



## ***Brian C. Hutchings***

**PARTNER**

**New York**

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**São Paulo**

**Brian is a corporate partner in our New York office and a founding partner of our São Paulo office.**

Brian focuses on the representation of private and publicly held emerging growth companies and venture capital and growth equity funds that invest in those companies. He has significant international venture capital experience, particularly in Latin America, and is the founding member and co-head of the firm's Latin America practice group. He represents technology companies in Brazil, Mexico, Argentina and Chile in cross-border venture financings and acquisitions as well as public offerings in U.S. capital markets. He has represented numerous U.S. investors with venture financings and strategies for maximizing liquidity and returns.

Brian specializes in all areas of corporate, securities and partnership law, including the formation and financing of companies, public offerings, debt transactions, corporate governance and investor-side financings of all stages. Brian's work with companies spans the entire corporate life-cycle, including strategic decisions and coaching prior to incorporation, general corporate representation and counseling, venture capital financings, initial public offerings and mergers and acquisitions.

Brian's fund practice also includes the structuring, formation, organization and operation of venture capital and growth equity funds and their general partners and related management company entities. He advises funds on all aspects of their operations, including the preparation of offering materials, the fundraising process and negotiations and communications with investors. He regularly counsels clients on compliance with Investment Company Act of 1940 and the Investment Advisers Act of 1940, as well as other statutes and regulations applicable to venture capital and growth equity funds.

## Selected Speaking Engagements

- Campbells' Fund Focus Conference, Grand Cayman, *Developments in Private Equity and Venture Capital Structures*, November 2014
- Conferência Anual de Startups e Empreendedorismo, São Paulo, Brazil, *Preparing Your Startup for International Investments*, November 2014
- Boston Private Bank & Trust Company's Private Partnership CFO Conference, Boston, MA, *GP Terms and Best Practices*, June 2014
- Practising Law Institute Advanced Venture Capital, San Francisco, CA, *Hot Deal Sector: Brazil*, December 2012

## Credentials

### EDUCATION

- Villanova University's Charles Widger School of Law, J.D.  
*magna cum laude*
- James Madison University, B.M.  
*summa cum laude*

### BAR ADMISSIONS

- New York

## Focus Areas

Fund Formation  
Fund Operations and Compliance  
Fund Investments in Companies  
Mergers & Acquisitions  
Seed, Venture and Growth Financings

## Regions

Latin America

## Related News & Insights

### CLIENT NEWS

Brazilian Carbon Capture Company Mombak Announces \$30M Financing

### INSIGHTS

Recent Fund Formations Represented by Gunderson Dettmer\*

### FIRM NEWS

PitchBook 2024 Global League Tables Recognizes Gunderson Dettmer  
Recognized as Most Active VC Law Firm in Latin America

### CLIENT NEWS

Gunderson Dettmer Represents Valor Capital in Kovi Acquisition by Moove

### CLIENT NEWS

Forbes 14th Annual 30 Under 30 List Recognizes 27 Individuals Across 20  
Gunderson Dettmer Clients

### FIRM NEWS

Gunderson Dettmer Recognized as Most Active VC Law Firm in Latin  
America by PitchBook Q3 2024

### CLIENT NEWS

## Women-Led BBG Ventures Announces \$60M Fund Formation

### FIRM NEWS

PitchBook Global League Tables H1 2024 Recognizes Gunderson Dettmer in Latin America as the Most Active VC Law Firm

### CLIENT NEWS

Brazil-Based Monkey Exchange Announces R\$67M Series B Financing

### EVENTS

Webinar: How the SEC's Private Fund Adviser Rules and Other Recent Developments Will Affect VCs in LatAm

### INSIGHTS

Época NEGÓCIOS features Brian Hutchings in "What are the prospects for the Venture Capital market in Latin America in 2024"

### CLIENT NEWS

Headline Leads BRL 70M Series B Financing of Trinus Co

### CLIENT NEWS

Forbes 2024 30 Under 30 Recognizes Individuals from 16 Gunderson Dettmer Clients