



Philip W. Peters

Partner

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Phil is a corporate attorney who specializes in complex mergers and acquisitions, and currently chairs the firm's Commercial Department. In the latter role, Phil takes pride in assisting with the career development of junior attorneys and managing toward a more diverse work force.

Over his career, Phil has developed deep knowledge of the insurance industry and advised clients in variety of other industries. These industries include energy, construction and engineering, financial services, wine, technology, hospitality, newspaper, and gaming. His work has addressed every facet of business law, including acquisitions, financings, executive compensation, antitrust, governance, and nonprofit work. Phil regularly works on complex shareholder, partnership and operating agreements. He enjoys assessing the differing viewpoints among owners and structuring deals which meet their common interests. The depth and breadth of his experience makes him an exceptionally knowledgeable, effective advisor to his clients.

Of particular value is the manner in which he works, whether as a strategist, counselor, or negotiator. He identifies the key points that are critical to his clients, focuses on them, and avoids devoting time, effort, and client expense to secondary issues. He applies his expertise in a calm, clear, result-oriented manner, and avoids over-lawyering, negotiating boilerplate, and unproductive distractions. Phil has represented many of his clients for over 30 years and has been told he's unlike any corporate attorney they've ever worked with. Upon completing his last major transaction, opposing counsel, a senior partner at an elite Wall Street firm, commented:

"It's always a pleasure to work with lawyers who understand that a client is best served by a lawyer who doesn't put his own interest in scoring meaningless points ahead of his client's interest in effecting a commercial deal. I've done this for a lot of years and find it depressing how few lawyers understand this very basic point."

Thanks to Phil's unique approach, his clients achieve their business objectives with a minimum of contention, duplicative effort, or unnecessary expense. Additionally, he is able to staff his projects leanly for greater efficiency.

Distinctions

- Northern California *Super Lawyers*

Memberships and Affiliations

- California liaison to the Corporate Laws Committee of the American Bar Association
- Former co-chair of the Corporations Committee of the Business Law Section of the California State Bar Association

Experience

Services

- Antitrust
- Business Transactions
- Energy + Natural Resources
- Private Client
- Securities
- Private Equity and Venture Capital

Education

- University of California, Berkeley, School of Law (J.D., 1986)
- Tufts University (B.A., 1981)
 - . Classics

Bar Admissions

- California

Anchor Distilling Company

Representation of founder of Anchor Distilling Company in connection with redemptions by Anchor following sale of Anchor Brewing and follow on representation in the establishment of San Francisco-based distilling venture with Berry Bros. & Rudd.

The Doctors Company

Advised The Doctors Company, the nation's largest insurer of physician and surgeon medical liability, in its nationwide roll up of medical malpractice insurers. Most recently, advised The Doctors Company in connection with a \$650 million acquisition of New York-based Hospitals Insurance Company and FOJP Service Corporation from Mount Sinai Health System, Montefiore Health System, and Maimonides Medical Center.

Bechtel Group, Inc.

Represented this international engineering and construction giant on a variety of corporate and shareholder matters.

Swinerton Incorporated

Advised this prominent general contractor on corporate governance, stock plan and solar energy matters.

Cenergistic, LLC

Advised this Dallas-based energy conservation company on corporate, commercial, and executive compensation matters, along with its relationship with lead investor Kleiner Perkins.

True-Tech Corporation

Represented True-Tech Corporation, a manufacturing provider specializing in high precision machining, mechanical assembly and clean room assembly for semiconductor and aerospace customers, in its sale to Jabil Inc., a global manufacturing services company.

Publications

2009 - 2018

The California Corporation: Legal Aspects of Organization and Operation

Bloomberg BNA

October 26, 2015

Corporate Practice Portfolio Series: Doing Business in States Other Than California

Bloomberg BNA

3/10/2014

Law Change Paves the Way for Faster Corporate Reorganizations

11/25/2013

New Laws Bring California Into Alignment With U.S.

North Bay Business Journal

12/28/2012

Legislative Activities of the Corporations Committee

Outside the Office

Phil is a lifelong golfer whose goal is to play all of the legendary courses around the world. Due to prioritizing family and clients, his dream of becoming a scratch golfer has vanished like a wisp of smoke. He's been an active member of Claremont Country Club in Oakland, which is blessed by a course designed by famed architect Alistair Mackenzie.



He's also an avid reader, primarily of fiction and historical biographies, and enjoys wine and cooking for his wife and two sons.