

# Matt Smith

SHAREHOLDER  
he / him / his

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Trusted by entrepreneurs, funds, investors and executives, Matt Smith is a veteran deal lawyer and external general counsel with two decades of experience guiding clients through complex transactions.

He advises on mergers and acquisitions, corporate finance, private equity and venture capital investment and commercial transactions, with an emphasis on middle market and Main Street business transactions.

Before joining Polsinelli, he spent more than a decade as in-house general counsel with Solera Holdings, the D.E. Shaw Group and Goldman Sachs — experience that honed his practical perspective and business-minded approach to risk, strategy and growth.

Matt began his career at leading global law firms, where he developed the technical foundation that he now brings to every deal.

## Education

- Columbia Law School (J.D., 2007)
  - Harlan Fiske Stone Scholar; Journal of Asian Law, Editor
- University of California, Los Angeles (B.A., 2003)

## Bar Admissions

- Texas
- California

## Court Admissions

- State of Texas
- State of California

## Memberships

- Dallas Bar Association

## Capabilities

- Private Equity - Mergers & Acquisitions
- Private Equity
- Corporate & Transactional
- Investment Strategies & Capital Solutions
- Private Credit & Direct Lending
- Post-Merger Integration

## Related Capabilities

- International

- Association of Corporate Growth
- TABB, State Board Member and Education Chair
- J. Reuben Clark Law Society, Chapter Chair (2010-2016)
- Youth Sports Coaching (Baseball, Basketball, Soccer and Football)
- Catalyst DME, Board Member
- Viking Maccabee, Advisory Board Member

## Languages

- Mandarin Chinese
- German

# Matters

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## M&A, PE, VC and Investment Experience:

### Medical, Healthcare and Wellness:

- Advised buyers and sellers in the sale and purchase of >15 medical, healthcare and wellness businesses (ranging from \$800,000 to \$200 million in EV), including:
  - Multiple behavioral health clinics
  - An oncology technology business
  - Multiple med spas
  - A DME manufacturing business
  - Multiple medical device manufacturing businesses
  - A healthcare payment processing software business
  - A nutritional supplement and vitamins contract manufacturing business
  - A multinational natural foods business
  - Other medical and dental businesses
- Advised businesses and investors in investment rounds and issuance of securities for:
  - Numerous healthcare-related software and hardware businesses
  - A multinational natural foods business

### Industrial, Logistics, Technology and Construction:

- Advised buyers and sellers in the sale and purchase of industrial, logistics, technology and construction businesses of all sizes (ranging from \$300,000 to \$3 Billion in EV):
  - >20 software-as-a-service (SaaS), data-as-a-service (DaaS), IoT, software and technology businesses
  - >20 HVAC, plumbing and electrical businesses
  - >10 logistics, distribution, transportation and automotive businesses
  - >10 property management businesses
  - >10 construction services businesses
  - >10 aggregates, rock products and construction materials businesses
  - Multiple remediation services businesses
  - Multiple equipment manufacturing businesses
  - Multiple plastic injection molding manufacturing businesses

- Advised businesses and investors in investment rounds and issuance of securities for:
  - Numerous SaaS, DaaS and technology businesses
  - Logistics, distribution, transportation and automotive businesses
  - Manufacturing businesses
  - Construction services and construction materials businesses
  - HVAC, electrical and plumbing businesses
  - JVs and minority investments in a range of industries

#### **Consumer Goods, Retail and Franchise Businesses:**

- Advised buyers and sellers in the sale and purchase of various consumer-facing businesses (ranging from \$95,000 to \$140 million), including:
  - >5 consumer-facing franchise businesses
  - Multiple consumer products, eCommerce and retail businesses
  - Multiple consumer-facing energy and brokerage businesses

### **Corporate, Finance and Contracts Experience**

#### **Capital Markets and Securities, Private Credit and Special Situations, Compliance, Customer Contracts and Corporate Governance:**

- Matt's experience includes leading public and private offerings of debt, equity and equity-linked securities (raising more than \$30 billion in capital for issuers), including IPOs on NYSE, NASDAQ, the Stock Exchange of Hong Kong, the Singapore Stock Exchange and the Indonesia Stock Exchange and issuance of debt and equity securities pursuant to Regulation S, 144A and other exemptions from registration, including:
  - >20 IPO transactions
  - >20 high-yield debt issuances
  - Numerous other convertible and investment-grade debt issuances
- His services include:
  - Acting as general counsel to numerous businesses and investors
  - Acting as special counsel for boards and board committees
  - Advising issuers, underwriters, fund managers and investors on securities law and regulatory compliance matters
  - Structuring liquidity solutions including secondaries and block trades
  - Advising on distressed and special situations transactions
  - Advising borrowers and lenders in private credit and non-bank lender transactions
  - Negotiating and drafting a wide range of commercial contracts, technology transactions, license agreements, RFPs and contract bid documents