



# THE ENTREPRENEURS REPORT

## PRIVATE COMPANY FINANCING TRENDS

Q3 2022

### Wilson Sonsini Expands Neuron, Offers Subscription Pricing for Start-Up Clients

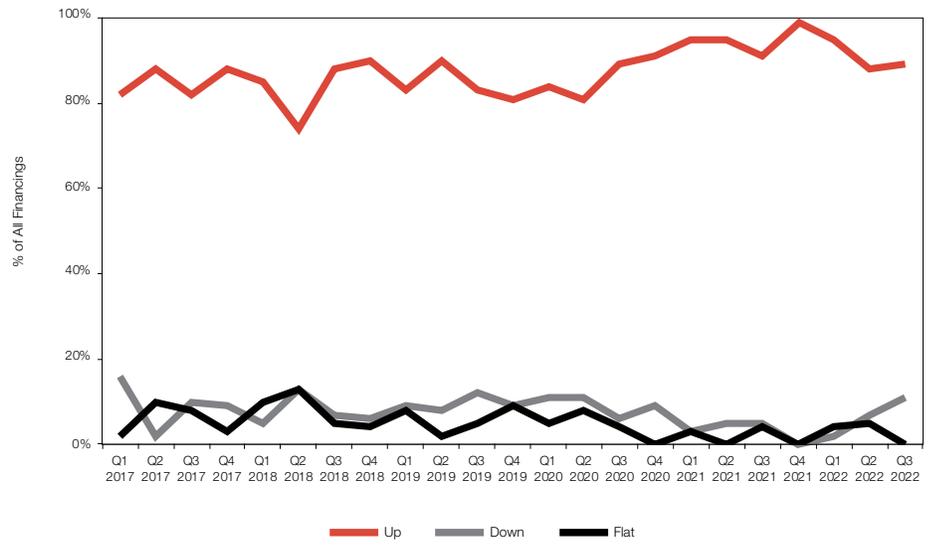
On October 13, 2022, the firm’s Emerging Companies Practice (ECP) announced that it was further expanding its proprietary software platform, Neuron, with the addition of a new corporate governance module, complemented by an innovative fixed-fee subscription model.

“We are excited to continue Neuron’s expansion into many facets of a start-up’s legal needs as we continue our mission to deliver the best and most responsive legal services at more predictable prices. Together with our world-class legal expertise, Neuron is pushing the boundaries of technology-enabled legal services and transforming

*Continued on page 8...*

## From the Wilson Sonsini Database: Financing Trends for Q3 2022

Up and Down Rounds by Quarter



### In This Issue

- Wilson Sonsini Expands Neuron, Offers Subscription Pricing for Start-Up Clients** .....Pages 1, 8
- Financing Trends for Q3 2022** ..... Pages 1-6
- Private Company Financing Deal Terms** ..... Page 4
- Bridge Loans** ..... Page 5
- Bridge Loans - Deal Terms...** Page 6
- UK Investment Update, Q3 2022** ..... Pages 7-8

Despite continued economic concerns and an overall cooling of the venture capital market from the record-setting highs of 2021, pre-money valuations and amounts raised in the third quarter of 2022 remained high compared to historical standards.

Pre-money valuations declined in Q3 2022 from those of the prior quarter for all but Series C and later rounds. Even so, the medians for Series Seed, Series A, and Series B financings nearly matched or exceeded the full-year 2021 medians for each category.

