

## SERVICE

# Emerging and High Growth Companies

From inception to exit, we're with you every step of the way.



## Related Expertise

- [Agtech](#)
- [Artificial Intelligence](#)
- [Cleantech](#)
- [Commercial Technology Transactions](#)
- [Data Centres](#)
- [Digital Assets and Blockchain](#)
- [Employment and Labour](#)
- [Intellectual Property](#)
- [Mergers and Acquisitions](#)
- [Privacy and Data Management](#)
- [Private Client](#)
- [Private Equity and Investment Fund Disputes](#)

Osler is Canada's leading law firm for emerging and high growth companies and venture capital, offering unmatched experience across the full client lifecycle, from inception to exit. With the largest dedicated team and the highest volume of clients and transactions, no other firm offers the depth of insight and expertise that Osler brings to the table.

Osler's Emerging and High Growth Companies Group (EHG) is a dynamic team of professionals who are deeply passionate about entrepreneurship and dedicated to fueling the growth of early- and growth-stage ventures. We provide strategic counsel to a diverse range of companies, both tech and non-tech, and the venture funds that drive their success. As Canada's leading law firm in the emerging and high-growth sector, our team of over 60 legal experts is fully committed to supporting entrepreneurial ventures at every stage of their journey.

Osler is the longest-standing firm ranked Band 1 for Startups and Emerging Companies in *Chambers Canada* and consistently ranked at the top of global venture capital league tables, our EHG group brings unparalleled expertise to the table. With offices in Toronto, Vancouver, Montréal, Calgary, and Ottawa, we operate seamlessly across regions, offering a one of a kind integrated, cross-practice approach.

Our team collaborates closely with other specialized practices such as [Technology](#), [Intellectual Property](#), [Employment](#), and [Privacy and Data Management](#), delivering comprehensive solutions for the unique challenges faced by startups and scaling companies.

---

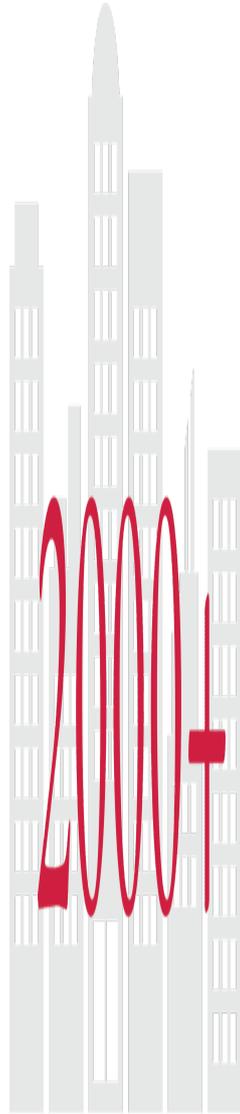
### Unmatched insight and experience

Our team has successfully managed thousands of company formations and VC-backed financings, guiding ventures from pre-seed stage through growth and exit. With this extensive level of activity, we deliver insights and expertise that few can match. Some of today's most innovative and successful companies, like [Waabi](#), [Wealthsimple](#), [Clio](#), and [Cohere](#), have entrusted Osler to help bring their visions to life.

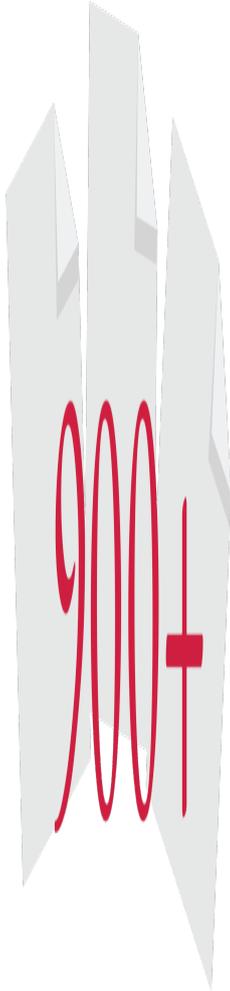
“They were just by far the best. They’ve done the most financings and supported a lot of startups, and they knew how to work with us.”

— Osler EHG client, *Chambers Canada*

## Osler by the numbers



We act for more than 2,000 early, growth and late stage ventures and venture investors.



In the past five years, we have acted on more than 900 angel, venture and private equity financings.

A graphic featuring the text "\$6.67 billion" in a red, serif font. The text is positioned in front of a cluster of stylized, light grey leaves that appear to be growing upwards and outwards.

In 2024 alone, we advised on 315 deals raising more than \$6.67 billion for EHG companies.



