

## Mitchell W. Karsch

Partner

212 468 4860

mkarsch@dglaw.com



### Areas of Focus

Corporate + Transactions | Mergers & Acquisitions, Divestitures, Joint Ventures and Strategic Alliances

“Establishing and maintaining long-term relationships with my clients is critical to achieving their goals. I put myself in their shoes and offer practical solutions to the issues that come up at all stages of a transaction.”

### Overview

**A partner in the Corporate + Transactions Practice Group, Mitch Karsch leads mergers and acquisitions, U.S. and cross-border transactions, and new business formations. He also provides guidance on day-to-day corporate matters. Mitch represents clients ranging from large multinational companies to established smaller companies and new and emerging entities in the marketing communications, media and technology industries.**

In handling a strategic acquisition, advising on an exit strategy, or structuring a shareholder agreement or a business operating framework, Mitch works as a partner and an advisor to his clients. He helps them identify and leverage opportunities and overcome challenges in ways that position them for success. As a result, many clients have trusted him with their most important business matters for decades.

In every deal, Mitch collaborates with his clients to establish their goals and a strategy to achieve them. He raises red flags when issues arise, resolves problems along the way and gets deals done. Whether representing an immense marketing and media company in a multibillion-dollar transaction or an emerging entity in a time-sensitive cross-border acquisition, Mitch gets to the heart of the issues quickly, delivers practical advice and proposes solutions that resonate with his clients.

With extensive cross-border transactions experience, particularly in Latin America, Mitch brings uncommon insight to assessing a deal's merits and obstacles, sidestepping potential cultural issues and devising the best strategy to advance the client's objectives. His insights often prove critical in navigating the transaction process and advising whether a client should take a deal or walk away. Regardless of the complexity of the transaction or location of the parties, Mitch provides valuable clarity and perspective on corporate matters.

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## Representative Experience

- Represented a leading U.S. developer, manufacturer, distributor and seller of nutritional supplements and wellness products in its acquisition of a seller of nutritional supplements.
- Represented a leading U.S. developer, manufacturer, distributor and seller of nutritional supplements and wellness products in its acquisition of a nutritional supplement manufacturing, distribution and fulfillment company.
- Counseled a digital publishing company on its sale to a global media company listed on the London Stock Exchange, in exchange for cash and shares.
- Advised an advertising agency holding company in its sale of part of its global data, insights and consultancy business to an investment firm. Focused counsel on deal aspects related to the U.S. and Latin America.
- Guided a global data, insights and consultancy business during its acquisition of its majority partner's equity stake in a leading media research business in Latin America.
- Steered an American global advertising and marketing agency in its acquisition of a marketing agency based in Canada.
- Advised a media publisher in its acquisition of local newspapers in Texas.
- Represented a leading U.S. developer, manufacturer, distributor and seller of nutritional supplements and wellness products in its sale and business combination with a commercial provider of weight loss products.

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## Insights + Events

### Podcast

Law Firm ILN-telligence | Episode 30: Mitch Karsch — Davis+Gilbert  
March 26, 2021

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## Credentials

### Education

Fordham University (J.D., 1991)  
Hobart College (B.A., *magna cum laude*, 1983)

### Bar Admissions

New York

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## Associations

Member, American Bar Association