

Venture Finance

Aird & Berlis is the pre-eminent venture finance law firm in Canada. Our lawyers are market leaders in providing sophisticated legal advice on venture capital and venture debt financings. Our professionals advise investors and lenders who are pursuing investment opportunities in high-growth companies, as well as as investees seeking capital to structure and negotiate domestic and cross-border financing deals.

On the investor side, we represent a broad array of domestic, U.S. and European venture capital and private equity funds, including large pension funds, venture capital firms, investment bankers, industry-specific specialty funds, banks and venture debt funds. We also represent a number of investment dealers who take investee companies from the pre-IPO rounds of financing to the IPO or an acquisition transaction, and beyond.

On the investee side, we act for early-stage, emerging and mature businesses across a wide range of industries, including information technology, clean technology, life sciences and biotechnology. From the initial infusion of seed capital by angel investors to strategic rounds of equity and/or debt investment from institutional investors and banks and, finally, to the industry partner strategic buyout or the IPO, we assist clients throughout all phases of the investment cycle.

As a result of our extensive experience and established industry relationships, we are highly regarded by the venture capital community in Canada, the United States and abroad. Our expertise in this sector gives us an invaluable perspective and enables us to strategically contribute to the success of our clients.

Venture Capital

We are regularly involved in venture capital financing to early-stage, emerging and mature businesses that have or have experienced high growth. We provide strategic fund formation and investment advice to investors and incisive guidance to target companies, in structuring venture rounds of financing with the aim of maximizing returns for all stakeholders. We also provide valuable “clean up” guidance to investee companies in anticipation of a financing round.

Venture Debt

Venture debt is a financing solution for fast growing startups that want to fuel growth while reducing the average cost of capital and maintaining flexibility and control. No other law firm in Canada advises on more venture debt transactions than Aird & Berlis. With respect to venture debt, we regularly advise commercial banks, institutional investors and private lenders on debt with warrants, convertible debt and more traditional secured and unsecured debt and mezzanine financing transactions. We also advise venture debt firms on fund formation activities and portfolio management. We help startups, early-stage and mature business navigate venture financings, providing innovative and strategic advice that sets the stage for further growth. Aird & Berlis has advised on more than 300 venture debt deals in the past five years, with total financing in excess of \$1 billion.

Through our experience with venture capital investors and venture debt lenders, we have developed contacts with many active market participants which we can leverage to help our investee clients make valuable connections and introductions.

Aird & Berlis also offers specialized expertise and resources to startups and emerging companies to help in building a solid foundation on which to grow and expand.

Contacts



Tony Gioia
Partner
T 416.865.3403
tgioia@airdberlis.com



Steven Kelman
Partner
T 416.865.3446
skelman@airdberlis.com

Group Members

Aarondeep (Aaron) S. Bains
Partner
T 416.865.3084
abains@airdberlis.com

Tony Gioia
Partner
T 416.865.3403
tgioia@airdberlis.com

Jacqueline (Jack) Goslett
Partner
T 416.865.4741
jgoslett@airdberlis.com

Steven Kelman
Partner
T 416.865.3446
skelman@airdberlis.com

Marek Lorenc
Partner
T 647.426.2296
mlorenc@airdberlis.com

Danielle M. Shields
Partner
T 647.426.2292
dshields@airdberlis.com

Shiva Shirazi-Kia
Associate
T 647.426.2839
sshirazi-kia@airdberlis.com

Graham Topa
Partner
T 416.865.4739
gtopa@airdberlis.com

Eric Torelli
Associate
T 647.426.2798
etorelli@airdberlis.com