

A conference presented by the IBA European Regional Forum, supported by the IBA North American Regional Forum, the IBA Closely Held and Growing Business Enterprises Committee, the IBA Corporate and M&A Law Committee, the IBA Technology Law Committee, the IBA Intellectual Property and Entertainment Law Committee and the IBA Law Firm Management Committee



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IBA European Start-up Conference

15 November 2017

Level39, One Canada Square, Canary Wharf,
London, England

Working programme
and list of participants

Conference Co-Chairs

David O'Donnell *Mason Hayes & Curran, Dublin; Vice-Chair, European Regional Forum*

Patricia Gannon *Karanovic Nikolic, Belgrade; Co-Chair, European Regional Forum*

Conference Programme Coordinators

Pii Ketvel *Marcol Capital Europe SA, Luxembourg; IBA Corporate Counsel Forum*

Christopher Owen *Penningtons Manches, London; Vice-Chair, IBA European Regional Forum*

Marco A Rizzi *Bratschi Wiederkeher & Buob, Zurich; Conference Coordinator, IBA Closely Held and Growing Business Enterprises Committee*

Host Committee

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Mikael Moreira *Osborne Clarke, Stockholm AB, Stockholm*

Andreas Nelle *RAUE, Berlin*

Luis Roquette Galdes *Skadden, Arps, Slate, Meagher & Flom, London*

Merlin Salvik *Hedman Partners, Estonia*

Antonia Verna *Portolano Cavallo, Milan*

Frederic Verspreuwen *Astrea, Belgium*

Wednesday 15 November

**All working sessions will take place in the Sandbox
All coffee/tea breaks and lunch will take place in the Sandbox Tunnel**

0800 – 0900

Registration

0900 – 0905

Welcome Address

David O'Donnell *Mason Hayes & Curran, Dublin; Vice-Chair, European Regional Forum*

0905 – 0915

Session 1: Mindfulness session

The purpose of this session is to help us focus on obtaining maximum benefit on what we want to achieve out of the conference and to block out all of the distractions of our everyday legal practice.

Session Chair

Chris Owen *Penningtons Manches, London; Vice Chair, IBA European Regional Forum*

0915 – 0945

Session 2: Keynote address

Insomnia Coffee Company is Ireland's largest independent coffee chain, which has over 140 branches, employs over 500 people and sells over 14 million cups of coffee every year. Bobby is also a presenter on 'Down to Business', the popular Newstalk radio business show, and 'Bobby's Late Breakfast', a life style magazine-type show. He was one of the original 'dragons' on the Irish Dragon's Den for the first four years of the series. Although he has left the series to look at other broadcasting opportunities, Bobby continues to be actively involved with the nine investments he made during the series. Bobby is also a popular business, entrepreneurial and motivational speaker.

Speaker

Bobby Kerr *Co-Owner and Chairman, Insomnia Coffee Company, Dublin*

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Delegates are requested to ensure that mobile telephones and any other portable devices are switched to silent in working sessions.

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Wednesday continued

0945 – 1045

Session 3: Overview of current trends in the European start-up industry

This session is intended to give delegates a picture of the current trends and landscapes of the European Start-up industry, providing the factual back drop for the topics to be discussed in subsequent sessions.

Session Co-Chairs

Andreas Nelle *RAUE, Berlin*

Frederic Verspreeuw *Astrea, Antwerp*

Speakers

Stephan Heilmann *IEG, Berlin*

Omar Mohout *Siris, Antwerp*

1045 – 1115

Coffee/tea break

1115 – 1300

Session 4: Latest funding terms in Europe

This session will look at the key funding terms and instruments, their variations in different parts of Europe, and how the funding stage of start-ups and typology of investors affect these terms and instruments. The session will be based on feedback from a wide working group of leading lawyers representing the main markets in Europe and will see the involvement of top representatives of startups and the venture capital industry.

Session Co-Chairs

Alexander Goertz *Flick Gocke Schaumburg, Bonn*

Antonia Verna *Portolano Cavallo, Milan*

Panellists

Ryan Naftulin *Cooley, London*

Fausta Pavesio *IBAN Business Angel (2015), Milan*

Asaf Peled *90Min, London*

Christian A Resch *Executive Director, Goldman Sachs Private Capital, London*

Survey Coordinators

Christine Blaise-Engel *FIDAL, Paris*

Felix Blobel *Noerr, Berlin*

Renato Giallombardo *Gianni Origoni Grippio & Partners, Rome*

Alejandro Payá *Cuatrecasas, Barcelona; Publications Officer, IBA Closely Held and Growing Business Enterprises Committee*

1300 – 1400

Lunch

1400 – 1600

Session 5: How do external lawyers build a successful start-up practice and add real value to start-ups?

The session will be split into two interactive parts. First, a lively discussion between a panel of start-up experts looking at the challenges to the current law firm business models in acting for start-ups and proposing more disruptive solutions.

This will be followed by a breakout session in which delegates will work in teams to produce their own disruptive business strategy for building a start-up practice within their own law firms. The emphasis of the session will be on exploring with your co-delegates some of the new ways of working as legal advisors in the start-up ecosystem.

Session Co-Chairs

Chris Owen *Penningtons Manches, London; Vice Chair, IBA European Regional Forum*

Merlin Salvik *Hedman Partners, Tallinn*

Speakers

Lise Alm *Volumental, Stockholm*

Kirsty Grant *Seedrs, London*

Hanan O Haviv *Herzog Fox & Neeman, Tel Aviv*

Mikael Moreira *Osborne Clarke, Stockholm*

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Wednesday continued

Breakout Session Chair

Robert Millard *Cambridge Strategy Group Limited, Cambridge; Co-Chair, IBA Law Firm Management Committee*

1600 – 1630

Coffee/tea break

1630 – 1730

Session 6: The clients' perspective: start-uppers' dream of their law firm

How would a start-up entrepreneur imagine his own law firm? A panel of entrepreneurs and start-up people will describe the law firm that they would create. What, Who, How, Where? This panel has been asked to step into the shoes of a young and ambitious lawyer to set up the best law firm for the start-up, VC and growth sectors – a true Law Firm of the Future, for the Future!

Session Chair

Pii Ketvel *Marcol Capital Europe SA, Luxembourg*

1730 – 1740

Closing remarks

Patricia Gannon *Karanovic Nikolic, Belgrade; Co-Chair, European Regional Forum*

1740 – 1930

Drinks reception

Club Lounge, Level39

1945 – 2200

Conference dinner

Zaza's Restaurant

108A Whitechapel Road, London E1 1JE

Entry by ticket

The ticket price includes dinner, drinks and transport from Level39 to the dinner venue.

The IBA, its officers and staff accept no responsibility for any views expressed, presentations or materials produced by delegates or speakers at the Conference.

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