

Rick Giovannelli

Chair

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OVERVIEW

Rick Giovannelli is the chair of the Management Committee and a leader of the global Corporate practice. Based in Charlotte, North Carolina, Rick is a seasoned corporate lawyer who has advised clients for nearly three decades in mergers and acquisitions (M&A), private equity transactions, and corporate finance, including senior debt, mezzanine financing, and growth equity investments.

Rick represents both strategic buyers and sellers as well as financial sponsors in complex buyouts, recapitalizations, and growth investments. His clients span multiple industries, including manufacturing, healthcare, life sciences, financial services, technology, media, and retail.

Since joining the firm in 1996, Rick has become widely recognized as a trusted adviser to private equity firms, corporate boards, and entrepreneurs. He has served on the firm's Management Committee since 2014, and since 2021 has led global practice and industry strategy initiatives. In 2025, he was named co-chair of the Management Committee, and he is slated to become chair of the firm in 2026.

Rick has been honored six times as “Lawyer of the Year” by *The Best Lawyers in America*® for his transactional work in Charlotte. He has also been consistently recognized in both *Chambers USA* and The Legal 500 for his leadership in M&A, private equity, and corporate finance. These independent rankings highlight his reputation for excellence and his track record of guiding clients through complex, high-value transactions.

In addition to his client work, Rick frequently speaks on topics involving private equity trends, M&A strategy, and capital markets, and has been featured in publications such as The Deal, AFR, and Bloomberg. He is also active in mentoring young lawyers and fostering innovation in the Charlotte private equity and venture capital ecosystem.

PROFESSIONAL BACKGROUND

Prior to joining the firm, Rick worked in the general counsel's office of VNU Business Information Services, Inc. in Alexandria, Virginia and in New York.

ACHIEVEMENTS

- Recognized by *Chambers USA* for Corporate/M&A in North Carolina: Charlotte & Surrounds, 2020-2026
- Recognized by *The Legal 500 United States* as a Recommended Lawyer:
  - M&A: Middle-Market (US$500m-999m), 2024-2025
  - Private Equity Buyouts: Middle-Market (Up to US$500m), 2025-2026
- Recognized in *The Legal 500* Private Practice Powerlist for M&A in the United States, 2024
- Named "Lawyer of the Year" by *The Best Lawyers in America*® for Corporate Law in Charlotte, 2024
- Named to *The Best Lawyers in America*® for Mergers and Acquisition Law, Corporate Law, Leveraged Buyouts and Private Equity Law, Venture Capital Law, 2007-2017, 2019-2024
- Named "Lawyer of the Year" by *The Best Lawyers in America*® for Venture Capital Law in Charlotte, 2015 and 2018
- Named "Lawyer of the Year" by *The Best Lawyers in America*® for Leveraged Buyouts and Private Equity Law in Charlotte, 2012 and 2017
- Listed in North Carolina Super Lawyers for Business/Corporate Law, 2006-2013
- “Mover and Shaker” award from *Business Leader Magazine*, 2008
- “40 Under 40” award from *Charlotte Business Journal* for outstanding achievements in both business and community involvement, 2004

PROFESSIONAL / CIVIC ACTIVITIES

- Association for Corporate Growth, Carolinas Chapter, Board Member, 2003-2008; President, 2006-2007
- Juvenile Diabetes Research Foundation, Charlotte Chapter, Board Member

SPEAKING ENGAGEMENTS

- “The Definitive Guide (For Now) to PPP in M&A Transactions,” ABA Business Law Section Virtual Spring Meeting, 23 April 2021
- "Strategic Partnerships: Legacy Technology to New Age Innovation,” Moderator, Lendit Fintech USA, 2018
- “Winning the Deal without Overpaying,” Panelist, ACG Carolinas Deal Crawl, September 2016
- “The Current Market for Bids, including Rep & Warranty Insurance,” Moderator, National ACG Intergrowth Conference, 2016
- “Financial Due Diligence for Business Lawyers,” CLE Presentation, 2016, 2010, 2002

