

A modern office interior with large windows on the left, a wooden table with metal legs, and modern chairs. The room is brightly lit with natural light from the windows and pendant lights hanging from the ceiling. The floor is polished and reflects the light. A large, dark, abstract shape is overlaid on the right side of the image.

LEGALVISION®

# CAPITAL RAISING

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LEGALVISION CREDENTIALS

# CAPITAL RAISING

LegalVision has a dedicated startup capital raising team which is recognised across the industry as one of Australia's leading practices. Our capital raising team advises on hundreds of transactions each year, ranging from Pre-Seed rounds to Series D and beyond.

The LegalVision team acts for early stage startups, later stage startups and a variety of investors, including venture capital funds. As well as advising on equity capital raising transactions, we have deep expertise in venture debt deals, recapitalisations and business unit divestments for later stage startups.

## Our equity capital raising services include:

- Drafting and reviewing deal documents — subscription agreements, shareholders agreements, side letters and agreements (for example, founder IP assignment deeds), corporate approvals, share issuance documents, simple agreements for future equity (SAFEs) and convertible notes
- Negotiating — we negotiate from term sheet to closing, guiding both startups and investors through the process of raising equity capital

## Our venture debt services include:

- Drafting and reviewing deal documents — facility agreements, security agreements, warrants, corporate approvals, conditions precedents and security registrations
- Negotiating — we negotiate from term sheet to closing, guiding both startups and investors through the venture debt process

“ We’ve worked with the LegalVision team from incorporation and our initial seed round right through to our Series D round.

LegalVision’s deep expertise in startup capital raising, tech-enabled approach and speed of delivery have had a significant impact on us closing this deal with confidence.

We’ve now worked with the LegalVision team to raise over \$200 million in venture capital.

Nathan Walsh  
Athena Home Loans  
CEO and Co-founder

“ The first thing we tell all founders we are investing in is to work with LegalVision for all of their financings.

If for whatever reason they don’t, we use them ourselves because they are quite simply the best.

The best technical ability, the best customer service mindset and the best price.

I tell them they should double their rates and even at that price, they would still offer exceptional value.

Niki Scevak  
Partner  
Blackbird Ventures

# EXPERIENCE

Below is a selection of transactions we have recently assisted with:

## EARLY STAGE HIGH-GROWTH STARTUPS



### Basis

Advising on US\$16M Series A.

### FloodMapp

Advising on A\$8.5M Seed round (Union Square Ventures).

### MOVUS Holdings

Advising on A\$8M Series A round (led by Blackbird Ventures, Skip Capital, Telstra Ventures, Queensland Business Development Fund and Aequora).

### Goterra

Advising on A\$8M Series A round (Tenacious Ventures, Grok, Rampersand, Giant Leap and Eleanor Ventures) and A\$1.2M Seed round.

### Biza.io

Advising on A\$7.5M Series A.

### Josef

Advising on A\$5.2M pre-series (OIF, Carthona, Flying Fox, Jelix and Saniel), A\$1.5million Seed-2 round (Carthona) and A\$1M Seed round (Jelix Ventures, Tiger Financial Group).

### Practera

Advising on US\$5M Series A (Main Sequence Ventures, Northeastern University).

### Nexl

Advising on A\$4M funding (EVP) and A\$8M Series A funding.

### Kapiche Pty Ltd

Advising on A\$2M Seed-2 round, A\$1M Seed-1 round and A\$1.2M Seed round (led by Main Sequence Ventures, and the Queensland Business Development Fund).

## LATER STAGE HIGH-GROWTH STARTUPS



### Athena Home Loans

Advising on A\$90M Series D (led by Square Peg Capital), A\$70M Series C, A\$25M Series B, A\$17M Series A and A\$2M Seed.

### Vow

Advising on A\$73.5M Series A (Blackbird, Prosperity 7 Ventures, Toyota Ventures, Square Peg, Grok).

### V2 food

Advising on A\$72m Series B+ (Huaxing Growth Capital Fund, Main Sequence and ABC World Asia), A\$77M Series B and A\$35M Series A.

### Gilmour Space Technologies

Advising on \$A61m Series C (US-based Fine Structure Ventures).

### 5B

Advising on A\$50M Series B (led by AES) and A\$12M Series A.

### Leonardo AI

Advising on A\$47M Series A.

### Baraja Pty Ltd

Advising on A\$42M Series A3 (led by Blackbird), US\$32M Series A2 and US\$5.5M Seed round.

### Cascade

Advising on A\$40M Series B (Telescope, Five V, Carthona Capital) and A\$5M Series A (Five V).

### Wagetap Lending

Advising on A\$30M secured receivables financing Longreach facility.

