



# Stephen Geanacopoulos

Shareholder, Providence, RI

Call: 401.274.7200 | Fax: 401.751.0604 | Email: [sgeanacopoulos@apslaw.com](mailto:sgeanacopoulos@apslaw.com)

## PRACTICE AREAS

Business & Corporate  
Mergers & Acquisitions  
Venture Capital  
Commercial Finance

Litigation  
Securities

## EDUCATION

Boston College (J.D.,  
1979)

Dartmouth College (A.B.,  
*cum laude*, 1974)

## ADMISSIONS

Massachusetts  
Rhode Island  
U.S. District Court,  
District of Massachusetts

## OVERVIEW

Steve is the Chair of the Business & Corporate Law Group and Co-Chair of the Mergers & Acquisitions Practice Group. His practice is international in scope. U.S. domestic companies and foreign-based multinationals doing business in the U.S. rely on him to meet their business challenges and to structure and efficiently execute their most critical strategic transactions.

- He has acted as lead counsel in many M&A transactions for Cookson Group plc, a London-based LSE-listed multinational with annual turnover in excess of \$3 billion. Most recently, he advised Cookson on the sale to Berkshire Hathaway, Inc. of Cookson's U.S. Precious Metals businesses, including subsidiaries in U.K., France, Japan, China, Hong Kong, U.S. Virgin Islands and the Dominican Republic.
- He represents Paris-based multinational Ingenico Group [Euronext: ING], the global leader in payment solutions, with annual revenues in excess of \$2 billion. Steve counseled Ingenico on its acquisition of Roam Data, Inc., a Boston-based emerging technology company in the mobile payments space. In a unique example of foreign direct investment in the U.S., the deal was executed in three steps, over a period of five years, beginning in 2009 with Ingenico's purchase of a minority stake in Roam, followed in 2012 by Ingenico's purchase of majority control of Roam, and culminating at year-end 2014 with Ingenico's purchase of all remaining minority shares. Steve led the AP&S team in providing the structuring, regulatory, corporate law, securities law, tax and IP advice that enabled Ingenico to efficiently complete a transaction which gives it a platform for worldwide expansion into the emerging mobile payments market.
- Steve has acted as lead counsel in many M&A transactions for Precision Engineered Products Group, a global manufacturer and supplier of highly engineered components and devices for the medical, aerospace, automotive, and oil and gas industries. Most recently, he advised the Group on four separate acquisitions of manufacturing firms in New Hampshire, Connecticut,

Massachusetts and Illinois.

- Steve advises Spectra Systems Corporation, a Providence-based emerging technology company which is listed on the AIM market of the London Stock Exchange and which develops and markets technology for marking and authenticating banknotes and other high value documents. Steve and his team represented Spectra in connection with its separate acquisitions of Canadian and New Jersey businesses which develop and market internal control systems for lotteries worldwide and, more recently, in connection with Spectra's acquisition of the brand protection and tax stamps authentication business of a company based in Israel.
- He represents Alent plc, a London-based, LSE-listed global supplier of advanced consumable specialty chemicals and engineered materials used primarily in the electronics, automotive, and industrial end-market segments. Most recently, he advised Alent in connection with the sale of its North American Stencils Business to StenTech, Ltd., an Ontario, Canada-based surface mount technology company.
- He represented Greenbytes, Inc., one of Rhode Island's premier emerging technology companies, in connection with its Series B venture capital funding by Generation Investment Management LLP, a London and NYC-based investment firm co-founded by former U.S. Vice President Al Gore.

Steve's areas of concentration are:

- mergers and acquisitions (U.S. domestic and international/cross-border)
- foreign direct investment (FDI) in the U.S.
- joint ventures
- private equity
- securities
- venture capital
- corporate governance
- the needs of closely-held companies and family businesses, and resolution of shareholder disputes
- licensing of intellectual property
- general corporate and commercial law.

**Chambers USA 2007 America's Leading Lawyers for Business reports:**

"Clients raved about Steve Geanacopoulos, who worked on various private equity matters: 'He is a

member of our strategic planning team as much as a legal resource—he offers invaluable commercial advice, interpreting the intricacies of the law in plain English, allowing you to make an informed decision.’ His main strength is building and developing client relationships and his personal qualities were also treasured: ‘He is outgoing and engaging but also a thorough listener and questioner—he is focused on getting deals completed and excellent at negotiating and diffusing situations.’”

**Chambers USA 2009 America’s Leading Lawyers for Business reports:**

“Stephen Geanacopoulos ‘is exceptional in the corporate and M&A environment,’ declare interviewees. He and the team have been advising a major U.K.-based multinational on all corporate matters, including a number of transactions.”

