$264 million cash acquisition of certain assets of Transamerica Leasing, Inc. by Union Tank Car Company
- \$240 million cash and stock merger with internet technology start-up company by public company in promotional products industry
- \$203 million cash disposition of a privately held industrial manufacturer to a private equity fund having over \$2.6 billion of equity under management
- \$152.5 million cash sale of a privately held manufacturer to a portfolio company of a multibillion dollar private equity fund



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- \$150 million cash and stock disposition of privately held trucking logistics company to CH Robinson Worldwide, Inc. (NASDAQ: CHRW)
- \$140 million cash disposition of a privately held industrial company in a leveraged transaction to an investor group led by Park Avenue Equity Partners, L.P. and target company management
- \$140 million cash disposition of privately held company in leveraged buy-out transaction in senior residential living industry
- \$133 million cash disposition by Fonterra Co-operative Group Limited of its 50% joint venture interest in a dairy ingredient manufacturer
- Represented SaaS company in \$120 million sale to a private equity fund-backed buyer
- Acquisition by Fonterra Co-operative Group Limited of a 33% joint venture interest in a whey processing plant
- \$64 million cash acquisition of partner's 50% interest in joint venture retail business
- \$58 million sale of provider of specialty services to manufacturers and medical device-related businesses
- \$40 million cash and stock disposition of a resort spa to private investor
- \$35 million cash disposition of venture-backed Care Team Connect, Inc. to The Advisory Board Company (NASDAQ: ABCO)
- \$26 million cash acquisition of assets of the R.P.S. Recreational Products business of Cardinal Health, Inc. by privately held company
- \$18 million cash and stock disposition of Astor Asset Management, LLC to Knight Capital Group, Inc.
- EDL Consulting, Ltd.: Advised company on sale of its software built for the Salesforce platform
- Nelligan Sports Marketing, Inc.: Advised company on its sale to Learfield Communications, Inc. (a portfolio company of Providence Equity)
- Model Metrics, Inc.: Represented client in its sale to Salesforce.com, Inc.
- Represented a family office in multiple rounds of financing of an e-cigarette company
- Represented multiple technology companies in Series A and subsequent rounds
- Represented multiple start-ups in initial bridge note financings of \$250,000 – \$3,000,000



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RECOGNITIONS

- *The Legal 500 United States*, recommended in "M&A/Corporate & Commercial: M&A: Middle-market (sub-\$500 million)," 2016-2020, 2022
- *The Best Lawyers in America*, recommended in "Corporate Law" since 2016

NEWS & INSIGHTS

January 29, 2025 Firm News

NGE Represented RecoveryOne in its Sale to TailorCare

August 15, 2024 Firm News

60 Neal Gerber Eisenberg Attorneys Included in 2025 *Best Lawyers In America*

August 17, 2023 Firm News

55 Neal Gerber Eisenberg Attorneys Included in 2024 *Best Lawyers In America*

June 12, 2023 Firm News

The Legal 500 United States 2023 Edition Recommends Four Neal Gerber Eisenberg Practices and 23 Attorneys

April 25, 2023 Firm News

NGE Represents Bixby in Its Series A Funding Round Led by Fitch Ventures

September 23, 2022 In The Media

Josh Klein Quoted in *Law360* Article on Abandoned M&A Deals

August 19, 2022 Firm News

NGE Advises Upfront Healthcare in Its Acquisition of PatientBond

August 18, 2022 Firm News

60 Neal Gerber Eisenberg Attorneys Included in 2023 *Best Lawyers*

August 11, 2022 Firm News

NGE Represents Omeda Holdings LLC in Sale to Sverica Capital Management LP

July 21, 2022 Firm News

Neal Gerber Eisenberg Private Wealth Practice Group and Larry Richman Ranked in *Chambers High Net Worth* 2022

June 10, 2022 Firm News

The Legal 500 United States 2022 Edition Recommends Four Neal Gerber Eisenberg Practices and 19 Attorneys

May 2, 2022 Firm News

Neal Gerber Eisenberg Selected As Finalist in the Family Wealth Report Awards 2022

02.17.22 In The Media

Josh Klein Quoted in Wall Street Journal Pro Article on Recent U.S. Infrastructure Law's Impact on Telehealth Sector



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February 3, 2022 Publication

How To Navigate Equity Rollovers In A Tight M&A Market

December 6, 2021 Firm News

NGE Represents the Management Team of Revision Skincare and Goodier Cosmetics in Its Sale from RoundTable Healthcare Partners to Gryphon Investors

September 23, 2021 Firm News

NGE Represents RecoveryOne in \$33 Million Series C Preferred Stock Round

September 10, 2021 In The Media

Josh Klein Featured in Crain's Roundtable on M&A Trends

September 1, 2021 Firm News

NGE Represents HAVI in Acquisition of PMI Worldwide

August 18, 2021 Firm News

52 Neal Gerber Eisenberg Attorneys Included in 2022 Best Lawyers

May 6, 2021 Firm News

Neal Gerber Eisenberg Named Legal Team of the Year by the *Family Wealth Report Awards*

April 15, 2021 Video

Profits Interests: Granting & Receiving

January 21, 2021 Publication

Techniques for Preserving Qualified Small Business Stock Benefits for Early-Stage Investments

November 24, 2020 Firm News

NGE Represents Shure in Acquisition of Stem Audio

November 17, 2020 Firm News

NGE Represents Upfront Healthcare in Raising \$11.5 Million from Series B Funding Round

August 19, 2020 Firm News

46 Neal Gerber Eisenberg Attorneys Included in 2021 Best Lawyers

June 24, 2020 Publication

Client Alert: Down-Rounds and Other Insider Financing: How to Minimize Your Fiduciary Risk

June 15, 2020 Firm News

The Legal 500 United States 2020 Edition Recommends Five Neal Gerber Eisenberg Practices and 21 Attorneys

March 4, 2020 Event

The Role of Family Office in the Mid-Market Investment Sector

March 2, 2020 Firm News

NGE Represents Mindcrest Inc. in Multimillion-Dollar Sale to DWF Group

August 15, 2019 Firm News

45 Neal Gerber Eisenberg Attorneys Included in 2020 Best Lawyers



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June 11, 2019 Firm News

The Legal 500 USA Recommends Five Neal Gerber Eisenberg Practices and 19 Attorneys in the 2019 Edition

August 15, 2018 Firm News

45 Neal Gerber Eisenberg Attorneys Included in 2019 Best Lawyers

July 26, 2018 Publication

Early Stage Investing Trends: SAFEs Versus Convertible Debt

July 9, 2018 Firm News

46 Neal Gerber Eisenberg Attorneys Included in 2016 Best Lawyers

July 9, 2018 Firm News

Firm Represents Fonterra Co-operative Group in Sale of Interest in DairiConcepts

July 9, 2018 Firm News

Neal Gerber Eisenberg Recommended in the 2016 Edition of The Legal 500 USA

July 9, 2018 Firm News

45 Neal Gerber Eisenberg Attorneys Included in 2017 Best Lawyers

July 6, 2018 Firm News

The Legal 500 USA Recommends Four Neal Gerber Eisenberg Practices and 12 Attorneys in the 2017 Edition

July 6, 2018 Firm News

44 Neal Gerber Eisenberg Attorneys Included in 2018 Best Lawyers

June 26, 2018 Firm News

The Legal 500 USA Recommends Four Neal Gerber Eisenberg Practices and 16 Attorneys in the 2018 Edition