Median amounts raised had mixed results. The median amount raised for

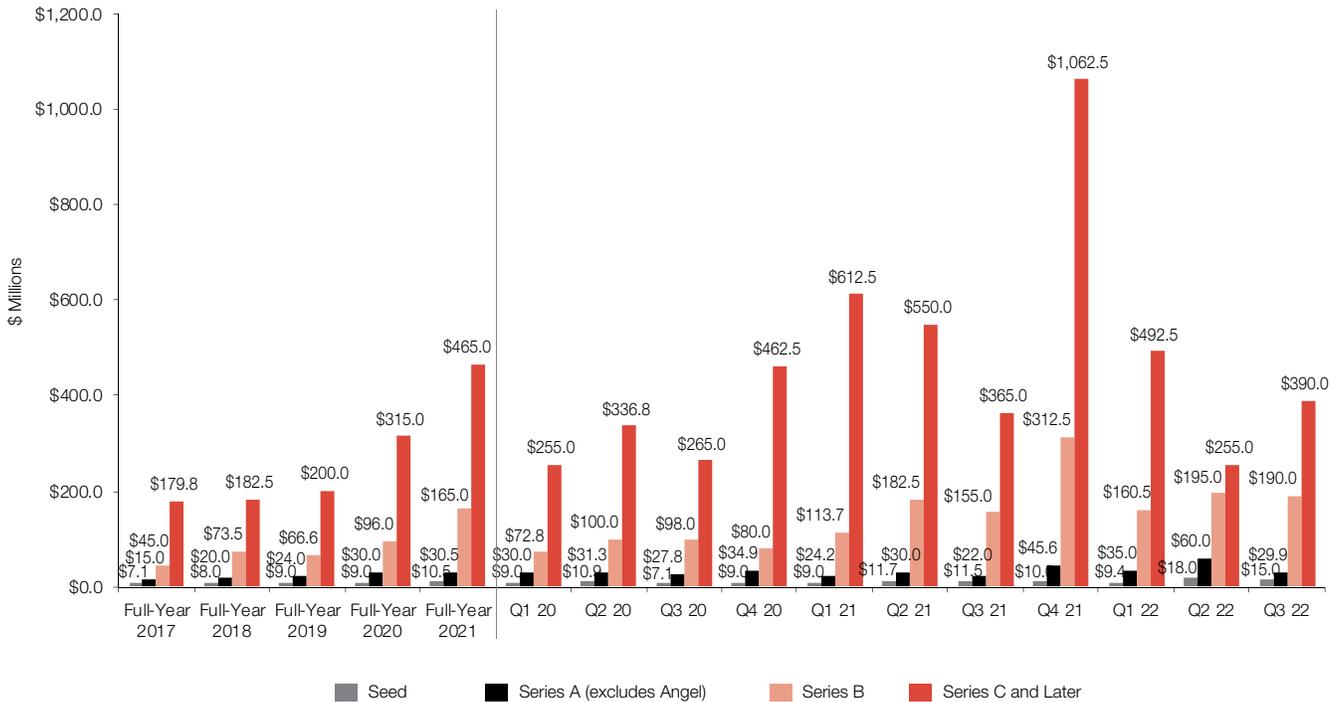
Series Seed rounds increased, and the Series B median reached a five-year high in Q3 2022. On the other hand, median amounts raised for both Series A and Series C and later financings fell moderately from the prior quarter. There was an uptick in down rounds for Series B and later financings in Q3 2022, and as a result, key deal terms in down rounds became more investor-friendly.

While Q3 2022 reported no pre-Seed bridge loans, there was an increase in the number of SAFE financings, which likely took their place. For post-Seed bridge loans, the median amount raised matched the five-year high reached in Q1 2022.

*Continued on page 2...*

Continued from Page 1

### Median Pre-Money Valuation



#### Up and Down Rounds

Down rounds continued to grow in Q3 2022, accounting for 11% of Series B and later financings, compared to 7% in Q2 and 2% in Q1—the largest share of down rounds in a quarter since Q2 2020, the beginning of the COVID pandemic. Up rounds remained steady at 89% in Q3, compared to 88% in Q2.

#### Valuations

Median pre-money valuations for early-stage financings dipped in Q3 2022, after reaching all-time highs in Q2 2022. The median pre-money valuation for Series Seed financings declined from \$18.0 million in Q2 2022 to \$15.0 million in Q3, but remained above the full-year

2021 median of \$10.5 million. The Series A median pre-money valuation also decreased, from \$60.0 million in Q2 2022 to \$29.9 million in Q3, just slightly below the 2021 full-year median of \$30.5 million.

The Series B median pre-money valuation declined slightly from \$195.0 million in Q2 2022 to \$190.0 million in Q3, but beat the Q1 median of \$160.5 million.

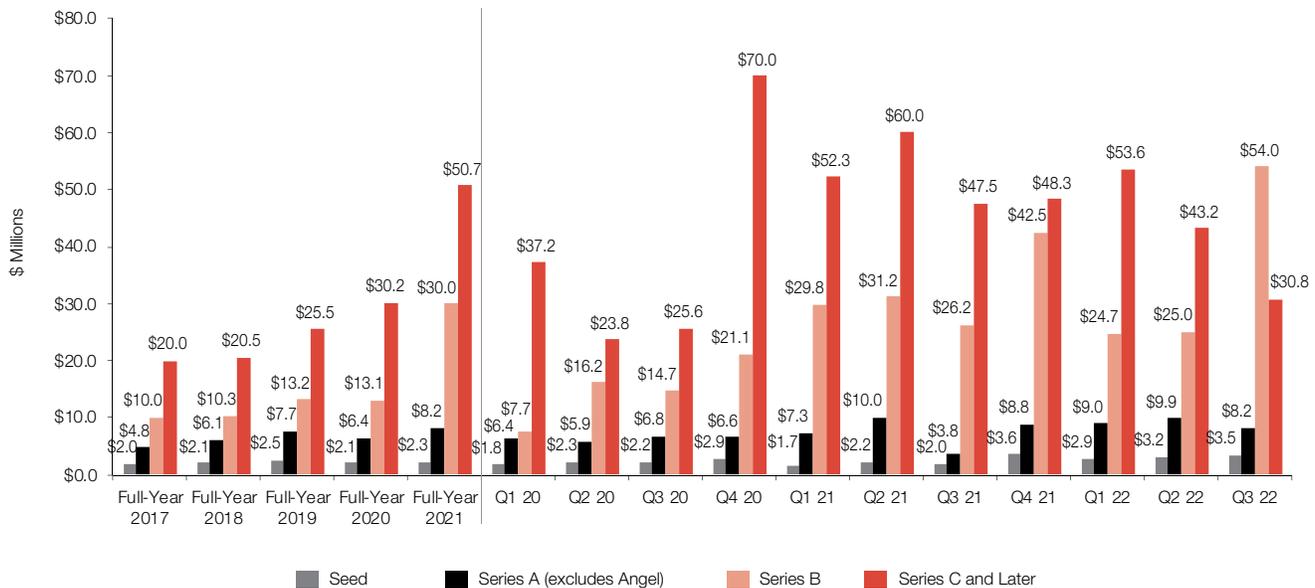
The Q3 2022 median pre-money valuation of Series C and later rounds increased from the prior quarter, landing at \$390.0 million, up from \$255.0 million in Q2 2022, but significantly below the record-breaking full-year 2021 median of \$465.0 million.

