SQUIRE PATTON BOGGS

David A. Saltzman



Partner

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Languages spoken
English | Spanish

About David

David Saltzman represents companies from around the world in a variety of business transactions and related legal issues. His clients range from small emerging growth companies to large multinational corporations, in a variety of industries, including technology, financial services and life sciences.

David advises global companies in cross-border mergers and acquisitions, joint ventures, strategic and venture capital investments, as well as commercial transactions, including those involving Asia, Europe, the Middle East and South America. He devotes a substantial amount of his practice to representing emerging growth companies and investment funds in private equity and venture capital matters, and has extensive experience with venture capital financings and investment fund formations. David's work with clients covers all stages of the corporate life span, from formation and corporate structuring through liquidity events.

David's representation of manufacturers, suppliers and distributors of goods and services gives him strategic insight regarding the concerns of all parties to a commercial transaction, enabling him to resolve complex issues and help his clients enter successful relationships and close important transactions in a timely and cost-effective manner. Taking a "big picture" view for the benefit of his clients, David's practice includes advising clients on the Foreign Corrupt Practices Act (FCPA).

David is a frequent speaker on key issues for global companies and has presented to the Association of Corporate Counsel and the Association for Corporate Growth. In addition, David has authored several published articles and treatise chapters and has hosted seminars on a variety of topics.

David has been a member of the Board of Directors and Executive Committee of the Japan Society of Northern California since 2011, and he currently serves as its Corporate Secretary and the Chair of its Nominating & Governance Committee. He was a member of the Editorial Board of the State Bar of *California's Business Law News* from 2007 through 2021. David worked at a software firm before becoming a lawyer. David's business and legal experience enable him to provide practical business solutions and legal advice specific to his clients' particular situations and to negotiate transactions based on their unique circumstances.

Experience

Mergers and Acquisitions

- Advised Valvoline in its net US$593 million acquisition of Breeze Autocare from Greenbriar Equity Group, L.P. and related divestiture of stores pursuant to a Federal Trade Commission (FTC) decision and order.
- Represented a US public company in several acquisitions of more than US$100 million.
- Represented a Japanese global technology company in its US$55 million acquisition of an IT integration and technology solutions provider catering to the automotive, specialty, life sciences, utilities, food and beverages industries.
- Represented a Japanese global supplier of high-precision 3D data in the automotive industry in its US$132 million acquisition of a US provider of high-definition maps for advanced driver assistance, semi-autonomous and autonomous driving applications, as well as geospatial measurement solutions.
- Represented a Japanese global life sciences corporation and several subsidiaries in the US$800 million sale of a worldwide diagnostic systems division.
- Represented an Austrian life sciences company in its purchase of assets from a US public life sciences company.
- Represented an India-based global product engineering and lifecycle services company in its US$60 million acquisition of a design and engineering services provider to top-tier semiconductor and systems companies worldwide.
- Represented a Singapore engineering services firm in its US$40 million acquisition of a provider of systems and software engineering solutions for organizations delivering mission and safety critical applications and products to Fortune 100 customers in the aerospace, defense and medical devices industries.
- Represented an India-based global product engineering services company in its US$150 million acquisition of a leader in next-generation digital transformation and digital innovation for Fortune 500 clients in the automotive and high-tech industries.
- Represented a US global supplier of microplate sealing films, foil and laminate constructions to pharma and biotech companies in its US$107 million acquisition by a private equity firm.
- Represented a global software company in its US$50 million acquisition by a private equity firm.
- Represented a Japanese multinational company in a hybrid transaction involving an acquisition of assets of the semiconductor division of a US corporation and restructuring the acquiring company into a joint venture subsidiary of two joint venture partners.
- Represented a multinational company in the sale of assets by five company affiliates in three countries in a management buyout.
- Represented a global food company in its US$22 million acquisition of a purveyor of Japanese foods in the US.
- Represented a global food company in its US$15 million acquisition of US distributor of Japanese foods to restaurants.
- Represented a global food company in its US$4.5 million acquisition of US seller of seafood, Asian specialty products and kitchen and tableware.
- Represented a US industry leader in nutritional software products, services and databases in its US$190 million acquisition by a private equity firm.

- Represented a physician purchasing a 49% interest in a medical practice.
- Represented numerous technology companies in many mergers, acquisitions and other strategic alliances, including conducting a Section 3(a)(10) fairness hearing at the California Department of Corporations (now the California Department of Financial Protection and Innovation).

Venture Capital and Fund Formation

- Represented several sponsors in the formation and structuring of investment funds, including venture capital funds.
- Represented US and non-US companies and institutional investors in dozens of preferred stock financings, many involving CFIUS issues.
- Represented a US company in its sale of Preferred Stock to New Zealand investors.
- Represented a UK investor in several purchases of Preferred Stock from a Brazil-based Delaware corporation.
- Represented a French investor in its purchase of Preferred Stock from a US corporation.
- Represented a Japanese company in its purchase of a majority position in a US life sciences company.
- Represented a Japanese company in several purchases of minority positions from new business partners.
- Represented a Korean company in its purchase of a minority position in a US mortgage broker.

Credentials

Education

- Emory University, J.D., with distinction, managing editor, *Emory International Law Review*, 1995
- Tufts University, B.A., 1992

Admissions

- California, 1999
- Texas, 1995

Memberships & Affiliations

- Member of the Board of Directors and Executive Committee of the Japan Society of Northern California since 2011
- Member of the Editorial Board of the State Bar of California's *Business Law News* since 2007.

Expertise

Services

- Corporate
- Financial Services
- Private Equity

Industries

- Life Sciences

About our firm

One of the world's strongest integrated law firms, providing insight at the point where law, business and government meet. We deliver commercially focused business solutions by combining our legal, lobbying and political capabilities and invaluable connections on the ground to a diverse mix of clients, from long-established leading corporations to emerging businesses, startup visionaries and sovereign nations. More than 1,500 lawyers in over 40 offices across four continents provide unrivaled access to expertise.