- "Three-Handed Poker, Counselling the Various Constituencies in Leveraged Buyout Transactions," North Carolina State Bar Association, Business Law Institute, February 2015
- "Private Equity 101," Series of Annual Training Presentations to associates, analysts, principals and partners of several private equity, strategic investing and investment banking clients, 1998-2014
- Private Equity and Mezzanine Finance Annual Conference, Conference Co-Chair and Moderator of State of the Private Equity Market Panel, 2002-2011
- "Mezzanine Investments: The View from the Balcony," Annual Seminar, 2000-2011
- "Private Equity Activities of Leading Money-Center Banks," November 2007
- "Fiduciary Duties of Corporate Directors," CLE presentation, October 2007
- "New players, structures reshape LBO financing," *Charlotte Business Journal*, November 2006
- Business Innovation and Growth Council Annual Conference, Moderator of Growth Capital and Restructurings Panel, January 2004
- "Duties of Investors Serving as Directors of Venture Backed Companies," Research Triangle Park Conference on Venture Capital Financing, February 2002
- "Investors in the Boardroom," Spring Venture Conference, May 2000

EDUCATION

- J.D., William and Mary School of Law, 1996 *(William and Mary Law Review; Order of the Coif)*
- B.A., University of Virginia, 1990

ADMISSIONS

- Bar of North Carolina

THOUGHT LEADERSHIP *POWERED BY HUB*

- 10 March 2023, Silicon Valley Bank Receivership - Flash Briefing on Its Impact and What Comes Next
- 8 April 2021, Healthcare Transactions Trends in 2021 and Beyond
- 10 February 2021, SBA Publishes Shuttered Venue Operator Grant Informational Web Page
- 11 January 2021, SBA Publishes PPP 3.0 Regulations and PPP Second Draw Loan Regulations
- 3 November 2020, COVID-19: New SBA Forms Asking Key Necessity and Liquidity Questions
- 7 October 2020, COVID-19: Buying and Selling PPP Borrowers
- 22 June 2020, COVID-19: Buying and Selling PPP Borrowers

- 15 June 2020, COVID-19: Federal Reserve Board Expands Terms and Conditions of Main Street Lending Program to Improve Accessibility to Small and Medium-sized Businesses
- 2 June 2020, COVID-19: Federal Reserve Bank Releases Update on the Main Street Lending Program
- 21 May 2020, COVID-19: PPP Forgiveness: What You Should Know About the Application and Instructions
- 12 May 2020, COVID-19: Virtual Town Hall on PPP Eligibility and Risks for Nonprofit Organizations
- 6 May 2020, COVID-19: Virtual Town Hall on PPP Eligibility and Risks, One Last Look Before the Safe Harbor Expires
- 10 April 2020, COVID-19: Analysis of Federal Reserve "Main Street" Liquidity Program
- 7 April 2020, DHG and K&L Gates Virtual Discussion: CARES Act Impact on Private Equity
- 6 April 2020, COVID-19: Update on the SBA Paycheck Protection Program
- 27 November 2019, Together but Separate: First Circuit Holds Private Equity Funds are Not Liable for Portfolio Company Pension Obligations
- 11 October 2018, Delaware Chancery Court Makes Groundbreaking "Material Adverse Effect" Finding Allowing Buyer to Terminate Merger Agreement
- 12 April 2018, Recent Case Interpreting Voting Agreement Highlights Delaware Law Traps
- 1 March 2018, No Safe Harbor for “Overarching Transfer”: Trustee Can Avoid Payments Passing Through Financial Institutions
- 31 October 2017, Wall Street banks face threat from Silicon Valley: McKinsey
- 6 April 2016, Massachusetts Court Finds Private Equity Funds Liable for Portfolio Company’s Pension Obligations
- 2 March 2016, Carolinas Corporate Update

OTHER PUBLICATIONS

- “Fintech Guide Overview,” *Chambers & Partners*, 2019
- “Removing Directors in Private Companies by Written Consent,” *Harvard Law School Forum on Corporate Governance and Financial Regulation*, 30 April 2018
- “New players, structures reshape LBO financing,” *Charlotte Business Journal*, November 2006

NEWS & EVENTS

- 18 August 2026, K&L Gates Recognized Among Top Law Firms for Outstanding Client Service for 25th Consecutive Year

