

Avinash R. Rao

Partner

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Avi is co-leader of Sullivan's REITs Practice Group. He represents public and private companies, including real estate investment trusts (REITs), and financial institutions in mergers and acquisitions, equity and debt financings, corporate finance and joint ventures. He also represents public companies in securities law compliance, disclosure and periodic reporting, stock exchange listing and corporate organization and governance matters. Avi has extensive experience assisting companies with internal reorganizations and restructurings.

Avi is co-chair of the firm's Diversity, Equity and Inclusion Committee.

Education

- American University, Washington College of Law (J.D., *cum laude*)
- University of Wisconsin-Madison (B.A.)

Bar & Court Admissions

- Massachusetts

Professional Qualifications

- Member, South Asian Bar Association, Greater Boston
- Boston Bar Association

Awards & Honors

- "Ones to Watch," *Best Lawyers in America*®, Corporate Law (2021-2025)
- Leadership Council on Legal Diversity Fellows Program (2020)
- "Rising Star," Massachusetts *Super Lawyers* (2018-2021)
- Recognized as a Rising Star by *The Legal 500 U.S.* (2019)
- Recommended by *The Legal 500 U.S.* (2019, 2022-2025)

Capabilities

- Capital Markets
- Corporate
- Corporate Governance & Board Advisory
- Emerging Companies & Venture Capital
- Finance
- Finance - Junior Capital
- Financial Services
- Hi-Tech
- Hotels & Hospitality
- International & Cross-Border Finance
- Media, Entertainment & Publishing
- Mergers & Acquisitions
- Private Investment Funds & Institutional Investors
- Real Estate
- Real Estate Industry
- REITs
- Senior Living
- Subscription Secured Credit Facilities (Finance)

Matters

- Represented a public REIT in the \$1.4 billion acquisition of a public office REIT
- Represented an information and storage REIT in a \$1 billion offering of senior notes
- Represented a public REIT in the senior housing industry in a joint venture to acquire a medical office building in Boston's Seaport District
- Represented a public REIT in a private placement of £400 million of senior notes through a wholly-owned UK subsidiary and the related listing on the Irish Stock Exchange
- Represented a hospitality REIT in a \$400 million offering of senior notes
- Represented Applied Plastics Co., a leading advanced coatings provider to the medical industry, in its acquisition by Vance Street Capital
- Represented clients in offerings of debt securities in denominations of Canadian dollar, Euro and British Pound Sterling
- Represented an information and storage company in the \$191 million acquisition of a records management company
- Represented a communications company in the \$90 million sale of two television stations
- Regularly represents institutional investors in mezzanine finance investments
- Represented a public REIT in a \$500 million at-the-market equity program
- Represented a software company in the sale of a cloud-based program to a public software company