



David Gitlin

Shareholder

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Corporate & Securities | Emerging Technology | Private Equity | Life Sciences & Medical Technology

David Gitlin co-leads the firm’s Emerging Technology Practice. He focuses his practice on corporate and securities, with an emphasis on mergers and acquisitions, venture capital, technology development, and corporate finance. For more than 30 years, David has counseled foreign clients doing business in the United States and U.S. clients doing business abroad. He has structured more than 350 M&A and venture capital deals, many of which have been cross-border transactions involving leading businesses in Finland, India, Israel and Sweden, among others.

David represents both U.S. and foreign venture capital funds and angel investors, and has handled numerous technology development transactions, including collaborations between industry and academia.

David is recognized by *Chambers USA Guide* as a leading M&A attorney, and is nationally ranked as a leading Venture Capital attorney. In 2005, he was recognized by the mayors of Philadelphia and Tel Aviv for exceptional accomplishments in developing business opportunities for Israeli companies in the United States.

Prior to joining the firm, David was partner in the corporate practice of a large, multidisciplinary law firm. He also practiced at a Philadelphia-based law firm, where he chaired the corporate/securities practice group and was a member of the firm’s executive committee.

Areas of Concentration

- > Mergers and acquisitions, and private equity
- > Venture capital and emerging technologies
- > Energy and clean tech
- > Technology
- > Life sciences

Significant Representations

- > Represented Consol Energy, Inc. in a \$3.5 billion sale of Consolidation Coal Company to a subsidiary of Murray Energy Corporation.
- > Represented publicly traded Finnish manufacturing company in its acquisition of a division of a large U.S. company, including the purchase of stock and assets of subsidiaries located in the United States and five foreign countries, and the coordination of closings in different countries across different calendar years.°
- > Represented multinational publicly traded Swedish manufacturing company in its acquisition of a division of a *Fortune* 500 company, including the purchase of stock and assets of subsidiaries located in 12 different countries.°
- > Represented multinational publicly traded Indian company in the acquisition of a California corporation. The transaction included particularly complex regulatory matters specific to the defense industry as well as cross-border employee benefit issues.°
- > Represented Nasdaq-traded CRO in the acquisition of a Finnish corporation for a combination of cash and stock. The transaction involved complex cross-border securities issues.°
- > Represented Israel-based provider of application problem resolution software in its acquisition by a large U.S. software company, structuring and negotiating a complex stock purchase agreement that incorporated the use of a novel statutory "take along" provision.°
- > Represented Israel-based leading manufacturer of armored equipment in its acquisition of a Michigan-based defense contractor.°
- > Represented Mid-Atlantic late-stage venture fund in an investment in a rapidly expanding provider of medical market research.°
- > Represented U.S.-based biotech company in a Series B round investment that was led by a Swiss-based, global life sciences fund and a leading California-based life sciences investment firm.°
- > Represented Swiss-based, global life sciences fund in a Series B investment in a biotechnology company engaged in the development of novel products for the treatment of metabolic diseases.°
- > Represented U.S.-based corporation engaged in the development of alternative energy sources in a significant investment by a leading Israeli private equity fund.°
- > Represented Israeli-based biotech company in a worldwide license and distribution agreement with a leading Italian pharma company.°

°The above representations were handled by Mr. Gitlin prior to his joining Greenberg Traurig, LLP.

Professional and Community Involvement

- > Chair, Bnai Zion Foundation, Mid-Atlantic
- > Past President, America-Israel Chamber of Commerce, Mid-Atlantic Chapter

Awards and Recognition

- > Listed, *Chambers USA Guide*, 2007-2016
 - Pennsylvania, Corporate M&A and Private Equity, 2007-2016
 - Nationwide, Investment Funds and Venture Capital, 2012-2013
- > Team Member, *Corporate Board Member* magazine and FTI Consulting Inc., one of "America's Best Corporate Law Firms," 13th Annual Legal Industry Study, 2013
- > Recipient, "Distinguished Humanitarian Award," Bnai Zion Foundation, 2010
- > Rated, AV Preeminent® 5.0 out of 5

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Articles, Publications & Lectures

- > Quoted, "Structured Exits: A New Path To Angel Liquidity?" *Forbes*, October 8, 2015
- > Author, "Structured Exits: A New Universe of Potential Funding for Companies in Underserved Markets," *The Deal*, September 2, 2015
- > Mentioned, "Israeli Executives Learn M&A Negotiation Techniques from Greenberg Traurig's David Gitlin," *GT Israel Law Blog*, March 18, 2015
- > Author, "10 Tips for Entrepreneurs Seeking Capital," *GT Emerging technology Views Blog*, December 9, 2014
- > Mentioned, "Sealing The Deal: Greenberg Guides Consol's \$3.5B Mine Sale," *Law360*, December 3, 2013
- > Mentioned, "Murray's \$3.5B Consol Coal Mines Buy Gets Antitrust OK," *Law360*, December 3, 2012
- > Mentioned, "New Deal: Five Firms Advise \$3.5 Billion Sale of W. Va. Coal Mines by Consol," *New York Law Journal*, October 31, 2013
- > Mentioned, "Greenberg Among Firms on Consol Deal: Business of Law," *Bloomberg*, October 29, 2013
- > Mentioned, "Five Firms Advise on \$3.5 Billion Consol Coal Mine Deal," *The American Lawyer*, October 28, 2013

Education

- LL.M., with honors, University of Pennsylvania Law School, 1981
- > Recipient, Gowen Award
- J.D., with honors, Tel Aviv University, Faculty of Law, 1979

Languages

- > Hebrew, Fluent

- > Spanish, Fluent

Admitted to Practice

- > Pennsylvania
- > Israel
- > New York

Greenberg Traurig's Tel Aviv office is a branch of Greenberg Traurig, P.A., Florida, USA.