- 4 June 2026, K&L Gates Receives Nearly 235 Firm, Individual Rankings in 2026 *Chambers USA* Guide
- 21 August 2025, More Than 350 K&L Gates Lawyers Recognized Among 2026 Best Lawyers in America, Ones to Watch
- 5 June 2025, K&L Gates Receives More Than 240 Firm, Individual Rankings in 2025 *Chambers USA* Guide
- 27 May 2025, K&L Gates Announces New Leadership Team
- 22 May 2025, K&L Gates' Corporate Practice Ranked in Q1 2025 Global League Table Rankings
- 17 March 2025, K&L Gates Receives More Than 30 Recognitions in Year End 2024 Global League Table Rankings
- 11 March 2025, Nearly 50 K&L Gates Lawyers Receive Global Recognition in *Thomson Reuters*' Stand-out Lawyers List
- 1 August 2024, K&L Gates Expands Corporate Practice With Wilmington Partner Addition
- 6 June 2024, K&L Gates Receives More Than 200 Firm, Individual Rankings in 2024 *Chambers USA* Guide
- 16 May 2024, K&L Gates Grows Corporate M&A Practice With Pittsburgh Partner Addition
- 18 March 2024, K&L Gates Deepens Life Sciences, Technology Transactional Experience With California Partner Additions
- 18 September 2023, K&L Gates Advises Foro Holdings, Inc., on Acquisition of Citi's Bridge Platform and Related Capital Investment
- 17 August 2023, Nearly 400 K&L Gates Lawyers Named Among 2024 Best Lawyers in America, Ones to Watch
- 1 June 2023, K&L Gates Receives Firm, Individual Rankings in 2023 *Chambers USA* Guide
- 9 May 2023, K&L Gates Bolsters Corporate, IP Practices With Los Angeles Partner Additions
- 9 May 2023, K&L Gates Advises SPX Technologies on Agreement to Purchase Electrical Heating Solutions Leader
- 23 January 2023, K&L Gates Bolsters Corporate/Private Equity Practice With Addition of Seven-Partner Team in Pittsburgh Office
- 18 August 2022, More Than 350 K&L Gates Lawyers Named Among 2023 Best Lawyers in America, Ones to Watch
- 1 June 2022, K&L Gates Receives Firm, Individual Rankings in 2022 *Chambers USA* Guide
- 10 February 2022, K&L Gates Expands Private Equity Practice With Charleston Partner Addition
- 10 January 2022, K&L Gates Advises Blue Point Capital Partners on Platform Investment in National OnDemand

- 9-12 October 2021, National Summit for Middle Market Funds, hosted by the Small Business Investor Alliance
- 19 August 2021, Nearly 300 K&L Gates Lawyers Named Among 2022 Best Lawyers in America, Ones to Watch
- 11 June 2021, K&L Gates Advises SPX Corporation on Agreement to Sell SPX Transformer Solutions to GE-Prolec Transformers
- 2-3 June 2021, SBIA Deal Summit & DeaLinx
- 24 May 2021, Chambers USA 2021 Guide Recognizes K&L Gates Corporate Practice, Lawyers Among Leaders
- 4 December 2020, K&L Gates Again Advises Red Ventures on Pending Sale of CNET Content Services to 1WorldSync
- 3 November 2020, K&L Gates Advises Digital Education Curriculum Provider Discovery Education on Acquisition of Mystery Science
- 6 July 2020, K&L Gates Corporate M&A Practice Again Among Top Rated in the United States by The Legal 500 with Rankings in Seven Categories and 34 Lawyers Recommended
- 23 April 2020, K&L Gates, Lawyers Recognized in 2020 Chambers USA Guide
- 1 November 2019, *U.S. News* "Best Law Firms" Rankings Recognize K&L Gates as Corporate "Law Firm of the Year"
- 11 June 2019, K&L Gates Once Again Top Ranked in the United States in Middle Market M&A by *The Legal 500*
- 26 April 2019, Chambers USA 2019 Guide Ranks K&L Gates, Lawyers Among Leaders
- 1 May 2018, K&L Gates Boosts Corporate/M&A and Private Equity Practices With Los Angeles, Chicago Partner Additions
- 6 October 2017, K&L Gates Advises Ridgemont Equity Partners on Acquisition of Tech-Enabled Medical Products Distributor
- 23 June 2016, K&L Gates, Lawyers Recognized as Leaders in Chambers USA 2016 Guide
- 20 May 2015, Chambers USA 2015 Guide Recognizes K&L Gates, Lawyers as Industry Leaders

