

Dr. Thilo Winkeler

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OVERVIEW

Dr. Thilo Winkeler is co-managing partner of the German offices and a member of the Emerging Growth and Venture Capital practice group. He provides comprehensive advice in the areas of venture capital/emerging growth and mergers and acquisitions, in particular in connection with tech and digital transactions (fintech, health tech, SaaS). In addition to established startups, Thilo also accompanies international VC funds. He advises on the setting up of startups, their financing rounds, management participation, acquisitions, and sales. The majority of his transactions have an international context.

Thilo is consistently recommended by leading legal directories and rankings. Clients praise his “strong contract drafting and advice,” and competitors highlight that he is “well connected and highly visible in the market” (JUVE Handbook 2024/2025) and “experienced and competent” (JUVE Handbook 2023/2024). *The Best Lawyers in Germany*™ 2025 recommends Thilo for the areas Mergers and Acquisitions and Private Equity.

PROFESSIONAL BACKGROUND

Thilo joined the firm in October 2016. He has been a lawyer since 2001 and was a partner in a US law firm in Frankfurt from 2007 to 2016. In July 2025, Thilo was appointed co-managing partner Germany.

ACHIEVEMENTS

- Recognised by *The Legal 500 EMEA* as a Recommended Lawyer for M&A: mid-sized deals (sub-500m) in Germany, 2025
- Nominated in *Best Lawyers in Germany*™ 2023 for Mergers and Acquisitions Law in Berlin
- Recommended in *JUVE Private Equity and Venture Capital* as well as in *JUVE M&A* as "excellent contract structuring and advice" and "top connected, super market presence," 4 September 2023

SPEAKING ENGAGEMENTS

- In 2024, Thilo Winkeler took part as a speaker in a series of three webinar series entitled "How does it work in..." to help Italian startups grow through internationalization in Europe (Germany, France, and the UK), in collaboration with the Italian Tech Alliance.

EDUCATION

- Second Legal State Exam, Higher Regional Court of Frankfurt/Main, 2001
- Dr. iur., Ernst-Moritz-Arndt-University of Greifswald, 1999
- First Legal State Exam, University of Passau, 1997

LANGUAGES

- English
- German

OTHER PUBLICATIONS

- SPACS on the advance, *Börsenzeitung*, 2 April 2008, with Marc V. Kramer
- SPACS - In Search: Are SPACS an Alternative to Private Equity Investors?, *Finance*, March 2008
- What is a deadlock with a shoot-out?, *Finance*, April 2006
- What is a Basket, actually?, *Finance*, November 2005
- Due Diligence - Hidden - Concealed contributions in kind in share deals, *Finance*, March 2005
- One step forward - News on the taxation of private equity funds, *Finance*, February 2005
- On the criminal liability of issuing audit certificates with incorrect content, *Nomos Verlag,* 1999

NEWS & EVENTS

- 25 September 2025, K&L Gates Recognised in 2026 Edition of Best Law Firms™ - Germany
- 9 July 2025, K&L Gates Announces German Leadership Transition
- 14 May 2025, K&L Gates Advises MSA Safety Incorporated on €175 Million Acquisition of M&C TechGroup Germany
- 19 December 2023, K&L Gates Advises Balderton Capital on Investment in Scalable Capital

- 22 June 2023, Nearly 50 K&L Gates Lawyers Throughout Europe Recognized in 2024 Best Lawyers, Ones to Watch Editions
- 6 October 2021, K&L Gates Advises Sinch AB on $1.9 Billion Acquisition of Pathwire
- 18 June 2021, K&L Gates Acts for Sweden's Sinch in US$1.3 Billion Australian Acquisition
- 23 February 2021, K&L Gates Advises Sinch AB on $1.14 Billion Acquisition of U.S. Telecom Provider Inteliquent
- 12 November 2020, K&L Gates Advises Sinch AB on Acquisition of SAP Digital Interconnect
- 14 May 2020, K&L Gates Advises Vintage Investment Partners on €27 Million Series-B Fundraising for Software Company Zeitgold
- 6 January 2020, K&L Gates Advises KKR on Sale of European Locomotive Leasing
- 22 November 2019, K&L Gates Advises Arena Holdings on Celonis Series C Financing
- 12 May 2017, K&L Gates Advises CLX Communications on Cross-Border Acquisition of Dialogue Group Ltd.
- 4 October 2016, K&L Gates Bolsters Corporate, Venture Capital Practices with Berlin Partner Addition

