



Fintech, Crypto and Web3

Our fintech, crypto, and web3 clients are simplifying and delivering more accessible financial and payment solutions to the world, including mobile payments, insurance, crowdfunding platforms, consumer banking, and wealth management. These companies are modernizing the way consumers and businesses pay, lend, manage, and grow their assets. Our experience is global and we represent fintech companies with headquarters in the United States, Latin America, Asia, Africa, and Europe as well as funds in their investments worldwide.

We represent hundreds of leading fintech companies and the preeminent venture capital and growth equity funds financing them through the complex and always-evolving innovation economy.

Consistent with how we approach other industry verticals, our work reflects decades of experience advising on a range of substantive matters including corporate structuring and capital raising, intellectual property development and licensing, protection of proprietary rights, commercial contracts and customer terms, strategic transaction negotiations, data privacy compliance and data security best practices, regulatory compliance, and mergers and acquisitions. We guide our clients through the increasingly competitive landscape as the industry grows with the advancements of AI, DeFi, web3, big data, blockchain and crypto.

We have seen an explosion of interest from funds and formed several of the most innovative funds focused on this space. We counsel venture and growth equity funds who have deployed billions of dollars of capital in this space, ensuring they have the most sophisticated advice to guide them on how to structure investments and funds while navigating an evolving regulatory environment.

Anticipating the Future to Maximize Opportunity

Complacency is the enemy of innovation, so it is our enemy too. We are nimble and flexible. We offer the right resources at the right time, with a constant eye toward results. We are recognized internationally for providing the world's most innovative companies and funds with pragmatic and creative strategic planning, transactional advice and regulatory assistance, especially in cutting-edge industries in evolving environments.

We are at the forefront of adapting the traditional investing and governance norms in the venture capital space to the existing and changing laws and regulatory regimes. We partner with you as a trusted advisor to maximize growth and economic potential while also anticipating how best to protect you and your business today and in the future.

Representative Deal Highlights

Our experience is as diverse as our clients and we regularly handle everything from company formation, financings, mergers and acquisitions, and public offerings to technology agreements including software licensing agreements, terms and conditions, data rights, protection and compliance, privacy policies, asset transfers, and commercialization agreements. Representative deals include:

- The representation of Flywire, a vertical payments platform in its 2021 IPO after having represented the company through several previous financings and in the acquisition of a leading healthcare payments company
- The representation of wealth management software company Addepar in its \$150M Series F financing at a pre-money valuation of \$2B
- The representation of Mexico-headquartered microbusiness lending platform Konfio in its \$125M Series E financing
- The representation of GoCardless, a London-based recurring payments platform, as it raised \$312M in a Series G financing, one of many financings for the company we've advised on since 2012
- The representation of SaltPay, a merchant payment company, in its \$345M later-stage financing by EXOR Seeds, Accel, and Ribbit Capital
- The representation of Betterfly, a Chilean insur-tech platform, in its \$125M Series C financing led by Glade Brook Capital
- The representation of Coupa, a business spend management company, in its \$1.5B acquisition of LLamasoft