

## venture financings

Emerging companies and leading venture capitalists turn to Hale and Dorr for legal advice and business advantage.

In 2003, we served as company counsel in more than 150 venture financings raising more than \$1.75 billion, including some of the largest and most prominent deals of the year.

In the past five years, we have served as company counsel in more than 800 venture financings raising over \$12 billion.

We are counsel to more venture capital-backed companies in the eastern half of the U.S. than any other law firm in the country.

1970s



1980s



1990s



2003



COMPUTERS

TELECOM

WIRELESS







































SOFTWARE

INTERNET

MEDICAL DEVICES

BIOTECH

LIFE SCIENCES

|  |   |  |  |  |  |  |   |  |   |
|--|---|--|--|--|--|--|---|--|---|
| <br><b>GenPath</b><br><small>Pharmaceuticals, Inc.</small><br>\$42,700,000<br>Second Round<br>July 2003 | <br><b>VETEZZA</b><br>\$20,000,000<br>Third Round<br>July 2003   | <br><b>KATANA</b><br>\$8,000,000<br>First Round<br>July 2003                                       | <br><b>VistaPrint</b><br><small>INTERNATIONAL APPAREL</small><br>\$30,000,000<br>Second Round<br>August 2003    | <br><b>incipient</b><br>\$25,000,000<br>Second Round<br>August 2003                         | <br><b>endius</b> <sup>®</sup><br>\$26,500,000<br>Second Round<br>March 2003                        | <br><b>COMPOUND THERAPEUTICS</b><br>\$12,000,000<br>First Round<br>March 2003 | <br><b>acopia</b><br><small>NETWORKS</small><br>\$30,000,000<br>Second Round<br>May 2003           | <br><b>CRITICAL</b><br><small>Therapeutics</small><br>\$56,000,000<br>Second Round<br>October 2003                        |   |
| <br><b>DEPLOY SOLUTIONS</b><br>\$21,000,000<br>Second Round<br>January 2003                             | <br><b>eye tech</b><br><small>Pharmaceuticals</small><br>\$25,000,000<br>Strategic Investment by Pfizer<br>February 2003 | <br><b>Jedai</b><br><small>Broadband Networks</small><br>\$10,000,000<br>Second Round<br>April 2003 | <br><b>AMMASS</b><br>\$10,000,000<br>First Round<br>June 2003   | <br><b>EM4</b><br>\$8,000,000<br>Second Round<br>November 2003                              | <br><b>BioVex</b><br><small>advanced vaccines</small><br>£17,000,000<br>Third Round<br>October 2003 | <br><b>Alynlam</b><br>\$24,600,000<br>Second Round<br>July 2003               | <br><b>HYDRA BIOSCIENCES</b><br>\$18,875,000<br>Second Round<br>November 2003                      | <br><b>glycoFi</b><br>\$10,000,000<br>Third Round<br>December 2003  | <br><b>STARENT</b><br><small>NETWORKS</small><br>\$23,000,000<br>Third Round<br>January 2003 |
| <br><b>performaworks</b><br>\$13,000,000<br>Second Round<br>February 2003                               | <br><b>deNovis</b><br>\$22,000,000<br>Third Round<br>November 2003   | <br><b>angioliNK</b><br>\$13,600,000<br>Second Round<br>August 2003                                | <br><b>Netilla</b><br><small>Making the wireless connection</small><br>\$8,000,000<br>Third Round<br>April 2003 | <br><b>optiant.</b><br>\$15,500,000<br>Second Round<br>November 2003                        | <br><b>BLUE AGAVE SOFTWARE</b><br>\$6,000,000<br>Second Round<br>October 2003                       | <br><b>Neothermia</b><br>\$13,100,000<br>Fourth Round<br>March 2003           | <br><b>WaterCove</b><br><small>NETWORKS</small><br>\$20,000,000<br>Third Round<br>January 2003     | <br><b>Quantum Bridge</b><br>\$20,000,000<br>Late Stage<br>June 2003   |   |
| <br><b>PHYLOGIX INC</b><br>\$12,000,000<br>Second Round<br>December 2003                              | <br><b>INTELLIVID</b><br>\$5,500,000<br>First Round<br>July 2003   | <br><b>Axiowave</b><br><small>MEMPHIS</small><br>\$45,000,000<br>Third Round<br>January 2003     | <br><b>TAZZ</b><br><small>THE UNIVERSITY OF PHOENIX</small><br>\$10,500,000<br>Second Round<br>October 2003   | <br><b>LG</b><br><small>Linguagen</small><br>\$12,200,000<br>First Round<br>November 2003 | <br><b>MOMENTA</b><br>\$19,000,000<br>Second Round<br>May 2003                                    | <br><b>Ardais</b><br>\$13,400,000<br>Third Round<br>February 2003           | <br><b>LiveVault</b><br><small>corporation</small><br>\$10,000,000<br>Second Round<br>March 2003 | <br><b>Infinity</b><br><small>PHARMACEUTICALS</small><br>\$25,000,000<br>Strategic Investment by Amgen<br>December 2003 | <br><b>NANTERO</b><br>\$10,500,000<br>Second Round<br>August 2003                          |

Hale and Dorr > >> the leader in technology and life sciences company venture financings.



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