#### Amounts Raised

Median amounts raised for Series Seed and Series B financings increased in Q3 2022, while Series A and Series C and later rounds saw modest declines. The median amount raised for Series Seed financings ticked up from \$3.2 million in Q2 2022 to \$3.5 million in Q3—similar to the high of \$3.6 million reached in Q4 2021. The median amount raised for Series A financings decreased from \$9.9 million in Q2 2022 to \$8.2 million in Q3, matching the full-year 2021 median.

The median amount raised for Series B financings more than doubled, from \$25.0 million in Q2 2022 to \$54.0 million in Q3, reaching a five-year high. In contrast, the median amount raised for

### Median Amount Raised – Equity Financings



Series C and later transactions decreased from \$43.2 million in Q2 2022 to \$30.8 million in Q3, slightly above the 2020 full-year median of \$30.2 million.

#### Deal Terms – Preferred

Overall, deal terms of up rounds continued to be company-favorable in Q1-Q3 2022. Seventy-five percent of all post-Series A rounds had *pari passu* liquidation preferences in Q1-Q3 2022, the same as in 2021. The percentage of financings with non-participating preferred remained unchanged at 90% in Q1-Q3 2022. Broad-based weighted average anti-dilution remained stable at 98% in Q1-Q3 2022, as compared to 97% in 2021. The inclusion of redemption provisions dipped slightly, from 10% in 2021 to 8% in Q1-Q3 2022.

Down rounds have been more common in Q1-Q3 2022 than in prior quarters, presenting some investor-friendly shifts not seen in the last five years. Sixty-seven percent of post-Series A down rounds

had senior liquidation preferences in Q1-Q3 2022, compared to 50% in 2021. The percentage of down-round financings with participating preferred without a cap increased from 0% in 2021 to 33% in Q1-Q3 2022. Pay-to-Play provisions also became more prevalent in down rounds, increasing from 17% in 2021 to 33% in Q1-Q3 2022.

Further detailed data on deal terms are set forth in the table on page 4. To see how the terms tracked in the table can be used in the context of a financing, we encourage you to draft a term sheet using our automated [Term Sheet Generator](#), which is available in the Emerging Companies section of the firm’s website, [www.wsgr.com](http://www.wsgr.com).

#### SAFE Financings

Raising money on Simple Agreements for Future Equity (SAFEs) is popular among emerging companies due to their simple, largely company-favorable terms. The median amount raised for SAFE financings trended downward, from \$1.20 million in Q2 2022 to \$0.88 million in Q3. In Q1-Q3 2022, 34% of SAFE financings included a discount, and the median discount was 20%. Ninety percent of SAFEs included a valuation cap, up from 86% in 2021, and the median valuation cap was \$20.0 million, which shows that SAFEs are being used primarily for early-stage financings. Twenty-four percent of Q1-Q3 2022 SAFEs included both a valuation cap and a discount, and 23% used the “Most Favored Nations” form of SAFE, compared to 15% in 2021, suggesting that an increasing number of investors anticipate that the early-stage landscape could become more investor-favorable in the coming year.

**THE ENTREPRENEURS REPORT: PRIVATE COMPANY FINANCING TRENDS**
**Private Company Financing Deal Terms (Wilson Sonsini Deals)<sup>1</sup>**