MEDIA MENTIONS

- 6 July 2026, *The American Lawyer* | After a Year on the Road, K&L Gates Leadership Duo Are Bullish About the Firm's Future
- 13 May 2026, *The American Lawyer/Law.com* | Before Law Firms Link Up With PE, Partners Need Persuasion

- 15 April 2026, *The American Lawyer/Law.com* | More Work, Better Work: Law Firm Bean Counters Shouldn't Fear 'Revenue-Enhancing' AI

OTHER MEDIA MENTIONS

- Mentioned, "Angeles Equity Acquires Logistics Provider Custom Goods," *The Deal*, 2 August 2023
- Mentioned, "SPX Adds Industrial Growth Partners' Aspeq," *The Deal*, May 2023

AREAS OF FOCUS

- Mergers and Acquisitions
- Corporate and Acquisition Finance
- Emerging Growth and Venture Capital
- Fintech Lending
- Healthcare and FDA
- Private Equity Transactions

INDUSTRIES

- Energy
- Financial Services
- Fintech
- Oil and Gas
- Private Equity
- Technology

EMERGING ISSUES

- Artificial Intelligence (AI)

REPRESENTATIVE EXPERIENCE

- Represented the owners of Peak Global Holdings, LLC d/b/a Big Rock Sports in connection with a growth capital funding. Big Rock is the premier sporting goods distributor in North America, focusing on firearms, ammunition, fishing, marine, and camping products and spanning operations in both the United States and Canada.

- Represented a financial institution in numerous transactions, including the disposition of its Global Funds Services Business.
- Represented five of the largest U.S. commercial banks, Capital One, Fifth Third, PNC, TD, and Wells Fargo, on their strategic investment in Transactis, a leading provider of electronic billing and payment solutions headquartered in New York City.
- Represented Red Ventures, a leading digital marketing services company, in its strategic investment in Ampush, an industry-leading provider of native in-feed mobile advertising on Facebook, Instagram, Twitter, and Pinterest.
- Represented A1G Cheesehead Holdings, LLC in its leveraged acquisition of Allied 100 Group, Inc. and its subsidiaries from Thompson Street Capital Partners. Allied 100 is a distributor of automated external defibrillators (AEDs) and ancillary parts and accessories, as well as a proprietary, SaaS-based medical direction software solution
- Represented Plexus Capital, a middle-market institutional investor, in numerous transactions, including its structured debt and equity financing of Scivation, a manufacturer of exercise supplements.
- Represented a clearXchange, LLC leading peer-to-peer payment services company in connection with its formation as a joint venture between leading national banks, and its ongoing operations as primary outside counsel.
- Represented CapitalSouth Growth Fund, in numerous transactions, including its leveraged acquisition of Stride Tools Holdings, LLC, a Cleveland, Ohio based manufacturer and designer of specialty hand tools for the HVAC and other industries.
- Represented mezzanine debt fund in the financing of more than twenty companies in the telecommunications, media and tech-enabled business services industries.
- Represented private equity firm Ridgemont Equity Partners in its leveraged acquisition, investments in and ultimate sale of Hometown Urgent Care, an operator of urgent care clinics in the Midwest.
- Represented a financial institution and its affiliates in numerous strategic transactions, including the spin out of its private equity business via a secondary transfer of portfolio company interests.
- Represented private equity firm Ridgemont Equity Partners in its majority investment in Gallus Biopharmaceuticals, a contract manufacturer of biologics products for biotech and pharmaceutical companies.
- Represented lead equity sponsors in the acquisition of a national group of insurance companies and the subsequent initial public offering for that company.
- Represented national bank in its strategic debt and equity finance of a commercial mortgage servicing software company.
- Represented private equity firm Ridgemont Equity Partners in its acquisition, ownership and ultimate sale of Aurora Parts and Equipment, a distributor aftermarket semi-trailer parts and accessories, which utilizes a proprietary web-based customer interface to facilitate ordering and inventory management.

- Represented Snyder's-Lance, Inc. in several transactions, including its acquisition of Late July Snacks, a leading manufacturer of better-for-you organic and non-GMO snacks.
- Represented Xerox Corporation in several transactions, including its $225 million acquisition of ISG Holdings, Inc. (Stratacare), a leading provider of workers' compensation medical bill review and clinical care services.
- Represented Garmin in connection with its acquisition of a division of a fintech company relating to the payments technology used in Garmin wearable devices.