Canadian firm listed as advisors to a company for VC rounds based on round value (LSEG, H1 2024)



Most active firm globally for representing companies on VC deals (Pitchbook, H1 2024)



Canadian firm for VC deals for later stage companies (Pitchbook, H1 2024)

# Deal Points Report: Venture Capital

## Financings

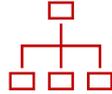


## Annual Deal Points report

In 2022 Osler began publishing its annual *Deal Points Report: Venture Capital Financings*, which includes data from venture capital and growth equity preferred share financings completed by Osler. Unlike other reports, it offers comprehensive financing-related information that surpasses publicly available data or third-party submissions.

## Invested in your journey

We partner with innovative companies and investors at every stage of their journey. From idea inception to successful exit, and every milestone in between, we understand your priorities and are committed to supporting your growth. Our team helps you navigate complexities, tackle challenges, and seize opportunities with confidence.



## Building your team

Osler's leading Employment and Labour lawyers will support you in the hiring and management of your team.

## Laying the foundation

Osler's Startup Package is designed to get your venture off to the right start.



## Contracting

Our Osler TechSure™ team will help you negotiate contracts with your customers.

## Protecting your product

You have worked hard to establish your product, and Osler's leading Intellectual Property and Trademark teams will help you protect what you have built.



## Addressing risk and maintaining compliance

Osler's Privacy and Data Management team will help you address the privacy and anti-spam issues that can often arise at various stages of a company's lifecycle.

## Raising funds

Osler's renowned [Venture Capital](#) lawyers focus on getting your deal over the finish line.

## Exit

We are a leading firm for [M&A](#) transactions and [IPOs](#).

# Client success stories

As passionate connectors, we take pride in helping our clients thrive by linking them with the right opportunities, resources, and networks. Discover what our clients have to say about partnering with Osler.

[Read our client success stories](#)

---

## Startup program for emerging companies

At Osler, we believe that establishing a foundation for your venture is the key to your future success. That is why we have carefully designed our startup program to get your venture up and running as quickly as possible, taking into account the standards for venture-backed companies.

Our startup program reflects our long-term commitment when working with emerging companies by providing the highest level of strategic advice and service on a fixed-fee basis. Even after an emerging company has graduated from the program, we are proactive in considering our clients' needs and we will continue to deliver legal services on, as much as possible, a competitive fixed-fee basis or a recurring monthly fee basis (instead of the traditional hourly rate model) to provide cost certainty as the company scales and throughout its lifecycle.

Notable graduates of our startup program which have gone on to be successful enterprises include [Cohere](#), [Waabi](#), [Wealthsimple](#), [BenchSci](#), [Xanadu](#), [ApplyBoard](#), [Kepler](#), and [Fusion Pharmaceuticals](#).

## Osler Seed Series Financing Templates

Developed by Osler's market-leading Emerging and High Growth Companies practice in collaboration with our Venture Capital team, these high-quality templates are designed to

support Canada's growing startup and venture ecosystem.

[Download now](#)

Leaders in the ecosystem

Our commitment to the emerging companies' ecosystem goes far beyond providing legal services. The Osler team is deeply embedded in the fabric of the Canadian ecosystem, serving as trusted partners and advocates on the issues that shape businesses today and in the future. We helped build the modern ecosystem and continue to support its growth. As leaders in this space, we've played a pivotal role in building Canada's startup landscape, establishing deep connections within it. Our team members are passionate connectors, dedicated to linking our clients with the resources and networks they need to thrive.

We proudly sponsor and support a wide range of accelerators, incubators and organizations that foster innovation across Canada. These partnerships are crucial in equipping founders with the tools they need to launch, scale and succeed.



# forum

ventures

# C100

T H E

# 51



**Front Row**  
VENTURES



# STARTUP TNT



---

## Areas of Focus

Venture Capital Venture Fund Formation

---

## Key Contacts



**CO-CHAIR**

[Chad Bayne](#)

Partner, Emerging and High Growth Companies, Toronto



**CO-CHAIR**

[Mark Longo](#)

Partner, Emerging and High Growth Companies, Vancouver



[Michael Grantmyre](#)

Partner, Emerging and High Growth Companies, Calgary



[Christian Jacques](#)

Partner, Emerging and High Growth Companies, Montréal

---

## Awards and Recognition

- **Chambers Canada:** The World's Leading Lawyers for Business: Recognized in Startups & Emerging Companies (Band 1)
- **Refinitiv:** Recognized as the #1 Canadian law firm in the Global Venture Capital League

Tables