OTHER MEDIA MENTIONS

- “K&L Gates Appoints New German Leaders as Von Hülst Steps Down After 18 Years,” *Law.com*, 10 July 2025
- “Leadership duo takes over the management of German K&L Gates practice,” *JUVE*, 9 July 2025
- “Enphase Energy acquires GreenCom with Friedrich Graf von Westphalen,” *JUVE,* 6 October 2022
- "GÖRG advises GreenCom Networks shareholders on sale to Enphase Energy," *RWS Verlag*, 27 September 2022
- “Skadden advises client Celonis for the first time in a financing round,” *JUVE,* 23 September 2022
- "US investors invest with Gleiss and K&L Gates at Persiono," *JUVE*, 15 October 2021
- “Sinch acquires Messenger People with K&L Gates and KPMG,” *JUVE,* 8 October 2021
- “Celonis raises $1 billion with Jones Day,” *JUVE*, 10 June 2021
- “Cint buys 91 percent of Gapfish for EUR 25.5 million,“ *Marktforschung*, 8 June 2021
- “PwC Legal advises sevDesk on Series B financing round,” *PwC*, 27 May 2021
- "Raue and numerous other law firms secure air cab financing”, *JUVE*, 12 May 2021
- "Mambu secures a further 110 million euros with Vogel Heerma Waitz, Weil advises lead investor”, *JUVE*, 13 January 2021

- "Consortium acquires locomotive lessor ELL from KKR," *JUVE*, 7 January 2020

AREAS OF FOCUS

- Emerging Growth and Venture Capital
- Mergers and Acquisitions

INDUSTRIES

- Financial Services
- Private Credit
- Technology
- Video Games and Immersive Technology

REPRESENTATIVE EXPERIENCE

Emerging Growth and Venture Capital

- Altimeter in connection with a Series E financing round to Personio SE.
- Arena Holdings in connection with financing rounds to Celonis SE, Mambu B.V, and Sevdesk GmbH.
- Balderton Capital in connection with two financing rounds to Scalable Capital.
- Centrica plc. in connection with a Series D financing round/convertible loan in GreenCom AG.
- Continental AG in connection with the acquisition of shares in Volocopter GmbH during the company's Series D financing round.
- Continental AG in connection with a financing round to Blickfeld GmbH.
- DiaMonTech GmbH in connection with a Series A financing round.
- IEG Investment Banking Group on the investment in Doctorbox GmbH.
- Samsung Ventures in connection with the investment in e-Fuel developer Ineratec
- Samsung Ventures in connection with a financing round for Codasip GmbH.
- Schell Games on the investment in holoride GmbH.
- Vintage, one of Israel's largest VC funds, in connection with a Series B financing round to Zeitgold GmbH.

Mergers and Acquisitions

- Arena Holdings on the sale of shares in sevdesk to Cegid.

- Aspects of German law on the merger between an American manufacturer of optical materials and semiconductors and a manufacturer of optical communication components and subsystems.
- Avenue Europe International Management LP in connection with the acquisition of the global Schletter Group.
- Chembio Systems Inc. in connection with the acquisition of OpTricon GmbH.
- Cint AB in connection with the acquisition of GapFish GmbH.
- Cooperative banks in connection with the acquisition of Fincompare GmbH.
- Immobilien Scout GmbH in connection with the sale of classmarkets GmbH to Kimeta GmbH.
- Insitu GmbH company in connection with the sale of all shares to Medwing GmbH.
- KKR on the sale of ELL European Locomotive Leasing GmbH & Co. KG.
- MSA Safety Inc. in connection with the acquisition of MessengerPeople, Pathwire, Xura Secure Communications GmbH, the global communication unit SAP Digital Interconnect and M&C TechGroup Technologies GmbH (€175 million).
- Sinch AB in connection with the acquisitions of MessengerPeople, Pathwire, the global communication unit SAP Digital Interconnect, and Xura Secure Communications GmbH.