

Shai Larkin

San Diego, California
Shareholder

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Areas of Practice & Industry Specialties

Corporate Law



Shai Larkin is a Shareholder in the Firm's San Diego office and a member of the Corporate practice group. He represents buyers, sellers, investors and sponsors in a variety of corporate transactions, including mergers, joint ventures and equity syndications. Mr. Larkin represents companies from formation through exit, servicing them throughout their lifecycle, including initial organizational matters, and seed and subsequent debt and equity financings. For both emerging growth and later-stage companies, he handles corporate governance matters, services agreements and strategic partnership agreements and other commercial agreements.

Awards and Honors

- *Best Lawyers®* Ones to Watch, Venture Capital Law, 2022-2024

Professional Involvement

- San Diego Bar Association, Member

Representative Matters

Mergers & Acquisitions

- Represented a commercial moving logistics company in its acquisition of a competitor.
- Represented a commercial architectural woodwork firm in its sale to a private equity firm.
- Represented a beverage company in its sale to a strategic buyer.
- Represented a payroll technology company in its sale to a private equity firm.
- Represented a network solutions company in its spinoff of a business division to a strategic buyer.
- Represented a network solutions company in its acquisition of a competitor for \$250 million.
- Represented investors in their acquisition of an aviation leasing company and fixed based operator.
- Represented an ed tech company in its acquisition of a competitor as part of its roll-up strategy.
- Represented two marketing technology companies in their sales to strategic buyers.
- Represented a venture-backed biotech (pharma) company in its sale to a strategic buyer.
- Represented two salesforce integrators in their sales to strategic buyers.
- Represented a serverless data integration provider, in its sale to a VC-backed modern analytics cloud company valued at \$4.5 billion.
- Represented a cloud-native communications platform in its sale to a publicly traded buyer for approximately \$50 million.

- Represented multiple online brands to ecommerce aggregators.
- Represented a digital engineering service firm in its sale to a private equity firm.
- Represented a regional broker-dealer in its sale to a national firm.
- Represented a private equity firm in a series of acquisitions involving manufacturing and aerospace buy-outs (leveraged and non-leveraged) ranging in value from \$10 million to \$30 million.
- Represented a private equity firm in its acquisition of a digital music magazine.
- Represented a wealth tech startup in its acquisition of a SaaS fintech company.
- Represented a private equity firm in dispositions of manufacturing and aerospace companies.
- Represented the owners in the sale of a private data company to a publicly traded credit agency.
- Represented a U.S.-based subscription-based vacation rental company in its sale to a Europe-based competitor for \$30 + million.
- Represented a company in the sale of a private health insurance administration business to a public insurance company for \$25 + million.
- Represented the owner of a family-owned food service company in its sale to a publicly traded buyer for \$30 + million.

Emerging Growth & Venture Capital

- Represented a mobility technology company in its \$50-million Series B financing.
- Represented a telecommunication technology startup in its \$15-million Series A financing.
- Represented a dental technology startup in its \$3-million Series A financing.
- Represented a cryptocurrency wallet startup in its \$3-million Series A financing.
- Represented a travel technology startup in its \$2.5-million Series Seed financing.
- Represented a wireless charging startup in its \$10-million Series Seed financing.
- Represented a med tech company in its Series Seed and Series A financings.
- Represented a fintech company in its \$10-million Series A financing.
- Represented an aviation charter company in its \$3-million Series Seed financing.
- Represented a biotech (pharma) company in its \$7-million convertible note financing.
- Represented a Latin America-based venture capital firm as lead investors in Series Seed, Series A, and Series B financings.

Strategic Joint Ventures

- Represented a biotechnology company in a strategic joint venture.
- Represented a commercial real estate sponsor in multiple joint ventures.
- Represented a restaurant in a strategic joint venture.
- Represented a coffee roaster brand in a strategic joint venture.
- Represented a non-profit organization in a real estate joint venture.

Education

Mr. Larkin earned his J.D. from Benjamin N. Cardozo School of Law. He earned his B.A. in Religious Studies from Rabbinical College of America.

Bar Admissions

- California
- New York

Languages

- Hebrew
- Yiddish