

AGTECH AND BIOTECH

OVERVIEW

BCLP's agtech team gives you an extraordinary edge when operating in the agtech and biotech sectors.

Through our real world experience, we have a unique understanding of how these products are used throughout the supply chain, and can assist with pressure testing a business plan and advise your company from product development to exit.

Our background in agribusiness has helped us to create a strong deal flow in the agtech segment. Our team knows who is investing, the consultants involved, and trends in the space. We have a proven track record of facilitating deals.

In addition to our transactional experience, our agtech team has helped lead the defense in both the glyphosate and dicamba herbicide mass tort litigation, as well as against individual spray drift and chemical exposure claims. Our team is frequently selected for high-profile agribusiness litigation at the trial, post-trial and appellate levels, including arguing successfully to reduce damages by over \$2.2 billion in one high profile pesticide exposure case.

Our clients can count on the fact that we are aligned and ingrained with them in the agtech sector, backed by our agribusiness and own industry experience, and cross-practice capabilities that allow us to address any issue that may arise.

RELATED PRACTICE AREAS

- Food & Agribusiness

EXPERIENCE

- Advised the largest U.S. producer of potash and phosphate fertilizer in several strategic partnerships with agtech companies, including a developer of microbial solutions, a developer of nutrient efficiency products and a leader in discovering and developing ag inputs from diverse microbial communities.

- Represented an agtech company in the plant microbiome space in its convertible note offering and subsequent Series D Preferred Stock offering. We negotiated the term sheet and the principal investment documents as well as strategic rights agreements with certain strategic investors.
- Represented strategic buyer in equity investment in bio-energy and algae-based research platform and the licensing of biofuel enzymes to a leading supplier of enzymes and chemicals to the biofuels industry.
- Represented an agricultural biotechnology startup that develops high yield crops and helps farmers and seed companies meet challenges such as insect resistance, herbicide tolerant weeds, and trait stacking in its private offering of series seed preferred stock.
- Represented a strategic buyer in acquisition of biotechnology research and development company focused on control of parasitic nematodes.
- Representation of research institutions and incubators focused on ag technology and other biological products.
- Represented an agrochemical and agbiotech company, in both its Series B and Series C preferred stock investments in a Canada-based fast-growing data-driven agriculture technology company.
- Drafted and negotiated numerous development agreements (e.g., MTAs, product development agreements, field trial agreements, clinical trial agreements, research licenses) in agtech sector.
- Represented a venture capital fund specialized in the agrifood sector in more than 10 recent portfolio company investments, many in excess of \$5M.
- Drafted and negotiated licensing and long-term supply agreements in the biologics, pharmaceutical and nutritional supplement/food ingredients sectors.
- Represented venture-backed agricultural biotech company that is commercializing naturally beneficial plant bacteria for crop health and protection in Series B financing and acquisition of designer of custom bioinformatics solutions.
- Assisted with the license of biofuel enzymes to leading supplier of enzymes and chemicals to the biofuels and alcohol industry.
- Represented strategic buyer in acquisition of developer of gene-expression platform and other agricultural technologies.
- Represented strategic buyer in acquisition of biotech company specializing in the development of plant traits for agriculture using RNA technology.

- Represented strategic buyer in acquisition of precision planting technology developer.
- Represented strategic buyer in equity investment in bio-energy and algae-based research platform.

RELATED INSIGHTS

News

Mar 09, 2021

BCLP Advises The Mosaic Company in Strategic Partnership with Sound Agriculture

The international law firm BCLP advised The Mosaic Company in its strategic partnership with Sound Agriculture, to bring a revolutionary nutrient efficiency product to market to boost yields across major row crops and improve soil health. The companies will collaborate on the development and distribution of a proprietary mix of Sound's bio-inspired chemistry and key micronutrients.

News

Dec 02, 2020

BCLP Advises NewLeaf Symbiotics in Series D Financing