

Corporate & Securities

Practical & trusted advice for your business



Our corporate and securities team is flexible, solutions-oriented, and works with you to help your company achieve its business goals and growth objectives.

- Our clients include start-ups, family businesses, smaller reporting companies, large private companies with hundreds of shareholders, large public companies, institutional investors, corporate investors, private equity funds, and venture capital funds.
- We work closely with in-house counsel and also serve as outside general counsel to public and private companies.
- Our corporate attorneys include former in-house counsel and C-level executives, compliance officers, and SEC and other governmental regulators.

Geographic location and scale for cost-efficient deal execution

- 200+ corporate attorneys
- 150+ private equity, venture capital, and angel financing transactions annually (2013-2018)
- 160+ mergers and acquisitions in past two years (deal value ranged from \$10 million – \$1 billion+)
- Securities offerings, SEC reports, NASDAQ & NYSE listings and compliance
- Buy and sell-side transactions, carve-outs, private equity buy-outs, roll-ups, spin-offs

Our staffing models, office locations, and philosophy and flexibility in structuring client relationships and fees enable us to create solutions designed to drive business value to our clients.

Broad range of Corporate Services

Business clients we serve include

- Businesses with global operations

Corporate & Securities strengths

Antitrust

Business Development Companies

Commercial & Syndicated Lending

Construction - Transactions

Corporate Governance

Emerging Growth & Venture Capital

Executive Compensation, ERISA, Employee Benefits

Franchise & Distribution - Corporate

General Counsel Services

Infrastructure & P3

Investment Management

Mergers & Acquisitions

Non-Profit Organizations

Private Equity

Public Company Compliance & Counseling

Public Finance

Securities Offerings

- Corporate Investors
- Private equity funds
- Venture capital funds
- Emerging growth companies and start-ups
- Financial Institutions
- Issuers and underwriters
- Middle market companies
- Privately held companies
- Publicly held companies

M&A for clients across industry sectors

Middle market transactions are different from the deals that make the front page of the *Wall Street Journal* – our team understands the difference

- **Practical approach** – we focus on what’s important for the transaction at hand, with appropriate senior-level attention coupled with efficient staffing
- **Industry sector experience** – our attorneys have experience across industry sectors, including banking and financial services, FinTech, business services, consumer products, healthcare, hospitality, manufacturing and distribution, media, pharmaceuticals, retail, social media, software, technology, telecommunications, and transportation
- **Both buy-side and sell-side experience** – we have long-term private equity and strategic clients who ask to help them make multiple platform and add-on acquisitions, and we help entrepreneurs and families sell their businesses in the transaction of a lifetime

Advising Emerging and Growth Stage Companies

Consistently ranked as a top east-coast law firm in representing venture-backed companies, our Firm’s Emerging Growth & Venture Capital team works closely with founders, management teams, investors, and board members to help companies scale across various industries

- **Legal Fundamentals** – we frequently advise companies on entity formation issues, capital-raising strategies and transactions, corporate governance matters, customer and vendor contract negotiations, employment matters, equity compensation strategies, intellectual property issues, securities law compliance, exit planning, and M&A transactions
- **Leveraging relationships to Create Opportunities** – through our team’s professional networks, deep investor relationships, broad industry contacts, and keen understanding of the strategic drivers of your business, we are able bring to significant opportunities to our clients that help them achieve meaningful growth
- **Scale** – working side-by-side with clients as they grow, our team draws upon the Firm’s deep bench and diversified practice platform to help our clients achieve scale. We grow with you

Why Nelson Mullins?

- Business sense, practical approach and flexibility in fee structures and staffing models
- Direct partner-level involvement at competitive rates
- Efficiencies driven by geographic footprint, staffing model, and Firm philosophy
- Experience in executing middle market deals and counseling emerging growth companies
- Industry networks and thought leadership- Southeastern M&A Forum, Nelson Mullins' *Unconference*

The Nelson Mullins corporate team has the experience and relationship mindset to help clients manage their business challenges.