### Solpod

Advising on A\$6M asset backed facility from Catalytic Impact Capital.

## VENTURE CAPITAL FUNDS



### Blackbird Ventures

Advising and negotiating on A\$140M Series B round by Morse Micro, A\$100M Series F round by CultureAmp, A\$60M Series C by Eucalyptus, A\$33.5M Series B by Lexer, A\$40M Series B round by Edrolo, A\$35M Series B round by Sonder, US\$30M Series B round by Hivery, US\$26.4M Series B by Fleet Space Technologies and US\$15M Series A by Vessev.

### AirTree Ventures

Advising on NZ\$35M Series A round by Hnry, A\$18.6M Seed round by EQL, A\$16M Series C by Hotdoc and A\$4M seed round in Crypto Tax Calculator.

### Five V Capital

Advising on A\$10M Series A round by CIM Environmental and \$4.3M Series B round by Vendor Panel Group.

### Skip Capital

Advising on A\$35M Series B round by Inventia.

### ABGF

Advising on A\$15M raise by 3ME Technology and A\$15M raise by Scipher Technologies.

### Clean Energy Finance Corp.

Advising on A\$30M Series A by Agriwebb Pty Ltd and A\$15M raise by Scipher Technologies.

### OneVentures

Advising on venture debt investments, in a variety of startups, including Zoomo, Coassemble, LiveTiles, Edrolo and Eucalyptus.



# FEATURED CAPITAL RAISING DEALS

LEGALVISION®



## Morse Micro

\$140M

Series B

Advising Blackbird Ventures



## CultureAmp

\$100M

Series F

Advising Blackbird Ventures



## Athena Home Loans

\$90M

Series D



## Vow Foods

\$73.5M

Series A



## V2 food

\$72M

Series B+



## Gilmour Space

\$61M

Series C



## Eucalyptus

\$60M

Series C

Advising Blackbird Ventures



Data has a better idea

## Hivery

US\$30M

Series B

Advising Blackbird Ventures



## Edrolo

\$40M

Series B

Advising Blackbird Ventures



## Fleet

US\$26M

Series B

Advising Blackbird Ventures



## Cascade

\$40M

Series B



## Sonder

\$35M

Series B

Advising Blackbird Ventures



## Lexer

\$33M

Series B

Advising Blackbird Ventures



## EQL

\$25M

Seed



## SunDrive Solar

\$21M

Series A+



## CIM Environmental

\$10M

Series A

Advising Five V Capital



## Eden Brew

\$25M

Series A



## Josef

\$5.2M

Series A



# JILL MCKNIGHT

Practice Group Leader

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Jill is the Practice Group Leader of LegalVision's Transactions Team. She has a particular focus on capital raising, advising startups, scaleups and investors (including venture capital funds) on raising capital via SAFEs, convertible notes, venture debt and straight equity. Jill's work cuts across many industries, with a particularly strong focus on working with technology startups and investors.

Jill has over 20 years' experience practising as a lawyer at top law firms in Europe, Asia and Australia. She is qualified in England and Wales, as well as Australia and New Zealand.

Her unique combination of corporate and banking and finance expertise means she is ideally placed to advise startups and investors seeking early-stage and later-stage funding.

**Working with Jill, we can always be assured of an exceptional level of service and practical and timely advice.**

**We look forward to continuing to work with the high calibre LegalVision team during our next phase of growth.**

**Nick Hazell**  
v2food  
CEO and Founder



## Key Focus Areas

- Capital Raising
- Banking and Finance
- Corporations Law

## Expertise

- Advising startups on business structuring, capital raising, employee share schemes and shareholders agreements
- Advising financial institutions and corporates on a wide variety of complex finance transactions
- Advising investors (including venture capital and venture debt providers) on investing in startups and scaleups

# GEORGINA TOOMEY

Practice Group Leader and NZ General Manager

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Georgina is a Practice Group Leader in LegalVision's Corporate team. She specialises in corporate law, with particular expertise in advising Australian and New Zealand clients on their capital raising and M&A needs (including advising on a number of cross-border transactions). Georgina's broader experience includes advising startups, SMEs and corporate clients on matters ranging from initial set-up and corporate structuring advice, through to capital raising rounds, mergers and acquisitions and general corporate compliance and commercial matters.

Georgina has significant experience having practised as a specialist corporate lawyer at various top-tier New Zealand law firms before she moved to LegalVision.