	2017 All Rounds <sup>2</sup>	2018 All Rounds <sup>2</sup>	2019 All Rounds <sup>2</sup>	2020 All Rounds <sup>2</sup>	2021 All Rounds <sup>2</sup>	Q1-Q3 All Rounds <sup>2</sup>	2017 Up Rounds <sup>3</sup>	2018 Up Rounds <sup>3</sup>	2019 Up Rounds <sup>3</sup>	2020 Up Rounds <sup>3</sup>	2021 Up Rounds <sup>3</sup>	Q1-Q3 Up Rounds <sup>3</sup>	2017 Down Rounds <sup>3</sup>	2018 Down Rounds <sup>3</sup>	2019 Down Rounds <sup>3</sup>	2020 Down Rounds <sup>3</sup>	2021 Down Rounds <sup>3</sup>	Q1-Q3 Down Rounds <sup>3</sup>
<b>Liquidation Preferences - Series B and Later</b>																		
Senior	35%	31%	35%	35%	24%	25%	31%	28%	30%	32%	23%	22%	63%	36%	63%	56%	50%	67%
<i>Pari Passu</i> with Other Preferred	62%	69%	63%	63%	75%	75%	66%	72%	68%	67%	76%	78%	38%	64%	37%	44%	50%	33%
Junior	0%	0%	1%	0%	1%	0%	0%	0%	1%	0%	1%	0%	0%	0%	0%	0%	0%	0%
Complex	3%	0%	2%	1%	0%	0%	4%	0%	2%	1%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Participating vs. Non-participating</b>																		
Participating - Cap	6%	5%	5%	4%	4%	3%	7%	5%	5%	6%	4%	3%	31%	7%	5%	0%	0%	0%
Participating - No Cap	10%	7%	10%	8%	6%	7%	11%	7%	12%	8%	7%	8%	19%	14%	32%	24%	0%	33%
Non-participating	84%	88%	85%	88%	90%	90%	82%	88%	83%	86%	89%	89%	50%	79%	63%	76%	100%	67%
<b>Dividends</b>																		
Yes, Cumulative	7%	7%	5%	10% <sup>4</sup>	5%	6%	9%	9%	6%	10% <sup>4</sup>	6%	7%	13%	23%	11%	25% <sup>4</sup>	0%	0%
Yes, Non-cumulative	78%	61%	56%	79% <sup>4</sup>	56%	53%	78%	62%	67%	83% <sup>4</sup>	65%	60%	81%	69%	79%	69% <sup>4</sup>	57%	75%
None	16%	32%	39%	10% <sup>4</sup>	39%	41%	13%	29%	28%	7% <sup>4</sup>	29%	33%	6%	8%	11%	6% <sup>4</sup>	43%	25%
<b>Anti-dilution Provisions</b>																		
Weighted Average - Broad	94%	94%	94%	95%	97%	98%	96%	94%	99%	98%	98%	99%	100%	100%	89%	76%	100%	100%
Weighted Average - Narrow	2%	2%	0%	1%	1%	0%	1%	3%	0%	2%	1%	0%	0%	0%	5%	6%	0%	0%
Ratchet	0%	0%	0%	1%	1%	1%	0%	0%	0%	0%	1%	1%	0%	0%	5%	6%	0%	0%
Other (Including Blend)	1%	1%	1%	1%	0%	0%	1%	1%	0%	1%	1%	0%	0%	0%	0%	0%	0%	0%
None	3%	3%	4%	2%	1%	1%	1%	2%	1%	0%	0%	0%	0%	0%	0%	12%	0%	0%
<b>Pay to Play - Series B and Later</b>																		
Applicable to This Financing	2%	4%	2%	3%	3%	5%	2%	1%	1%	3%	3%	4%	6%	0%	16%	6%	17%	33%
Applicable to Future Financings	0%	1%	1%	1%	0%	0%	0%	1%	1%	0%	0%	0%	0%	0%	0%	6%	0%	0%
None	98%	95%	97%	93%	97%	95%	98%	97%	99%	97%	97%	96%	94%	100%	84%	88%	83%	67%
<b>Redemption</b>																		
Yes, Redemption	19%	9%	14%	13%	10%	8%	28%	13%	17%	10%	15%	12%	20%	14%	26%	25%	17%	0%
None	81%	91%	86%	88%	90%	93%	72%	87%	82%	90%	86%	88%	80%	86%	74%	75%	83%	100%

<sup>1</sup> We based this analysis on deals having an initial closing in the period to ensure that the data clearly reflects current trends. Please note the numbers do not always add up to 100% due to rounding.

<sup>2</sup> Includes flat rounds and, unless otherwise indicated, Series A rounds.

<sup>3</sup> Note that the All Rounds metrics include flat rounds and, in certain cases, Series A financings as well. Consequently, metrics in the All Rounds column may be outside the ranges bounded by the Up Rounds and Down Rounds columns, which will not include such transactions.

<sup>4</sup> The 2020 increase in the number of transactions reported as including dividends resulted in part from a change to our reporting methodology.

**THE ENTREPRENEURS REPORT: PRIVATE COMPANY FINANCING TRENDS**

**Bridge Loans**

There were no pre-Seed bridge loans in Q3 2022, but the median amount raised for post-Seed bridge loans matched the previous five-year high. The median amount raised for post-Seed bridge loans shot up from \$1.80 million in Q2 2022 to \$4.00 million in Q3, same as in Q1.

