

TEXAS LAWYER

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THE 2025 DEALMAKERS OF THE YEAR

Kevin Richardson, partner with Latham & Watkins, is among the finalists for Texas Lawyer's 2025 Dealmakers of the Year Award. Read a Q&A with him below.

How do you stay ahead of the curve in a competitive market, especially when managing high-stakes transactions?

Time and time again, I have found that the most impactful way to stay ahead of the curve in a hyper-competitive space is to nurture my relationship with clients. I find that success in high-stakes transactions often hinges on the strength of these relationships, so I center my practice on developing close, durable partnerships where I truly embody that title of trusted adviser. Investing that time into the relationship allows me to understand my clients and their business better,



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so I can tailor my legal advice to best address their goals and concerns. Sometimes it's as simple as knowing how carefully a client will consider a particular deal point in a proposed transaction, or their general appetite for risk, and having that familiarity at the outset of deal allows me to stay ahead and serve as an effective dealmaker.

The other benefit of these long, fruitful relationships is the real-time visibility into legal trends that comes from working with clients across multiple transactions, which helps me understand the broader market, the issues likely to arise during a deal, and how to address them to benefit my client. I stay informed about industry trends, regulatory changes, and emerging technologies as well, so I can adapt to changing circumstances and pivot as needed to navigate challenges and seize opportunities.

I have also found that leading a skilled and motivated team built on a spirit of collaboration is crucial. I emphasize teamwork, empowering team members to contribute their expertise and insights, fostering a culture of shared success.

What trends in the market do you foresee having the greatest impact on dealmaking in the coming years?

I see the domestic energy and infrastructure industry, centered in Texas, remaining strong and continuing as an attractive market for dealmakers. I think natural gas will receive more attention in the coming years, as pricing remains strong with additional LNG export facilities coming online and electricity demands expected to surge—particularly for domestic use, data centers, and electrification projects. We continue to see more activity across the board, particularly with new investments from financial sponsors and foreign investors in the upstream space, as well as continued growth in pipelines and other midstream assets. I also expect promising alternative energy sources, particularly geothermal and nuclear, to continue to grow—notwithstanding regularly and political hurdles.

Finally, as with the rest of the economy and the world, the ongoing evolution of AI and other technological advancements will continue to reshape the landscape of dealmaking. It's not clear to me how all of this settles, but technological changes will affect both market dynamics, such as the key players involved, investment opportunities, and valuations, as well as how we practice law and execute deals.