SpencerFane®

Alexander Kaplun

Partner

Contact

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Overview

Alex Kaplun's corporate practice focuses on mergers and acquisitions, venture capital financing, and the representation of emerging companies, in which he guides clients through complex transactional matters to help advance specific business goals and objectives. He regularly advises entrepreneurs, startups, private equity and venture/growth capital funds, family offices, and established corporations across a broad spectrum of industries.

Alex leads complex transactions such as mergers and acquisitions, venture capital and growth equity financing, recapitalizations, and joint ventures using his experience spanning the full life cycle of business growth, from the initial structuring of early-stage ventures to equity arrangements, equity-based compensation strategies, and early-stage financings. Clients value his practical approach and deep understanding of the legal and business issues that drive successful outcomes in high-growth and evolving markets.

Education

- New York University School of Law (LLM)
- University of Wales, College Cardiff (LLB)

Bar Admissions

- New York

Community Involvement

- American Bar Association
- Berggruen Residential Ltd., Director
- The U.S. Israel Business Council, Founder and Board Member
- American Friends of Israeli Navy Seals, Board Member

Presentations and Publications

- “Beyond the Top Line Price: Wisdom for Selling Your Business,” Delaware Trust
- Merage Institute, The Innovation Bridge Program, Faculty Visiting Professor
- “Analyzing Term Sheets,” Women Entrepreneurship Summit
- “Wearing a Collar,” *TheMarker.com*
- “America Is Not Solely Delaware,” *TheMarker.com*
- “Catholic Wedding,” *TheMarker.com*
- “Israeli Tech Lessons for U.S. Inventors,” Wind Power Engineering, November 2011

Related Experience

- Led the acquisition of chemical manufacturing facilities in Europe and Latin America.
- Managed substantial acquisitions for private equity funds of portfolio companies in the media space.
- Handled the disposition of a leading independent network radio company providing sales representation services to over 50 national radio production companies and producing over 100 different programs.
- Directed the acquisition of several distribution companies throughout the U.S. by a world-leading office equipment manufacturer.
- Guided joint ventures between a music and entertainment company and various online music delivery companies.
- Led the acquisition of a public company manufacturing corn-based ethanol and raising capital by means of a Regulation S offering.
- Represented a family-owned business in a recapitalization transaction with a private equity fund and various follow-on financings.
- Represented several venture capital funds in numerous investments in both tech-enabled health care companies and cybersecurity businesses.
- Represented independent sponsors in recapitalization transactions of leading consumer goods product brands.
- Represented emerging growth companies in the tech-enabled health care space in numerous bridge rounds (convertible notes and SAFEs) and venture capital financing.
- Represented a venture capital fund in multiple investments in a developer of a single-cell multiplexing immunoassay and software suite focused on cancer-related applications.
- Represented a venture capital fund in multiple investments in, and the ultimate sale of, a unified marketing measurement SaaS company that allows marketers to optimize marketing budgets with greater speed and agility.
- Represented a venture capital fund in multiple investments in a space technology company.