**Deal Terms – Bridge Loans**

Pre-Seed bridge loans had shorter maturity periods in Q1-Q3 2022, with 29% having maturity periods of less than 12 months, up from 14% in 2021. Not

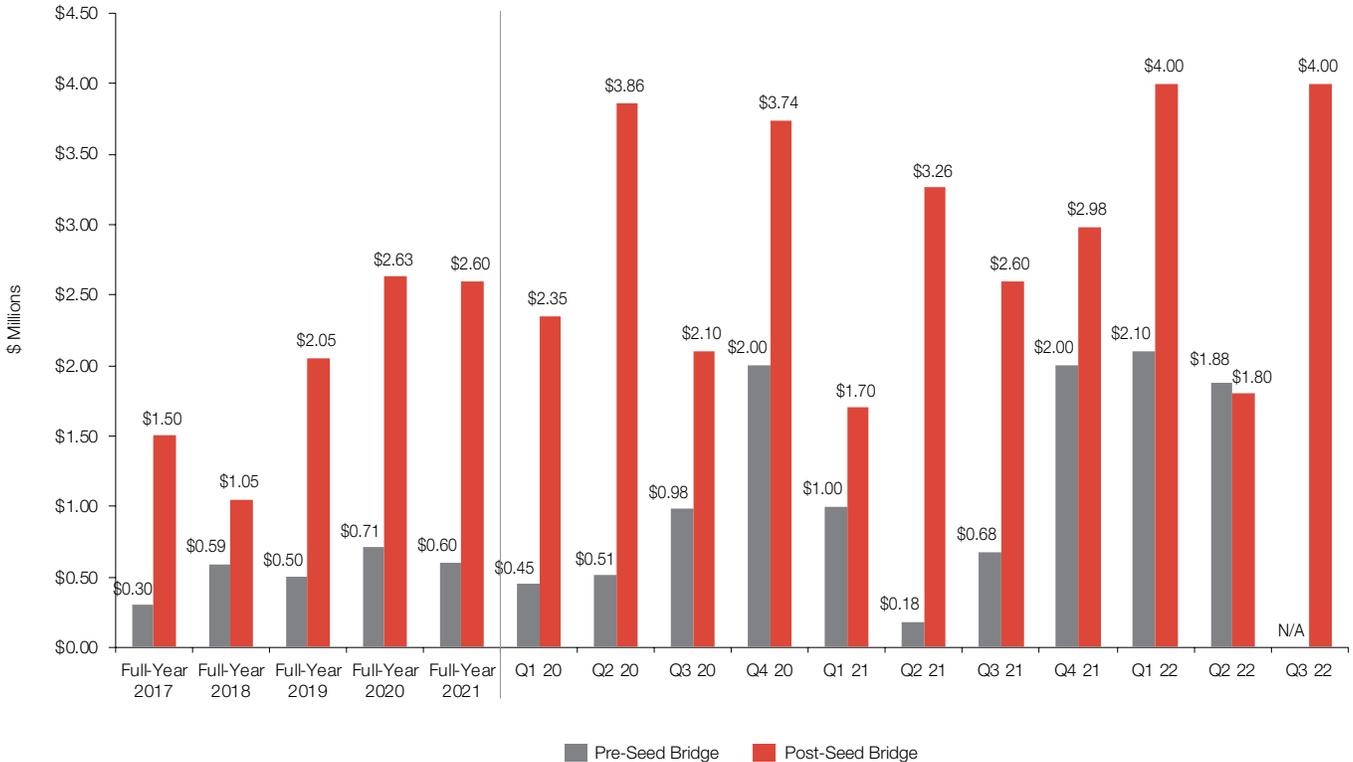
surprisingly, given the Federal Reserve’s actions in 2022, interest rates increased, with 33% of bridges having interest rates at 8% or higher, compared to 10% of bridges in 2021. Forty-three percent of the pre-Seed loans that closed in Q1-Q3 2022 offer discounts on conversion to equity, a significant decline from 75% in 2021.

The percentage of post-Seed bridge loans with maturity periods of more than 12 months increased from 58% in 2021 to 63% in Q1-Q3 2022, with 23% of loans having interest rates greater than 8% in Q1-Q3 2022, as compared to 7%

in 2021. The percentage of post-Seed bridge loans subordinated to other debt decreased from 48% in 2021 to 41% in Q1-Q3 2022. The percentage of post-Seed bridge loans subject to a price cap fell significantly, from 52% in 2021 to 27% in Q1-Q3 2022.

Eighty-four percent of post-Seed bridge loans closed in Q1-Q3 2022 are convertible to equity at discounted prices, up from 70% in 2021, but the number of such convertible loans receiving a discount rate of 20% or more on conversion decreased slightly, from 79% in 2021 to 67% in Q1-Q3 2022.

