

Webinar: Capital raising - VC term sheets

Steve Nightingale, Amy Goatley

6 October 2020

This session explores market practice, common issues and potential pitfalls of raising venture capital for high-growth tech companies. We share our insights from working on both sides of deals. This webinar is aimed at founders, angel investors, venture capitalists and other investors. We cover:

- Negotiating the term sheet
- Series A deal terms, including:
 - investment and valuation (pre-money/post-money)
 - preference shares
 - anti-dilution
 - ESOPs and how to account for them
 - board appointments and decision-making powers
 - IP protection including restraints of trade
 - shareholder agreements
- Regulatory considerations.

For founders this is an opportunity to understand the key features of venture finance and put your best foot forward with potential investors. For investors this is an opportunity to get insights into current market practice.

Please contact Steve Nightingale or Amy Cunniffe if you would like to discuss how Buddle Findlay can work with you and your business.

Auckland

188 Quay Street
Auckland 1010

PO Box 1433
Auckland 1140
New Zealand

P: +64 9 358 2555
F: +64 9 358 2055

Wellington

Aon Centre
1 Willis Street
Wellington 6011

PO Box 2694
Wellington 6140
New Zealand

P: +64 4 499 4242
F: +64 4 499 4141

Christchurch

83 Victoria Street
Christchurch 8013

PO Box 322
Christchurch 8140
New Zealand

P: +64 3 379 1747
F: +64 3 379 5659