

James V. Robertson

Of Counsel

✉ jrobertson@hahnlawyers.com

☎ [626.796.9123, Ext. 377](tel:626.796.9123)



Of Counsel James (Jim) Robertson advises clients in structuring, negotiating, and closing various types of business transactions. Using his deep knowledge of mergers & acquisitions (both buy-side and sell-side), corporate governance, commercial transactions, commercial finance, project finance, and public works construction projects, Jim has assisted clients—ranging from public companies to small start-ups—with numerous domestic and cross-border transactions.

Throughout his legal career, Jim has drafted and negotiated complex transaction agreements, including purchase and exchange agreements, financing documents, equity and debt investment agreements (including private placement memoranda and risk factors), employment agreements, LLC operating agreements, shareholder agreements, equity incentive plans, confidentiality and IP assignment documents, and indemnifications agreements. He has also counseled public companies regarding compliance with securities laws.

From his background as legal counsel for a large corporation in the energy sector, Jim has experience managing issues affecting the engineering, procurement, construction and operation of public-sector distributed generation and energy efficiency projects and the energy services contracting business generally.

Related Capabilities

Business

Business Disputes and Partnership Realignment

Land Use / Environmental

Real Estate

Experience

Representative Transactions

Represented founders of microturbine company in a sale of the company for \$10 million in cash, deferred payments and post-closing revenue share

Advised shareholders of AI call-center software company in a \$45 million sale of the company for cash, notes and acquirer equity

Counseled privately held lumber company in connection with a \$20 million asset sale, including rollover equity and an earn-out component

Negotiated and closed more than \$950 million in construction and O&M contracts, for projects in over 100 California cities, counties and public schools on behalf of design-build energy services contractors

Represented multiple water utility clients in multiple acquisitions (using both asset and stock purchase structures) of water / sanitation utility companies in diverse areas of the United States, aggregating more than \$110 million in transaction value

Counseled a Canadian investment fund in connection with the \$70 million acquisition by its portfolio company of a coffee maker / coffee press business*

Advised a publicly traded company in a \$50 million purchase of a crypto-mining facility and energy utility contract in Texas*

Represented the shareholders of an award-winning designer and fabricator of ceilings, walls, partitions and facades in the sale of the company for over \$100 million in cash and publicly traded stock*

Updated template contracts for California public works projects on behalf of multiple energy services companies

Advised non-fungible token issuer in raising \$4,000,000 in seed round financing from investment funds and family offices, followed one year later by a Series A priced round that raised \$19.5 million in cash, stock and cryptocurrency*

Provided legal counsel for shareholders of a digital marketing agency in the sale of the company to a publicly traded marketing network group for \$15 million in cash and stock at closing, plus up to \$70 million deferred consideration / earn-out, contingent on performance*

Represented a Bitcoin ATM provider in purchasing a controlling interest (80%) in one of its principal software service providers for \$12 million plus \$4 million in deferred consideration / earn-out, contingent on performance*

Counseled an Asia-based internet technology company in issuing an aggregate of \$7.38 million in Series B Preferred Stock to Asia-based venture capital investors*

Structured negotiation for a family business in \$86 million sale of approximately 90% of its assets to publicly traded media conglomerate*

Represented publicly traded Canadian company in \$14 million (half shares, half cash) cross-border transaction involving its acquisition of the shares of a U.S. aromatherapy and body care company*

Advised farming and biotech company in issuance of \$76 million in convertible notes to investment management funds*

Represented wellness company in issuance of \$50 million in preferred LLC units to investment funds*

Restructured private company's cap table and issuance of an aggregate of \$5.3 million in Series A Preferred Stock and promissory notes*

HAHN & HAHN LLP

Led the legal team and advising the business teams on a US\$100 million tax equity investment in a 49 MW geothermal power plant in Imperial County, California*

Led team of tax, real estate, employment, environmental and ERISA lawyers in negotiating and documenting all aspects of client's US\$45 million sale of family cheese business*

Directed legal team and negotiating and documenting (on behalf of non-bank lender) an aggregate of over US\$90 million in acquisition financing in the colocation industry*

Represented consortium of Japanese trading companies in obtaining financing for US\$3.2 billion project to develop the Barracuda and Caratinga oil fields off the coast of Brazil*

Closed US\$150 million secured debt placement with equity kicker for Chinese integrated solar power company to finance silicon plant expansion*

Provided legal counsel for one of Indonesia's top cocoa producers in US\$25 million public debt offering*

Represented US monoline financial guaranty insurance company in over US\$1 billion transaction involving corporate spin-off and subsequent whole-business securitization of Japanese ADSL modem-rental business*

**denotes experience prior to Hahn & Hahn LLP*

Speaking Engagements

Presenter, "An Interactive Waltz Through the Credit Agreement," In-House MCLE, January 6, 2025

Panelist, "Solar & Wind Power vs. Farmland: The New Battleground?" Environmental Law Section of the Bar Association of San Francisco

Presenter, California State Bar Business Law Section's "How To" webinar series in Contract Drafting, Review and Negotiation

Speaker, "Hedge Funds: as Borrowers, as Lenders and as Collateral," Commercial Financial Services Committee of the ABA Section of Business Law

Moderator, "Rating Agency Perspectives," Information Management Network's Sixth Annual Summit on Japanese Securitization, Real Estate & Finance

Moderator, "Rating Agency Perspectives on ABS/MBS/CDOs," Information Management Network's Fifth Annual Summit on Japanese Securitization

Panelist, "Cross-Border Securitization Transactions," Information Management Network's Second Annual Summit on Korean Asset & Mortgage Securitization

Panelist, "Consumer Loan Securitization," Information Management Network's Fourth Annual Summit on Japanese Asset & Mortgage Securitization

Moderator, "Structures and Innovations in the ABCP Conduit Market" Information Management Network's Third Annual Summit on Japanese Asset & Mortgage Securitization

HAHN & HAHN LLP

Credentials

Admissions

California

District of Columbia

New York

U.S. District Court, Central District of California

Education

Stanford Law School, J.D. (Stanford Journal of International Law, Managing Editor; Stanford Law & Policy Review)

Lewis & Clark College, B.A. (*cum laude*)

Publications

Author, Jim Robertson et al., "The Limits of 'Bankruptcy Proofing' in the Wake of General Growth Properties," *Business Law News*, Issue 2, 2010, at 3

Honors & Awards

Named in "Leaders of Influence: M&A," *Los Angeles Business Journal*, 2026

Selected to "Top Attorneys," *Pasadena Magazine*, 2025

Featured in SE Asia Structured Finance and Securitization Deal of the Year by *Asian Legal Business*, 2006

Received "Best International Securitization and Most Innovative Deal" by *FinanceAsia*, 2005

"My joy is listening to my clients tell me about the deal they want and then drafting a contract that gets them there."

James V. Robertson
Of Counsel

Community Involvement

Professional Organizations

Co-Chair, UCC Committee, Business Law Section, California State Bar, 2010–2011; Vice-Chair, 2009–2010

Registered Foreign Lawyer, Tokyo *Dai-Ni* Bar Association, 2000–2005

Member, Financial Institutions Committee, Business Law Section, California State Bar

Member, The Financial Lawyers Conference

Member, Lewis & Clark Board of Alumni, 2013–2019