**Median Amount Raised – Bridge Loans**



## THE ENTREPRENEURS REPORT: PRIVATE COMPANY FINANCING TRENDS

Bridge Loans - Deal Terms (Wilson Sonsini Deals)<sup>1</sup>

Bridge Loans	2017	2018	2019	2020	2021	Q1-Q3	2017	2018	2019	2020	2021	Q1-Q3
	Pre-Seed	Pre-Seed	Pre-Seed	Pre-Seed	Pre-Seed	2022 Pre-Seed	Post-Seed	Post-Seed	Post-Seed	Post-Seed	Post-Seed	2022 Post-Seed
Interest rate less than 8%	75%	67%	87%	85%	90%	67%	56%	65%	70%	54%	69%	68%
Interest rate at 8%	17%	22%	4%	11%	5%	33%	27%	25%	22%	30%	24%	9%
Interest rate greater than 8%	8%	11%	9%	4%	5%	0%	17%	10%	8%	16%	7%	23%
Maturity less than 12 months	22%	21%	13%	11%	14%	29%	41%	21%	26%	27%	25%	23%
Maturity at 12 months	8%	13%	9%	11%	5%	0%	19%	26%	14%	13%	18%	14%
Maturity more than 12 months	69%	67%	78%	79%	81%	71%	41%	53%	60%	60%	58%	63%
Debt is subordinated to other debt	28%	23%	27%	13%	14%	29%	33%	47%	49%	46%	48%	41%
Loan includes warrants <sup>2</sup>	0%	4%	2%	4%	0%	0%	16%	18%	8%	12%	6%	16%
Warrant coverage less than 25%	N/A	0%	100%	100%	N/A	N/A	43%	33%	80%	67%	0%	17%
Warrant coverage at 25%	N/A	0%	0%	0%	N/A	N/A	14%	11%	0%	0%	0%	0%
Warrant coverage greater than 25%	N/A	100%	0%	0%	N/A	N/A	43%	56%	20%	33%	100%	83%
Automatic conversion into equity on qualified financing <sup>3</sup>	94%	98%	100%	100%	100%	100%	93%	96%	96%	92%	96%	94%
Voluntary conversion into equity on qualified financing <sup>3</sup>	6%	2%	0%	0%	0%	0%	7%	4%	4%	8%	4%	6%
Conversion rate subject to price cap <sup>4</sup>	74%	69%	69%	68%	71%	57%	34%	25%	51%	36%	52%	27%
Conversion to equity at discounted price <sup>5</sup>	89%	83%	68%	78%	75%	43%	76%	85%	81%	79%	70%	84%
Discount on conversion less than 20%	16%	23%	18%	11%	20%	33%	20%	20%	27%	25%	21%	33%
Discount on conversion at 20%	74%	60%	63%	69%	60%	33%	50%	48%	57%	46%	63%	38%
Discount on conversion greater than 20%	10%	17%	18%	20%	20%	33%	30%	33%	16%	29%	16%	29%
Conversion to equity at same price as other investors	3%	14%	12%	13%	15%	43%	24%	6%	11%	17%	25%	14%

<sup>1</sup> We based this analysis on deals having an initial closing in the period to ensure that the data clearly reflects current trends. Please note the numbers do not always add up to 100% due to rounding.

<sup>2</sup> Of the 2017 post-Seed bridges with warrants, 60% also had a discount on conversion into equity. Of the 2018 post-Seed bridges with warrants, 45% also had a discount on conversion into equity. Of the 2019 post-Seed bridges with warrants, 71% also had a discount on conversion into equity. Of the 2020 post-Seed bridges with warrants, 44% also had a discount on conversion into equity. Of the 2021 post-Seed bridges with warrants, 100% also had a discount on conversion into equity. Of the Q1-Q3 2022 post-Seed bridges with warrants, 44% also had a discount on conversion into equity.

<sup>3</sup> The 2017 median dollar threshold for a qualified financing in pre- and post-Seed bridges was \$2M and \$10M, respectively. The 2018 median dollar threshold for a qualified financing in pre- and post-Seed bridges was \$3M and \$5M, respectively. The 2019 median dollar threshold for a qualified financing in pre- and post-Seed bridges was \$4M and \$8M, respectively. The 2020 median dollar threshold for a qualified financing in pre- and post-Seed bridges was \$3M and \$10M, respectively. The 2021 median dollar threshold for a qualified financing in pre- and post-Seed bridges was \$4M and \$10M, respectively. The Q1-Q3 2022 median dollar threshold for a qualified financing in pre- and post-Seed bridges was \$7M and \$5M, respectively.

