

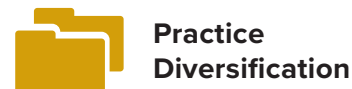
# Firm Highlights



**1,000+** Professionals  
**100+** Practice Areas  
**Offices** from Coast to Coast



**Litigation** — Fortune 50 clients  
**Corporate** — Tech and middle market base  
**Government Relations** — Federal/state level  
**IP** — Patent, trademark, litigation



**42%** Corporate, Transactional  
**51%** Litigation  
**7%** IP, Government Relations



- Banking & Financial Services
- Business Services
- Construction
- Consumer Products & Retail
- Education
- Energy & Utilities
- Global Club & Branded Residences
- Health Insurance
- Healthcare
- Hospitality, Leisure & Travel
- Human Capital Management
- Infrastructure & P3
- Insurance
- Manufacturing
- Pharmaceuticals & Medical Devices
- Real Estate
- Sports & Entertainment
- Technology
- Telecommunications
- Transportation

2024 Am Law  
ranking

**65**



## Pro Bono

**49,100+**  
Hours spent in 2023

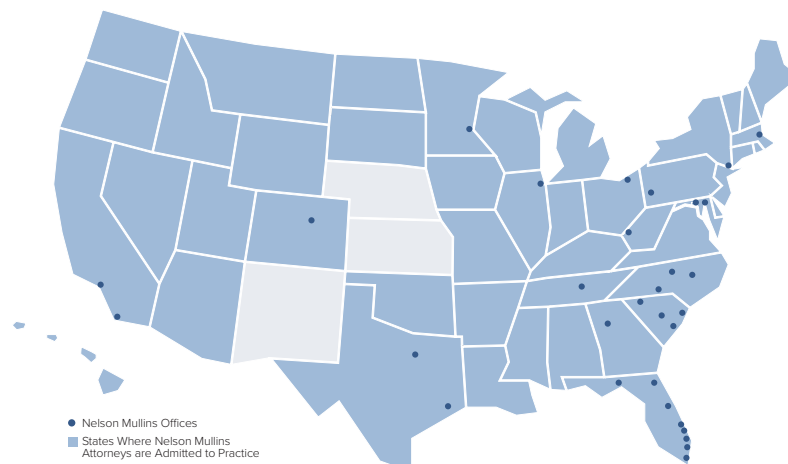
## Recognition

- ABA Pro Bono Publico Award
- Janet Spragen ABA Pro Bono Award
- Legal Service Corporation Pro Bono Service Award
- NLADA Beacon of Justice Award
- NLADA Arthur von Briesen Award
- Georgia Appleseed Good Apple Award

## Culture and Values

- Unwavering client commitment
- Seeking justice for those in need
- Commitment to inclusive excellence
- Improving lives in our communities
- Thinking beyond the law

- Strategic locations
- 120+ year history and reputation
- Predictable budget management
- Flexible fee structures — flat, fixed, capped
- Competitive rates, blended rates, volume & tiered discounts
- Practical, efficient, solution-oriented services



## Working Together

Helping clients **grow**  
**their businesses** and  
**solve problems**

Sharing good practices and lessons learned.  
Providing cost-efficient, high-caliber services.

**Mansfield Rule**  
Certified 2022-2023 Powered by DIVERSITYLAB



### Why Nelson Mullins?

- VC industry experience that is unmatched in the Southeast
- Experience and credibility with boards, management and investors
- Senior lawyer commitment
- Committed to long-term client relationships
- Value-oriented approach and cost structure
- Focus on practical, business-oriented solutions
- Reputation for excellence, integrity and credibility
- Bet the company issues; world-class capabilities
- Deep tech industry experience

## Navigating your business through the "start-up storm"

Whether you are seeking to

- raise seed, venture or growth capital to build or scale your business
- attract and retain talent to achieve business objectives in a competitive environment
- draft and negotiate key commercial agreements to fuel growth
- protect and enhance an intellectual property portfolio to provide barriers to entry
- successfully package and close an M&A transaction
- conduct initial public offerings and follow-on public offerings, including at-the-market offerings, bought deals, shelf takedowns, private offerings of public equity (PIPEs), confidentially marketed public offerings, and other wall-crossed offerings

Nelson Mullins' Emerging Companies team is here to help high-growth companies achieve their lofty business goals.

## Representing Emerging Companies across various industry sectors

- FinTech
- Healthcare IT
- Technology
- Security
- Education
- Software Development
- Logistics and Supply Chain
- Life Sciences and Medical Devices
- E-commerce
- Marketing Automation
- Energy
- Insurance
- Consumer Applications and Services

## Serving as Outside General Counsel

Our clients often don't have internal legal resources, so we serve as their trusted Outside General Counsel and advisors

- We have a strong working knowledge of many related areas of law, and we know when to pull in colleagues in specific practice areas to help on tax, employment, licensing, intellectual property, and litigation matters for our clients.
- We understand that there are differences between a Startup and Fortune 500 company, and we provide practical strategy and guidance accordingly.
- We focus on your goals, not ours, and use them to craft the best legal strategy for you.

## Practical, business-oriented solutions

We work hard to become a key part of your business leadership team, and we are on the front lines with you.

- Our Emerging Companies lawyers regularly attend client board meetings, so we understand the key drivers of your business and provide guidance on the intersection of legal and business issues.
- We keep our focus on your business so our advice is practical and pragmatic, not academic.
- We are solution architects. We recognize that our clients desire creative and effective solutions, and we thrive in a rapidly changing business environment.
- We have a strong team of subject matter experts in various industries to help your business comply with applicable regulatory requirements.
- Our lawyers have experience running venture capital backed startups, public companies and venture funds.

## The "Entrepreneur's Lawyer"

- Our team has represented thousands of startups over several decades, from university spinouts to novel inventors to serial entrepreneurs.
- We have cultivated deep and broad investor relationships across many stages and industries, from angels to seed funds to VC's to growth equity and PE firms and corporate investors, so our access to capital is meaningful and real.
- We have a keen understanding of market terms and trends to get deals done effectively and efficiently.
- Recognitions include consistent rankings in Pitchbook Global League Tables and national rankings in Chambers USA for the representation of venture-backed companies.

# Team to Serve



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