**Chambers USA 2010 America’s Leading Lawyers for Business reports:**

“Stephen Geanacopoulos is considered to be one of the state’s top business attorneys and handles a wide variety of matters. He is ‘pragmatic, proactive and gives good business advice.’”

REPRESENTATIVE MATTERS

Steve led the AP&S team in the following engagements:

- Sale to Berkshire Hathaway, Inc. of the U.S. Precious Metals Business of a London-based, London Stock Exchange-listed multinational, including subsidiaries in France, U.K., Hong Kong, China, Japan, U.S. Virgin Islands and the Dominican Republic.
- \$50 million acquisition by a Paris-based, Euronext-listed multinational of a controlling interest in a Boston-based emerging technology company.
- Acquisition of a Vancouver, British Columbia company by a Providence-based patent-rich technology company listed on the AIM market of the London Stock Exchange.
- \$300 million private auction sale of worldwide non-core businesses of a U.K.-based multinational.
- Representation of senior management team in connection with \$310 million sale of private equity portfolio company.
- \$30 million sale of a Rhode Island-based, family-owned precious metals business to a Florida-based private equity fund.
- \$14 million Series B venture capital financing of a Rhode Island emerging technology company by a London-based investment firm.
- Representation of diverse manufacturers in negotiation of precious metals consignment facilities with a variety of European and Asia-Pacific precious metals lenders.
- Distressed sale of U.S. subsidiary of Irish company in coordination with receivership proceedings in Ireland for the Irish company and its U.K. affiliate.
- \$90 million acquisition by a U.K.-based multinational of the assets of a Massachusetts-based competitor and the shares of its Hong Kong, China and U.S. Virgin Islands subsidiaries.
- \$110 million reorganization designed to solve a dispute among the three shareholder groups of a Massachusetts manufacturing company.
- Acquisition by a French public company of a minority stake in a Boston-based start-up.
- Acquisition by a Netherlands-based multinational of the assets of a Connecticut-based company.
- Wind-up of U.S. subsidiary of a Swiss-based global manufacturer.
- Strategic alliance between a U.K.-based multinational and a group of five companies in the US, Thailand and Israel.
- \$165 million sale of a U.S., China and Mexico-based manufacturer to a Providence-based private equity firm.
- Reorganization of the U.S. holding company structure of a U.K.-based multinational, designed to achieve cross-border tax efficiencies.
- Sale of a Swedish company and its U.S. subsidiary to a U.S.-based, publicly-traded strategic buyer.

- Acquisition of a New Jersey software development company by a patent-rich technology company listed on the AIM market of the London Stock Exchange.
- \$500 million precious metals consignment facility for a U.K.-based multinational listed on the London Stock Exchange.
- \$33 million disposition by a NYSE-listed manufacturer of "discontinued operations" consisting of manufacturing plants in Pennsylvania, Iowa, Texas, Georgia and Illinois.
- Exclusive worldwide license to manufacture and distribute a patented silver germanium alloy invented at Middlesex University, U.K.
- Sale by a Dublin-based company of one of its U.S. subsidiaries in a management buyout.
- \$42 million sale of a holding company with operating subsidiaries in Illinois and Utah to the private equity affiliate of an international mutual funds complex.
- Representation of a Rhode Island renewable energy developer in connection with \$4 million financing of municipal wind turbine project in Massachusetts.

#### SEMINARS / PUBLICATIONS

- "Resales of Securities," American Bar Association's Business Law Today, Volume 7, No. 2, November/December, 1997.
- Sarbanes-Oxley Act: A Survey of the Act's Key Provisions and a Status Report on Ongoing Rulemaking thereunder as of June 5, 2003.

#### HONORS

- Recognized in *Chambers USA America's Leading Business Lawyers* in the area of corporate/commercial law.
- Selected by his peers for inclusion in *The Best Lawyers in America*® 2013 - 2019 in the field of Closely Held Companies and Family Business Law.
- Professional Excellence in the Law, Business Law, *Rhode Island Monthly* 2019.
- AV rated by *Martindale-Hubbell*, its highest rating for attorneys.
- 1975-76: Teaching Fellow, Athens College (Hellenic American Educational Foundation), Psychiko, Athens, Greece.





LEADING INDIVIDUAL

#### PROFESSIONAL AFFILIATIONS

- Member, American Bar Association and its Business and International Law Sections.
- Member, Rhode Island Bar Association.

#### IN THE COMMUNITY

- Dartmouth College Alumni Council: Class of 1974 Representative (2010-2013).
- Member of the Nominating and Alumni Trustee Search Committee of the Dartmouth College Alumni Council (2013-2014).