



**RAYMOND D. AGRAN**

**Principal, Ten Penn Center**  
**Pronouns: He/His/Him**

**PRACTICE AREAS**

- Business Law and Transactions

**PROFESSIONAL AFFILIATIONS**

- Yale Club of Philadelphia, Council Member (Board of Directors)
- American Bar Association, Business Law Section, Mergers and Acquisitions Committee, Member
- American Bar Association, Business Law Section, International Business Law Committee, Member

**PRACTICE FOCUS**

Ray brings decades of experience guiding clients towards achieving their business objectives through practical solutions to their commercial issues. His meticulous approach ensures that documentation related to mergers and acquisitions, capital raising, and commercial contracts mitigates legal risks and complies with applicable laws. Ray's diverse clientele includes individual entrepreneurs, investors, family businesses, family offices (both large and small), venture capital and hedge funds, burgeoning technology startups, emerging growth companies, as well as established, thriving, substantial private and public enterprises.

Ray concentrates his practice on mergers and acquisitions, capital raising, entity formation, securities law compliance, employment and equity incentive agreements for C-suite executives, software licensing, and complex joint ventures involving equity in various sectors such as real estate development, industrial processes, life sciences, and software. Additionally, he adeptly handles general commercial matters, encompassing loan agreements, distribution agreements, and long-term supply arrangements.

In an interview discussing Ray's inclusion in the Chambers Guide to Leading U.S. Lawyers, a client expressed their satisfaction, stating that Ray "did a magnificent job; he produced a great work product efficiently, in a timely manner, and at an appropriate cost." He also has significant experience in industrial component production, defense contracting, mining, and real estate development. A substantial portion of Ray's practice involves representations of non-U.S. individuals and entities that do business or acquire assets in the United States, as well as transactions for U.S. companies that involve significant cross-border elements, with experience in M&A and securities work in the U.K., France, Germany, Japan, China, Poland, Ukraine, and South America.

**REPRESENTATIVE MATTERS**

- Served as counsel to a producer of temporary tattoos and an e-commerce retailer in its sale to another temporary tattoo maker and a consortium of private equity entities from the U.S. and Central Europe.
- Represented the holder of a substantial minority equity stake in Stuzo, LLC, a digital commerce payments and cross-channel customer loyalty company focused on software for gas stations and convenience stores, in the sale of Stuzo to PAR Technology Corporation (NYSE: PAR).
- Represented Stuzo, LLC in its prior sale to an affiliate of Longshore Capital Partners, a middle-market private equity investment firm.
- Advised Amino Payments, Inc., an advertising payments company, in its sale to Integral Ad Science, Inc. (Nasdaq: IAS), a digital advertising technology company, in a reverse triangular merger.
- Long-term counsel to Micro-Coax, Inc., a privately-held manufacturer of cable assemblies used in military and industrial applications, in a series of acquisitions, including an Illinois-based component supplier, a specialty fiber division of E.I. Du Pont de Nemours, Inc., and a proposed acquisition of a California-based manufacturer of cell phone components, together with general corporate work such as major equipment purchases and standard form terms and conditions of sales, until Micro-Coax's sale, valued in excess of \$75 million, to a division of Carlisle Companies Incorporated (NYSE: CSL).
- Represented Wyborowa SA of Warsaw, Poland (a subsidiary of the French firm Pernod-Ricard, S.A., owner of such brands as Chivas Regal, and Absolut) in its exclusive US importing and distribution agreements.
- Represented a real estate developer of a mixed-use multi-family apartment project in the Fishtown neighborhood of Philadelphia in a private placement of required growth capital from institutional investors.
- Counseled the developers of a significant warehouse and distribution project in suburban Detroit in a private placement of equity from high-net-worth accredited investors.
- Advised Creative Designs, Inc., a privately held Pennsylvania-based toy manufacturer and distributor, in its sale to JAKKS Pacific (Nasdaq: JAKK), a transaction valued at more than \$120 million.
- Served as counsel to the selling shareholders of a specialty pet supply manufacturer in a \$20 million sale to a privately held conglomerate based in the UK.

**AWARDS**

- Leading lawyer for Corporate Mergers and Acquisitions for Securities Law for Pennsylvania, Chambers, USA, 2012-2019
- Legal Elite Corporate Lawyer List, Smart CEO magazine, 2011-2012

**LANGUAGES**

- Russian
- French

- Spanish

## **EDUCATION**

- Columbia University School of Law, J.D., *honors* (Chancellor Kent Scholar ("highest honors") 3rd year, Harlan Fiske Stone Scholar 1st year and 2nd year ("very high honors"))
- Yale University, B.A., *magna cum laude*

## **ADMISSIONS**

- Pennsylvania
- New Jersey
- New York
- U.S. Court of Appeals for the Second Circuit
- U.S. Court of Appeals for the Third Circuit
- U.S. District Court for the Eastern District of Pennsylvania
- U.S. District Court for the Eastern District of New York
- U.S. District Court for the Southern District of New York