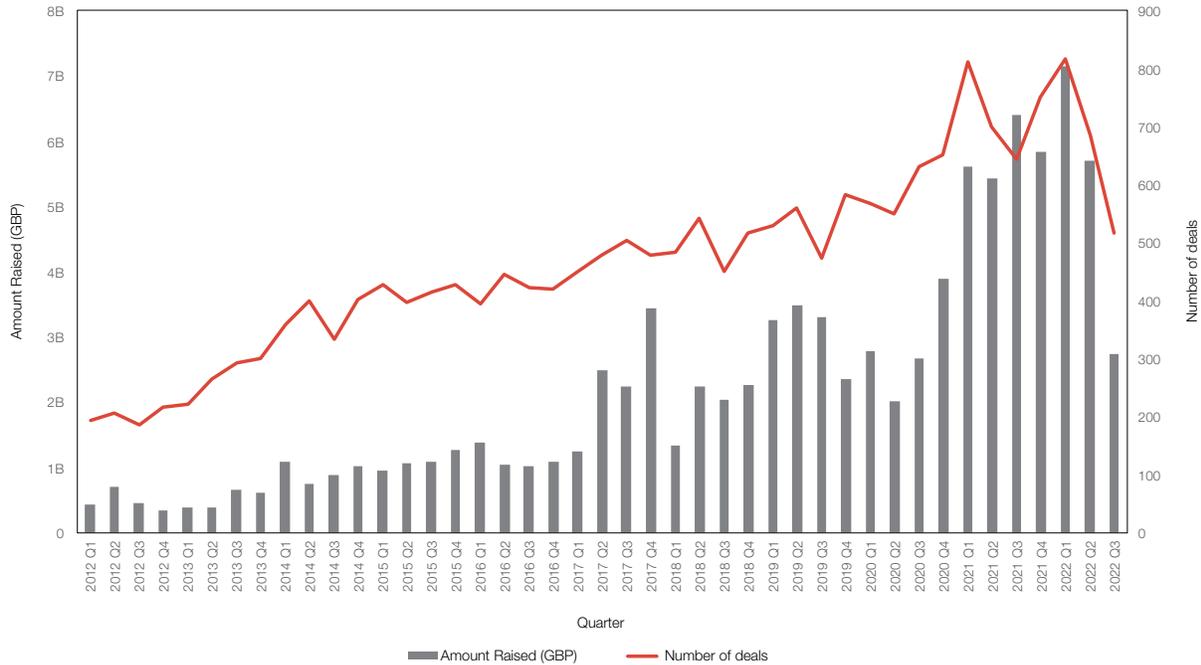
<sup>4</sup> The 2017 median price cap in pre- and post-Seed bridges was \$10M and \$25M, respectively. The 2018 median price cap in pre- and post-Seed bridges was \$8M and \$40M, respectively. The 2019 median price cap in pre- and post-Seed bridges was \$9M and \$35M, respectively. The 2020 median price cap in pre- and post-Seed bridges was \$8M and \$47M, respectively. The 2021 median price cap in pre- and post-Seed bridges was \$12M and \$47M, respectively. The Q1-Q3 2022 median price cap in pre- and post-Seed bridges was \$47M and \$60M, respectively.

<sup>5</sup> Of the 2017 post-Seed bridges that had a discount on conversion into equity, 13% also had warrants. Of the 2018 post-Seed bridges that had a discount on conversion into equity, 11% also had warrants. Of the 2019 post-Seed bridges that had a discount on conversion into equity, 7% had warrants. Of the 2020 post-Seed bridges that had a discount on conversion into equity, 7% had warrants. Of the 2021 post-Seed bridges that had a discount on conversion into equity, 3% had warrants. Of the Q1-Q3 2022 post-Seed bridges that had a discount on conversion into equity, 10% had warrants.

# Beauhurst

## UK Investment Update, Q3 2022

### Number of Deals and Amount Raised



The UK’s equity investment market is beginning to feel the impact of current macroeconomic uncertainties. During Q3 2022, £2.76B was invested into private UK companies across 518 announced equity rounds. This marks a 20% decrease in deal numbers from the same quarter in 2021, and a 57% decrease in the amount raised.

The volume and value of UK equity investments decreased across every stage of evolution. Seed-stage deals fell to their lowest point since Q3 2019 (217), alongside a significant drop in first-time fundraisings, as investor risk appetite declined during the quarter. At the venture stage, the number of deals being announced dropped by 15%. Meanwhile, at the growth and established stages, the number of deals decreased by 42% and 17%, respectively.

It’s worth noting, however, that the hefty volumes of investment deployed in 2021 were unprecedented. And so, this recent drop in funding could be seen as more of a correction than any cause for concern. There are certainly reasons for optimism, with the amount raised by private UK companies this year already exceeding that of 2020 (and every year prior).

#### London Takes the Lion’s Share

We continue to see one in two UK equity deals going to companies headquartered in London—and businesses in the capital secured an even greater proportion (57%) of pounds deployed during Q3. Collectively, companies in the South of England (outside of London) secured twice as many deals as those in the North of England, as traditional disparities remain. Having said that, Yorkshire and The Humber was the only UK region to

see an increase in deal volume since Q2 2022.

#### Megadeals Become Few and Far Between

The median size of UK equity rounds remains high at £997K, only declining 4% from last quarter. What we are seeing, however, is a significant drop in the number of megadeals being completed. These £50M+ equity rounds had grown increasingly common in recent years, indicative of a maturing market. Yet just eight megadeals were completed in Q3 2022, compared to 35 in Q3 2021. More positively, half of the megadeals in Q3 went to companies based outside of London, breaking with tradition.

