

Transactional Risk & Insurance 2025



PROFILED:

GARRY GORDON





Mergers & Acquisitions Liability



Transactional Risk & Insurance



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★ 2025★ 2024



Garry Gordon has been underwriting transactional risk products since 2006. Prior to that, he worked as a systems engineer and, after graduating from law school, practiced law for nearly a decade with major law firms in the New York City area, specialising in M&A and transactional regulatory compliance. He is a member of the bar in New York and New Jersey. He earned magna cum laude JD from St. John's University School of Law and holds BS in industrial engineering from Columbia University.



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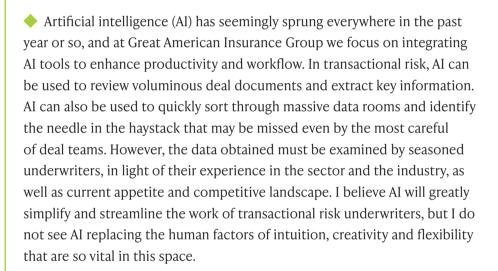
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Q&A WITH GARRY GORDON

What emerging technologies or shifts in your area of expertise are capturing your attention? How are you adapting to stay at the forefront of these changes?



Looking ahead, what are your predictions for this area of the market? What key developments are on the horizon?

► Expectations for the upcoming year in the transactional risk space are similar to what most people in this sector anticipated for 2025 – a significant increase in M&A as people finally return to dealmaking. Of course, that has not happened in 2025 due to ongoing economic instability, as tariff uncertainty, interest rate gyrations, geopolitical unrest and the US government shutdown all took turns weighing down any lift-off from the M&A sector. While uncertainty will likely persist in 2026, I believe that the amalgamation of intensifying optimism in the M&A sector with ample – if not apocryphal – amounts of 'dry powder' would lead to 2026 being the





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kind of year that we have all been looking forward to every year since the end of 2021.



How important is it to you to support and mentor colleagues rising through the ranks? What general advice or guidance do you offer?

◆ One of my main goals as head of the representations and warranties (R&W) group at Great American Insurance Group is to support and guide everyone on my team to steadily advance in their careers. I have been in the transactional risk space, either as an M&A lawyer or R&W underwriter for almost 30 years now and I have seen the R&W insurance product evolve dramatically over that period. However, there are some constants, such as being responsive and going the extra mile for clients, keeping senior management and key outside stakeholders apprised of material developments in real time, always treating colleagues above and below you on the organisation chart with utmost respect, and of course, sharing the knowledge and expertise particular to the M&A sector so that the entire team can benefit from the unique personal experience of each group member. ■

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REPRESENTATIVE ENGAGEMENTS

- Underwrote a short-fuse deal for a minority interest in a fast-growing cookie business.
- Underwrote a large deal for a national health and fitness club chain with a significant number of locations throughout the US.
- Underwrote the acquisition of a company involving liquid waste processing and disposal with fulsome environmental and regulatory diligence.
- Underwrote a deal for team operations, stadium management and commercial activities, including media rights, of a company that owns professional sports teams.
- Simultaneously bound two manufacturing deals for a PE buyer working to build a platform in the food packaging industry.
- Underwrote a deal for medical record SaaS platform where we provided additional excess capacity to cover only 'fundamental' representations in the transaction agreement.
- Underwrote a deal for an energy asset, including additional acquisitions of minority interests in the same asset that occurred subsequent to the deal signing but prior to final closing.

