

VENTURE CAPITAL & EMERGING COMPANIES

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RELATED CAPABILITIES

Corporate & Transactional

Data Privacy and Security

Employee Benefits & Executive Compensation

Employment Law

Intellectual Property & Technology

Intellectual Property Litigation

Mergers & Acquisitions

Securities & Corporate Governance

Tax

Our venture capital and emerging companies practice is a regional leader in its sophistication and in the depth and diversity of our client base, regularly advising entrepreneurs and high-growth startups, institutional venture capital and growth equity firms, strategic/corporate investors, large family offices and "ultra high net worth" individuals, locally and nationally, on their investment and other business needs.

Transactional Expertise

Our team has decades of venture capital and growth equity transactional experience, having closed hundreds of transactions at transaction sizes ranging from hundreds of thousands of dollars to over \$100 million, from the inception stage of a business to pre-IPO stages, and from routine equity financings to complex recapitalizations, hybrid debt and equity financings, tender offers, and other .

We routinely work across the table from the most well-recognized international law firms, are well-versed in market terms, and anticipate and address business, legal, and diligence issues to deliver a successful and efficient transaction process. Some notable transactions include:

- Representing an InsurTech SaaS company in successive equity financings totaling over \$75 million, primarily from a combination of national institutional venture and growth equity investors and strategic investors including some of the largest insurance companies in North America.
- Representing a venture capital firm as the lead investor in a \$20 million+ Series A financing of a now NASDAQ-traded developer of hybrid and electric truck platforms.
- Representing an AI-powered SaaS company in a \$40 million+ hybrid equity financing and liquidity transaction with a large New York-based growth equity firm.
- Representing a medical device company in a joint \$15 million equity financing led by an institutional growth equity firm and \$15 million non-bank debt financing provided by an investment management

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firm owned by SoftBank Group.

- Representing a professional services marketing and training company in an approximately \$100 million minority recapitalization transaction with a large institutional private equity firm.
- Representing the lead investor in a \$100 million+ equity financing of a New York-based real estate wellness and technology firm.
- Representing emerging companies or their founders or investor groups in various liquidity and exit transactions that include transactions with large public companies such as Snap and Peloton, along with many private equity firms and their portfolio companies.

Full-Service Support

We also have deep experience helping with the day-to-business concerns of both emerging companies and their investors, drawing as needed on the expertise of our firm's other practice specialty areas to deliver holistic and cost-effective solutions to our clients. Our VCEC clients are able to leverage our experience across disciplines that include mergers and acquisitions, corporate governance, fund formation and management, securities regulation, tax structuring, equity compensation, intellectual property (transactions, litigation, and patent prosecution), data security and privacy, employment and employee benefits, and a full range of business litigation practices.

With our full-service model and interdisciplinary approach, we support our VCEC clients not only with best-in-class transactional assistance, but with guidance for virtually all of the needs of their firms.

NEWS & INSIGHTS

Hill Ward Henderson Attorneys and Practices Receive 2025 Chambers Recognition

Firm News, 6.5.25

Fifty-Seven Hill Ward Henderson Attorneys Recognized in 2024 Florida Super Lawyers Listing

Firm News, 6.24.24

Hill Ward Henderson Attorneys and Practices Receive 2024 Chambers Recognition

Firm News, 6.6.24

Hill Ward Henderson Attorneys and Practices Receive 2023 Chambers Recognition

Firm News, 6.1.23

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Hill Ward Henderson Attorneys and Practices Receive 2022 Chambers Recognition
6.1.22

Hill Ward Henderson Attorneys and Practices Receive 2021 Chambers Recognition
Firm News, 5.20.21

Hill Ward Henderson Receives National and Regional Rankings from U.S. News – Best Lawyers® 2021
Firm News, 11.5.20

Hill Ward Henderson Attorneys and Practices Receive Chambers USA 2020 Recognition
Firm News, 4.23.20

Hill Ward Henderson Receives National and Regional Rankings from U.S. News – Best Lawyers® 2020
Firm News, 11.1.19

Hill Ward Henderson Attorneys and Practices Receive Chambers USA 2019 Recognition
Firm News, 4.25.19

CLIENT ADVISORIES

Venture Capital and Emerging Companies Practice: 2025 in Review
Advisory, 2.12.26

Venture Capital Client Alert June 2020
Advisory, 6.16.20

Changing Environment for Venture Capital Transactions
Advisory, 4.6.20