#### Life Science Deals Fall Dramatically

Among the businesses that did announce megadeals this quarter, four are

## THE ENTREPRENEURS REPORT: PRIVATE COMPANY FINANCING TRENDS

operating in the cleantech space. These include electric vehicle (EV) charging companies Connected Kerb and GRIDSERVE, renewable energy venture Tesseract Energy, and Cambridge-based battery developer Nyobolt. Overall, however, cleantech investments have still declined 35% since Q2 2022.

Fintech also saw a 33% drop in deal numbers since last quarter. But it was the life sciences that saw the most notable decline in funding: Following a strong uptick in fundraisings amidst the COVID-19 pandemic, life science companies announced just 20 equity deals in Q3 this year—down 43% from Q2 2022 and the sector's lowest investment levels since Q3 2016.

### Crowdfunding Emerges Relatively Unscathed

Private equity and venture capital firms remain the most active investors into UK start-ups and scaleups, having announced 234 equity deals in Q3. But compared to Q2 2022, this still marks a 32% drop in PE/VC equity rounds. All investor types saw a decline in investment activity during the quarter, with angel investments (both individual business angels and angel networks) also seeing a 32% drop in deal numbers. Meanwhile, university funds participated in 69% fewer deals than in Q2.

In contrast, equity rounds involving crowdfunding platforms dropped off

just 7% during the quarter. With a total of 128 deals announced, crowdfunding also pushed ahead of business angels to become the UK's second-most active fund type in Q3.

### Looking to the Future

It's clear from the data that investment into private UK companies has been affected by macroeconomic and political headwinds. This is to be expected, however, and investing in the early-stage ecosystem requires a time horizon that can withstand such uncertainties. So, we remain optimistic for the year ahead, as billions of pounds continue to be deployed to innovative businesses across the country.

### About Beauhurst

Beauhurst is a searchable database of the UK's high-growth companies. We report on all equity fundraisings in the United Kingdom, both those announced in the press and those that go unannounced. Alongside this, we track all grants awarded to UK companies, as well as their financial accounts, key people, accelerator attendances, university spinout events, management buy-ins, and more. Through this private research and data curation, we have built a database of more than 45,000 high-growth private companies in the UK, many of which are solving global problems and pioneering new technology.

[www.beauhurst.com](http://www.beauhurst.com)

## Wilson Sonsini Expands Neuron . . .

*Continued from Page 1*

our industry," said Wilson Sonsini senior partner Raj Judge.

Neuron has expanded to include corporate governance offerings, such as employment and consulting agreements, offer letters, and other agreements appropriate in all 50 states. This release allows clients and their ECP legal teams to manage corporate governance and board management activities in its integrated cloud-based platform.

"Neuron allowed me to create an employee offer in about five minutes with my attorney in the loop to review

terms and help with bespoke edits, and we were able to sign the documents only a few hours later, instead of a few days," said a CEO at a stealth start-up using Neuron.

Wilson Sonsini's ECP has also launched an innovative fixed-fee subscription for Neuron clients. The subscription model provides emerging company clients with consistent pricing so they can develop reliable budgets, while still accessing world-class legal services.

"The expansion of Neuron underscores Wilson Sonsini's commitment to

the start-up community. Neuron's incorporation and corporate governance features allow founders to stay efficient and organized as their company grows. These innovations are extremely helpful to early-stage start-ups and also help ensure they are able to most benefit from Wilson Sonsini's top legal services, as so many of our portfolio companies have over the years," said Tim Porter, Managing Partner at Madrona Venture Group.

For more information, visit [ecp.wsg.com/neuron](http://ecp.wsg.com/neuron). Further coverage appeared in *Law360 Pulse* and *The Recorder*.

## Venture Finance Trends with Wilson Sonsini and Nasdaq Entrepreneurial Center

Every quarter, Wilson Sonsini joins the Nasdaq Entrepreneurial Center and special guests for a virtual event titled “Venture Finance Trends.” The event provides insight into the venture financing outcomes discussed in the latest edition of *The Entrepreneurs Report*. Our experts share details directly from the publication and discuss what the numbers mean for the year ahead.

For more information and to register for upcoming sessions, please visit <https://thecenter.nasdaq.org/>.

### Wilson Sonsini Methodology

- The Up/Down/Flat analysis is based on Wilson Sonsini deals having an initial closing in the period reported to ensure that the data clearly reflects current trends.
- The median pre-money valuation is calculated based on the pre-money valuation given at the time of the initial closing of the round. If the issuer has a closing in a subsequent quarter, the original pre-money valuation is used in the calculation of the median for that quarter as well.
- A substantial percentage of deals have multiple closings that span fiscal quarters. The median amount raised is calculated based on the aggregate amount raised in the reported quarter.

This report is based on detailed deal data provided by the firm’s corporate and securities attorneys and analyzed by the firm’s Knowledge Management department.

For purposes of the statistics and charts in this report, our database includes venture financing transactions in which Wilson Sonsini Goodrich & Rosati represented either the company or one or more of the investors.



If you're a founder, entrepreneur, or venture capitalist, be sure to check out our digital hub for unparalleled access to a wide range of free legal resources, tools, and insights—including an [FAQ](#) section for founders!

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