



Andrew P. Pillsbury

Partner

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About

Andrew Pillsbury chairs Kelley Drye's Mergers and Acquisitions practice group. His practice also focuses on finance, securities, joint ventures, technology matters, and corporate governance issues. Additionally, Andrew serves as outside general counsel for a variety of middle market businesses.

Andrew works with a variety of clients from market leaders to start-ups in a broad number of industries, including logistics and transportation, manufacturing, energy, telecommunications, financial services, insurance, consumer goods, software, information technology services and consumer goods. Recommended in the *US Legal 500* for his work in Mergers and Acquisitions, and *Leading Lawyers* for Corporate Finance, Secured Transactions, and Securities and Venture Finance, Andrew consistently provides critical insight into his clients' businesses and the industries in which they operate.

Andrew has proven time and again that he can overcome even the most complex challenges and obstacles related to the full array of corporate transactions. Andrew is valued by clients and colleagues alike for his sophisticated negotiation skills and his innate ability to break down and communicate complex issues in a clear and effective way in order to progress transactions.

Experience

M&A

Represented a logistics company in growth capital infusion, followed by a series of acquisitions.

Represented a transportation industry manufacturing company in acquisition of new production facility and wind-down and disposition of additional production footprint.

Represented a leading agribusiness in sale of operating division.

Represented a telecommunications company in bid to purchase fiber optic network.

Represented a client in disposition of business division together with licensing back of various key software and technology components.

Represented a private equity investor in auction and sale of interests in portfolio company.

Represented a registered investment adviser in a \$160 million sale of the company to a Canada-based public company.

Represented the leading provider of Internet Retail publications and data in the sale of its conference business and associated marketing services arrangements and trademark licensing agreement.

Represented the founders of a business and technology consulting firm in the sale of their equity in connection with the establishment of an Employee Stock Ownership Plan for the firm.

Represented a graphite electrode manufacturing company in connection with its holding company reorganization and \$700 million “double-dummy” acquisition.

Finance

Represented a large manufacturer in connection with senior credit facility and formation of lease finance vehicle and separate non-recourse facility.

Represented a major Chicago-based second lien financing division of a large U.S. bank holding company in several financings ranging from \$7.5 million to \$20 million.

Represented a major regional bank in series of senior credit facilities.

Represented a provider of equipment and services to the oil and gas industry in connection with a \$115 million financing consisting of \$85 million senior secured notes and \$30 million preferred equity interests and follow-on offering.

Represented a leading InsurTech client in connection with bridge financing.

Joint Ventures and Other Corporate Matters

Represented a leading FinTech client from formation through multiple rounds of equity and debt financing to exit.

Represented a U.S. company in establishing and funding of non-U.S. manufacturing facility with new joint venture partner.

Represented a Finnish provider of broadband technologies in connection with U.S. joint venture with U.S. designer and manufacturer of broadband products.

Represented a real estate development joint venture in agreements with leading technology companies to develop advanced technology infrastructure and managed services platform for planned residential and commercial developments.

Represented a large life insurance company in the formation of a \$300 million mezzanine debt fund and \$200 million affiliate fund, and represented such funds in numerous investments.

Pro Bono

Counsels Friends of Drummond, Inc., a 501(c)(3) not-for-profit organization.

Honors

Recommended in *US Legal 500* for his work in the areas of M&A: Middle Market, 2011–2015 and 2017–2026 and Outsourcing, 2020.

Named to list of “40 Illinois Attorneys Under Forty to Watch” by Law Bulletin Publishing Company, 2008.

Affiliations

American Bar Association

Related Services

Corporate and Tax

Energy

Environmental, Social and Governance (ESG)

Finance and Lending

Manufacturing

Mergers and Acquisitions

Private Equity and Venture Capital

Securities and Capital Markets

Rail

Education

The University of Michigan Law School, J.D., 1996

University of Michigan, B.B.A., 1992

- with distinction

Admissions

Illinois, 1999

Michigan, 1996