



Colin Kirby

Partner

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Colin Kirby is a partner in Foley Hoag's Business Department, resident in the New York office.

Over the course of his career, Colin has advised founders and investors on hundreds of formation, financing and exit transactions.

By taking the time to understand the strategic business objectives of his clients, Colin is able to apply tactical and forward-thinking guidance in a clear, concise and responsive manner.

While Colin's practice focuses on the representation of growth-oriented companies and venture capital funds, he also works with investment funds and broker-dealers to facilitate innovative liquidity solutions for equity holders in later-stage growth companies.

BAR ADMISSIONS

- New York
- California

REPRESENTATIVE EXPERIENCE

Financing, Merger and Acquisition Engagements

- **The Valens Company Inc.** (TSX: VLNS) (OTCQX: VLNCF), a leading manufacturer of cannabis products, in the acquisition of Green Roads worth up to \$60M
- Disruptive cybersecurity company **Shift5** in a convertible note financing (January 2021), and in its conversion and \$2.5 million seed financing transaction led by **Squadra Ventures** (September 2019)
- **Adaptly**, the digital advertising company with over 150 employees, in its acquisition by global management consulting firm **Accenture** (NYSE: ACN) (December 2018)
- Advertising verification firm **Integral Ad Science** in its sale of a majority interest to tech-focused private equity firm **Vista Equity Partners**, for a reported price of \$850 million (June 2018)
- Digital publisher **LittleThings**, in its sale to entertainment firm **RockYou** (April 2018)
- **Kleiner Perkins Caufield & Byers** in its confidential \$25 million preferred equity

INDUSTRIES

Technology
Cannabis

PRACTICES

Emerging Company & Venture Capital
Cannabis
Blockchain & Cryptocurrency
Business Counseling
Licensing & Strategic Alliances
Mergers & Acquisitions
Private Equity Transactions
Closely Held Business & Shareholder Disputes

EDUCATION

Duke University School of Law, LL.M.,
Entrepreneurship, 2011

Notre Dame Law School, J.D., *cum laude*,
2010

University of California Santa Barbara,
B.A., Political Science, International
Relations, 2004

investment in a California-based financial technology and services firm (March 2018)

- Digital content and advertising company **Mashable**, in its sale to **Ziff Davis**, a digital media subsidiary of **j2 Global** (Nasdaq: JCOM) in a reported sale of \$50 million (December 2017)
- **MarcoPolo Learning**, an education technology provider to more than 5 million children in 150 countries, in its \$8.5 million Series A financing, led by **Boat Rocker Ventures** (April 2017)
- **Vevo**, the world's largest music video platform, in its acquisition of curated short-form video provider Remixation (December 2015)
- **Lerer Hippeau Ventures** in its equity financings of **Red / Green** and **PaintZen**, as well as in its Series Seed financing of **Allbirds**, maker of the world's most comfortable shoes (August 2015)
- Digital advertiser **Magnetic** in its merger with digital marketer **MyBuys**, and the combined company in its \$25 million growth equity financing (May 2015)
- **Minibar**, the on-demand liquor-delivery platform, in its acquisition of **Booze Carriage**, a company offering a similar platform to more than 25,000 customers (March 2015)
- Retail firm **Eloquii** in its \$6 million Series A financing, led by **Greycroft Partners** (November 2014)
- **Bessemer Venture Partners** in the Series B financing of **Quantopian**, in which the investment algorithm producer raised \$15 million (October 2014), and in the Series D financing of **Welltok**, in which the consumer health venture raised over \$37 million (September 2014)
- **Yext** in its "pre-IPO" Series F financing. Led by **Insight Venture Partners** it raised \$50 million at a \$525 million valuation (June 2014)

PROFESSIONAL EXPERIENCE

- Adjunct professor at Columbia Business School, co-teaching in the over-subscribed venture capital and angel investing course (Fall 2017 - Winter 2018)

