# Ethan Zook

Associate

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Ethan advises on all types of corporate transactions, as well as in general corporate matters, from business formation through exit.

## OVERVIEW

Ethan focuses his practice on both mergers and acquisitions, as well as on the general corporate representation of U.S. and foreign companies. He works with various technology and medical device companies in matters from formation to exit, such as: choice of entity; corporate governance; licensing; contract negotiation; private equity and venture capital transactions; mergers and acquisitions; buy-sell agreements; and shareholder disputes. He also frequently represents sellers and buyers in acquisitions across a range of industries, including information technology and life sciences, and he represents investors and companies seeking investment.

## REPRESENTATIVE MATTERS

### Venture Capital

- Represented a health care information technology company focused on artificial intelligence aids for rapid cancer diagnoses in its $35+ million Series C equity financing.
- Represented an electrical stimulation cancer therapy device company in its $10+ million Series A-1 equity financing.
- Represented an advanced membrane technology company in its oversubscribed $16.5 million Series A equity financing.
- Represented an educational technology company focused on student engagement and organization management software for universities in its Series A equity financing.
- Represented a cloud-based point of sale platform company in its seed equity financing.
- Represented the venture arm of a health care network as the lead investor in several debt and equity investments into growth-stage companies: a sickle cell disease management company; an online health care accessibility company; and an artificial intelligence-powered health care platform company specializing in complex patient discharges.
- Represented a venture fund in its lead Series A investment in a insurtech auditing software company.

### Growth Equity

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- Represented a growth equity fund in several of its investments as lead and co-lead investor: Series B investment in an onboarding, performance management and career growth software platform company; Series C investment in a cross-channel marketing platform; and Series D investment in an omnichannel fulfillment supply chain application company.
- Represented a health care growth capital fund as the lead investor in Series F funding in a value-based kidney care company at a valuation exceeding $2.5 billion.
- Represented a life sciences investment fund as the lead investor of a $67 million financing in a vision measurement and optimization device company.
- Represented a structured capital investment fund on the equity portion of its investment into a leading seller of diamond cutting tool products, which supported the company's acquisition of a complementary provider of cutting tool products and services for the woodworking, metal and composite industries.
- Represented a tech-enabled provider of veterinarian staffing services in its equity capital transaction from an Illinois-based private equity firm focused on education, healthcare and tech-enabled services companies.

**M&A**

- Represented a publicly traded manufacturer of tobacco products (market capitalization of $1+ billion), in its transfer of a wholly owned subsidiary to a provider of retail consumer products and accessories.
- Represented a dining and retail technology platform company in its $100+ million carve-out stock sale to a leading campus technology and payment solutions provider.
- Represented a data solutions, solution engineering, and business consulting company in its $130+ million majority stock sale to a California-based private equity firm.
- Represented a Phase 2 stage regenerative medicine platform company developing allogeneic plasma-based biomaterials for active soft tissue repair, aesthetics and orthopedic indications in its $300+ million going-public sale to a SPAC trading on the Nasdaq Capital Market.
- Represented a provider of essential industrial gases, related equipment and applications in its strategic asset purchase of a specialty alloy welding services company.
- Represented a discount grocery store chain in its sale of 15+ store locations to various buyers, including representation of the discount grocery store for its subsequent license and supply transactions with the buyers.
- Represented a leading provider of cloud-native communications services in its $437+ million sale to a publicly traded provider of communications as a service solutions.

## AWARDS

- *Best Lawyers in America®: Ones to Watch*: Corporate Governance and Compliance Law (2021-2026), Corporate Law (2025-2026)

## TOP AREAS OF FOCUS

- Emerging Companies + Venture Capital

## ALL AREAS OF FOCUS

- Corporate
- Emerging Companies + Venture Capital
- Life Sciences Transactions
- Mergers + Acquisitions

## PROFESSIONAL/COMMUNITY INVOLVEMENT

- Man of the Year Candidate, Leukemia & Lymphoma Society, Eastern Pennsylvania Chapter (2017 Campaign)

## EDUCATION AND CERTIFICATIONS

### EDUCATION

- American University Washington College of Law, J.D., *cum laude*, 2015
- University of Richmond, B.S., *cum laude*, 2012, business administration

### BAR ADMISSIONS

- Pennsylvania

## PUBLICATIONS

- Co-author, "Navigating the Opportunities and Obstacles Facing Quantum Sensing Companies: Part 3," *Troutman Pepper Locke*, November 23, 2026.
- Co-author, "Navigating the Opportunities and Obstacles Facing Quantum Sensing Companies: Part 2," *Troutman Pepper Locke,* November 16, 2026.
- Co-author, "AI Defensibility — What It Means, Why It Matters, and How Diligence and Deal Documents Are Catching Up," *Reuters*, June 16, 2026.
- Co-author, "California Suspends Implementation and Enforcement of Fair Investment Practices by Venture Capital Companies Act Pending Rulemaking Process," *Troutman Pepper Locke*, March 18, 2026.
- Co-author, "Investors Gear Up for Market Momentum in Health Care IT," *Troutman Pepper Locke*, November 25, 2025.
- Co-author, "What's a Board to Do? Navigating a Down Round Financing," *Troutman Pepper Lock*e, October 13, 2025.
- Co-author, "What's in a Down Round? Key Features of a Down Round," *Troutman Pepper Locke*, October 6, 2025. Republished in *Insights: The Corporate & Securities Law Advisor*, December 2025.
- Co-author, "Unlocking Tax Planning Efficiency: The New Era of Online Section 83(b) Elections," *Troutman Pepper Locke*, August 27, 2025.
- Co-author, "Policies in Focus: Opportunities and Challenges Expected for M&A and VC in 2025," *Troutman Pepper Locke*, January 24, 2025.
- Co-author, "A Sharper Focus: Exploring VC Side Letters," *Troutman Pepper Locke*, January 21, 2025.
- Co-author, "Private Equity Consolidation of Physician Practices Steady Despite Economic Conditions," *Troutman Pepper*, July 8, 2024.
- Co-author, "Failing Forward: How to Raise a Successful Down-Round in 2023," *Troutman Pepper*, March 16, 2023.
- Co-author, "When Capital Gets Tight, Savvy Founders Get Creative," *Troutman Pepper*, February 7, 2023.