

People



Karyn Koiffman

Partner, Corporate
M&A and Private Equity

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Karyn Koiffman represents private equity funds, family offices, private companies and public corporations in a wide variety of complex domestic and cross-border transactions. Karyn’s practice focuses primarily on acquisitions and divestitures, including leveraged buyout transactions, follow-on acquisitions, mergers, and stock and asset transactions. Related to her M&A practice, Karyn handles joint venture arrangements, growth capital investments, recapitalizations, corporate reorganizations, related equity arrangements, as well as franchise, expansions and other commercial transactions. Karyn also counsels clients on general corporate and contractual related matters and serves as outside general counsel.

As a dual licensed attorney, Karyn also advises clients on both inbound and outbound investments, transactions, disputes, and regulatory issues involving the United States and Brazil. In addition to her bilateral experience, she works closely with the firm’s Latin America and the Caribbean practice to provide comprehensive coverage across the region.

Notable Work

Acquisitions and Divestitures

The Beekman Group: Represented client in various transactions, including:

- Acquisition of GED Integrated Solutions Inc.
- Acquisition of Norfield, Inc.
- Acquisition of AutoManager, Inc.
- Acquisition of Everlogic, Inc.
- Acquisition of AI Software Group (Selly)

Branford Castle Partners: Represented client in various transactions, including:

Areas of Experience

M&A and Private Equity
Corporate
Brazil
Corporate Governance
Venture Capital and Emerging Growth Companies
Franchise and Licensing
Distressed Transactions and Corporate Restructuring
Telecommunications, Fiber, and Wireless Facilities Infrastructure

Education

LL.M., University of Michigan Law School, 2003
LL.B., Universidade Presbiteriana Mackenzie, 1998

Admissions

Bars

District of Columbia
New York
Brazil

Languages

Italian
Portuguese
Spanish

Related Content

Akerman Sponsors SEAFA Annual VC & PE Summit
November 20, 2024

Akerman Hosts Private Equity Boot Camp Session
Four on Distressed Company Transactions
October 29, 2024

Akerman Advises Nexwell on Solar Platform
Investment
December 11, 2023

- Acquisition of Pulse Veterinary Technologies, LLC
- Sale of Pulse Veterinary Technologies, LLC to Zomedica Inc.
- Acquisition of NeoPulse GmbH (NeoVet technology)

Black Dragon Capital: Represented client in various transactions, including:

- Sale of Enterworks to STG Partners
- Acquisition of Maginus Software Solutions Limited
- Corporate counseling and commercial transactions for various portfolio companies

Mercury Systems: Represented client in its acquisition of Pentek Systems Inc. and Pentek Technologies LLC

Nexwell: Represented client in its acquisition of Urban Solar, Inc.

Providence Equity Partners: Represented client and its portfolio companies in various transactions, including:

- Acquisition of TimeCo Systems, Inc. by TCP Holdings
- Acquisition of DriveReach Inc. by Tenstreet LLC

Franchise Transactions

H.I.G. Capital: Represented client in its acquisition of Craig Holdings, Inc. (“Jenny Craig”), a leader in the weight loss industry in North America, Australia, and New Zealand.

JM Family Enterprises, Inc. and Home Franchise Concepts: Represented clients in various transactions, including:

- Acquisition of Kitchen Tune-Up, one of the world’s largest franchising systems in home improvement goods and services
- Acquisition of Bryche Corporation, a franchisee of AdvantaClean Systems

Additional Franchise Transactions: Represented several franchisors in their global expansions and acquisitions of franchisees.

Cross-Border Transactions

International Clients: Represented international clients in an array of transactions, including corporate counseling, capital raising, US expansion, corporate reorganization, commercial contracts, collaboration agreements, joint-venture transactions, acquisitions and divestitures, growth capital investments, licensing, and dispute resolution. Clients include:

- Agencia de Promocao de Exportacoes do Brasil - Apex
- Brincare Desenvolvimento e Inovação Tecnológica S.A. and Brincare USA Corp.
- Componente Investimentos Ltda.
- Falconi Consultants for Results Corp. and Falconi Consultores S.A.
- Grupo XP
- Libbs Farmacêutica Ltda.

Published Work and Lectures

- Akerman Webinar, Presenter, “Private Equity Boot Camp Series: Distressed Company Transactions,” 2020–2024
- IBA Mergers and Acquisitions in Latin America 2024, Panelist, “Insurance for Representation and Guarantees: How They Are Used in the Region,” March 14, 2024
- *The Wall Street Journal*, Quoted, “Brazil’s Maturing Private Markets Attract U.S. Investment Firms,” November 20, 2023
- International Franchise Expo, Speaker, “SHOW ME THE MONEY! Strategies For Maximizing The Monetary Value Of Your Franchise System At Every Stage Of Development,” June 3, 2022
- IBA Deals, Disruptions and Growth Areas in the Americas Conference, Panelist, “Private Equity: Developments in PE Transactions in the Americas,” December 7, 2021
- Lex Mundi, Speaker, “Practical Insights and Best Practices for Doing Cross-Border Deals in Latin America,” November 18, 2021
- Brazil-Florida Business Counsel Webinar, Presenter, “Doing Business in Florida: Legal Framework and Tax Considerations for Foreign Corporations,” February 25, 2021
- ABVCAP, Chair and Panelist, “InsidePE in Brazil Forum,” Washington, D.C., 2017; Miami, 2019; New York, 2011-2018
- Association of Corporate Counsel (ACC) New Jersey, Panelist, “Must Haves for Pre-Transactional and Third Party Due Diligence,” May 23, 2018
- IBA Latin American Anti-Corruption Enforcement and Compliance Conference, Panelist, “Risk-based Approach: Tips On How to Build an Effective Compliance Programme,” Sao Paulo, Brazil, November 6, 2017
- *Risk & Compliance Magazine*, Co-author, “Reducing Business Risks in Brazil,” July-September 2017
- 2016 Brazil Summit, Brazilian American Chamber of Commerce, Panelist, “M&A Panel,” New York, April 18, 2016
- ACG Latin America Dealmakers Breakfast Series, Panelist, “Opportunities & Challenges of Latin American Private Equity,” New York, May 6, 2015
- Brazilian-American Chamber of Commerce, Panelist, “Doing Business in Brazil: Seizing opportunities and minimizing risks in today’s business landscape,” June 2014
- 2013 Cross Border M&A Symposium, *M&A Advisor*, Moderator, “M&A Market Report – Latin America,” May 2013
- M&A Advisor Summit, Panelist, “International Forum – BRAZIL – M&A Market Report,” October 2012

Affiliations

- Akerman Foundation, Board of Directors, 2024-Present
- Brazilian-American Chamber of Commerce, Board of Directors, 2013-Present
- ABRACE, Brazilian Association of Culture and Education, Board of Directors, 2018-Present

Honors and Distinctions

- *Latinvex*, 2019, Latin America: Top 100 Female Lawyers
- *M&A Advisor*, Top 40 Under 40 Lawyers in the U.S.