



venture capital

overview

Venture capital is primarily focused on providing financing to early-stage, high-potential and high-risk start-up companies. While players in this industry are accustomed to measuring risk, the economic slowdown of recent years—and its resulting credit crunch—has forced even venture capitalists to exercise a higher degree of caution when assessing new opportunities.

For investors and borrowers alike, this new reality requires legal counsel that understands both sides of the funding equation, and can deliver smart, practical advice that helps viable businesses grow while enabling investors to make a healthy return on their investments.

McMillan's Business Law Group has been an active participant in the Canadian venture capital markets for years— a reflection of Canada's position as one of the leading markets for start-up companies in areas like mineral exploration, high technology and biotechnology.

Our team has deep experience working with start-up companies, venture capital firms and financial institutions. We have also helped large pension plans and other regulated entities structure their investments in venture capital funds. We often work with U.S. and international law firms to provide legal advice and support on the Canadian components of cross-border transactions.

McMillan's teams of smart, experienced investment lawyers are supported whenever necessary by experts from other areas of our firm including corporate tax, corporate law, technology and intellectual property. Our focus is on helping clients negotiate and consummate financing deals that meet their business objectives in a timely manner.

McMillan professionals help clients lead by:

- Advising on venture funding options and alternative investment vehicles
- Structuring and negotiating funding terms with venture capital firms
- Assisting venture capital firms with the acquisition, financing, or disposition of portfolio investments

firm profile

McMillan is a modern and ambitious business law firm serving public, private and not-for-profit clients across key industries in Canada, the United States and internationally. With recognized expertise and acknowledged leadership in major business sectors, we provide solutions-oriented legal advice through our offices in Vancouver, Calgary, Toronto, Ottawa, Montréal and Hong Kong. Our firm values – respect, teamwork, commitment, client service and professional excellence – are at the heart of McMillan's commitment to serve our clients, our local communities and the legal profession. For more information, please visit our website at www.mcmillan.ca.

contacts

Bruce Chapple
416.865.7024

Charles Chevette
514.987.5003