**Georgina was instrumental in making our Series C round a success.**

**Adam Gilmour**  
Gilmour Space Technologies  
CEO and Founder



## Key Focus Areas

- Capital Raising
- Mergers and Acquisitions
- Corporate and Commercial

## Expertise

- Advising startups, scale ups, SMEs and corporate clients on business structuring, shareholders agreements, employee share schemes and capital raise requirements
- Advising investors on investments into start ups and scaleups
- Advising clients (buy-side and sell-side) on M&A transactions
- Providing general compliance and strategic advice to clients on a broad range of corporate and commercial matters

# SIAN MCLACHLAN

## Practice Leader

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Sian specialises in advising clients with capital raising, debt financing and security (including PPSA) enquiries. Sian assists clients with implementing facilities ranging from \$100k - \$50m. These include bilateral, syndicated, securitisation and asset financing facilities. Sian regularly represents VC funds, startups, scaleups, lenders, and clients borrowing from the major banks, investment funds, non-ADI lenders and private lenders.

Before joining LegalVision, Sian was a solicitor at an international top-tier firm in their Banking & Finance team. She also has experience as an auditor specialising in financial services companies, which enhances her understanding of the intricacies of financial regulations and compliance.

She provides end-to-end guidance for companies as they scale, from choosing the right corporate structure to deciding on debt and equity funding options.

**Sian did a great job closing our round swiftly and smoothly. We've worked on many deals with the LegalVision team and their expertise in the venture debt space is second-to-none.**

**James McGrath**  
OneVentures  
Investment Manager



## Key Focus Areas

- Corporate and Commercial
- Business Structuring
- Banking and Finance

## Expertise

- Advising startups on business structuring, and capital raising requirements, specialising in venture debt
- Advising investors (including venture debt funds) on investing in startups
- Providing general compliance and strategic advice to clients on a broad range of corporate and commercial matters



# DAVID KERR

## Practice Leader

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David Kerr is Practice Group Leader of LegalVision's Corporate and Leasing team. David has extensive experience across all areas of corporate and commercial law, including all aspects of front-end commercial leasing law.

With a specialisation in corporate transactions, including mergers and acquisitions (M&A) and capital raising, David brings a wealth of knowledge and expertise to every client engagement. His deep understanding of the corporate and leasing legal landscape ensures that clients receive strategic and practical advice tailored to their unique business needs.



## Key Focus Areas

- Corporate and Commercial
- Capital Raising
- Mergers and Acquisitions
- Property and Leasing

## Expertise

- Advising businesses on structuring for growth and exits
- Advising clients on asset and share sale and purchase transactions
- Advising search funds during due diligence acquisitions and investments



# MORGAN SHEARGOLD

## Practice Leader

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Morgan is a Practice Leader at LegalVision with specialist expertise in Corporate Law, particularly private treaty mergers and acquisitions and general corporate advisory. She has advised private companies, government bodies and investors on a range of complex transactions, including multi-jurisdictional deals, capital raising and strategic exits.

Prior to joining LegalVision, Morgan held senior roles at top-tier Australian firms, where she acted on matters such as government investments, large-scale privatisations and private equity buyouts. Her experience includes drafting and negotiating transaction documents, overseeing due diligence processes and advising on regulatory frameworks and governance.

Morgan enjoys working closely with founders and boards to help navigate growth, change and risk with confidence. She brings a commercial mindset to every matter and a genuine interest in her clients' success.



## Key Focus Areas

- Mergers and Acquisitions
- Corporate and Commercial

# MILES GUGGENHEIMER

Senior Lawyer

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Miles is a Senior Lawyer in LegalVision's Corporate team.

Before joining LegalVision, Miles worked at an independent business law firm, working with Australian based clients and multinational clients with Australian interests.

Miles supports Australian businesses and investors through key corporate milestones, from initial structuring to international acquisitions. He advises companies on capital raises across all growth stages, while guiding investors on opportunities ranging from pre-seed to late-stage investments.

**Miles was fantastic throughout our Seed and Series A rounds. His expertise and clear explanations made the legal process much smoother. Always quick to respond, he skilfully guided us through negotiations and was key to our successful fundraising.**

**Liam Gostencik**  
Bae Juice, Co-founder and Director



## Key Focus Areas

- Mergers and Acquisitions
- Capital Raising
- Corporate and Commercial

## Expertise

- Guiding startups, SMEs, and investors — including VCs and search funds — through complex capital raising processes and acquisitions
- Advising founders from pre-seed to late-stage capital raises
- Advising clients through asset and share sale transactions, representing both buyers and sellers



**Law Firm of the Year Finalist**  
Modern Law Private Client Awards



**International Law Firm of the Year Finalist**  
Business Awards UK



**Law Firm of the Year**  
Australasian Law Awards



**Fastest Growing Law Firm in APAC**  
Financial Times



**AFR Fast 100**  
Australian Financial Review

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