

James M. Hipolit

Partner

Berwyn

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James works with private equity firms and their portfolio companies on transformative deals that support strategic goals and lead to growth. He also assists company owners in selling their businesses.

OVERVIEW

James advises both buyers and sellers on strategic transactions, focusing on mergers and acquisitions, with an emphasis on advising private equity sponsors and their portfolio companies. He takes a leading role in counseling buyers, sellers, and company owners in M&A transactions across a broad range of industries, including technology, manufacturing, food and beverage, health sciences, health care IT, financial services, insurance, home services, transportation, and construction.

James' clients also rely on him for advice and counsel related to corporate governance, structuring, and corporate finance matters.

REPRESENTATIVE MATTERS

Private Equity Representations

- Represented a private equity fund in its acquisition of a manufacturer of pool finishes, as well as its subsequent sale to a strategic buyer.
- Represented a private equity fund in its acquisition of a provider of clinical laboratory testing services.
- Represented a private equity fund in its acquisition of a global designer and manufacturer of wireless communication technology.
- Represented a private equity fund in the \$66 million sale of one of its portfolio companies, a wallpaper, fine fabric, and high-end furniture designer.
- Represented the portfolio platform company of a private equity firm in its acquisition of multiple plumbing and heating supply companies across the U.S.
- Represented a private equity fund in its acquisition of a provider of fire and life safety services for commercial, industrial, and multifamily buildings.
- Represented a private equity-backed company in multiple add-on acquisitions of telecommunications construction companies.
- Represented a private equity fund in its acquisition of a manufacturer of fire-resistant file cabinets.

- Represented a private equity-backed designer and engineer of seating for the commercial and military transportation markets in its buyout of a joint venture partner and entry into a new manufacturing agreement with the former joint venture partner.

Strategic Representations

- Represented a mining, construction materials supplier, and road construction company in its strategic acquisition of a regional quarrying, construction materials supply, and road construction company.
- Represented the owner of a provider of cloud-based technology solutions for life sciences in the sale of his company to a provider of health care and life sciences software.
- Represented the owners of a regional provider of paratransit, shuttle, and motorcoach services in the sale of their company to a strategic acquirer.
- Represented the owners of a privately held manufacturer of biomaterial coatings for medical devices in the sale of their company to a private equity fund.
- Represented a supply chain operating network for the process services, which was owned by a number of *Fortune* 500 companies, in its sale to a private equity fund.
- Represented the owners of a privately held franchised business networking organization in the sale of their company to a private equity fund.

TOP AREAS OF FOCUS

- Corporate
- Corporate Governance
- Mergers + Acquisitions
- Private Equity

ALL AREAS OF FOCUS

- Corporate
- Corporate Governance
- Mergers + Acquisitions
- Private Equity
- Real Estate Capital Markets (REITs)

EDUCATION AND CERTIFICATIONS

EDUCATION

- University of California, Los Angeles School of Law, J.D., 2009, Order of the Coif
- College of William & Mary, B.A., *summa cum laude*, 2006, public policy and history, Phi Beta Kappa

BAR ADMISSIONS

- Pennsylvania

CLERKSHIPS

- Hon. Donald F. Parsons, Jr., Delaware Court of Chancery, 2009-2010

SPEAKING ENGAGEMENTS

- Speaker, "Taking Chips Off the Table or Funding Growth—Exploring Alternatives for Achieving Liquidity," Philadelphia M&A Conference – Smart Business Dealmakers, September 11, 2025.
- Moderator, "Planning for Liquidity: Maximizing Value and Timing," The Smart Business Dealmakers Conference 2024, September 12, 2024.

PUBLICATIONS

- Podcast, "Preparing to Sell Your Business With James Hipolit of Troutman Pepper Locke," *Smart Business Dealmakers*, June 4, 2025.