

# Want to make your tech business a global success?

*Unique access to an amazing global network*



Do you want to grow your business internationally? Do you need a foreign business partner? Then you cannot miss this unique event when the exclusive and prominent TechLaw Group is in town on May 23<sup>rd</sup>, 2017 for a tech law conference with exciting panel debates and seminars that will help you prepare for global success.

You are invited to participate at this very special conference, which will include a unique chance for you to extend your network within the global tech community by connecting with the world's top tech lawyers – representing some of the best and coolest tech investors and tech companies on the planet.

## **Welcome!**

Delphi and the TechLaw Group.

## **Who should attend?**

Anyone involved in the tech business with interest for growing internationally, from start-ups to tech companies investing and other investors.

## **Date and time**

May 23<sup>rd</sup>, 09:00-02:00 pm.

## **Where**

Epicenter, Mäster Samuelsgatan 36, Stockholm. Epicenter is a digital House of Innovation at the heart of Stockholm's digital landscape. Within Epicenter, Swedish and international entrepreneurs and companies meet to collaborate, learn and grow their businesses.

## **Registration**

Participation is free but registration mandatory.

Please RSVP by May 22 to [advokatfirman.delphi@delphi.se](mailto:advokatfirman.delphi@delphi.se).

## **Contact**

If you have any practical questions, please e-mail [advokatfirman.delphi@delphi.se](mailto:advokatfirman.delphi@delphi.se).

**TechLaw Group** has more than 8,400 lawyers and offices in more than 35 countries. TechLaw member firms focus on, and have in depth knowledge of, a wide range of technology based businesses and are therefore able to serve the comprehensive legal needs of technology companies. The lawyers in the network have been involved in 100's of tech deals and represent clients such as Facebook, Google, Supercell, MySQL and Cisco. Many of the TechLaw members – and speakers at the event – have made international acquisitions in the Nordics and the rest of the world.

**Delphi** is the Swedish member of TechLaw and one of the top law firms in Sweden and considered leading in tech law.

# Agenda

- 08:30–09:00 am. **Registration**
- 09:00–09:20 am. **Welcome remarks and presentation of TechLaw**  
- Paul Hunt, Partner at Barnes & Thornburg LLP, Indianapolis, US  
- Rahul Matthan, Partner at Trilegal, Bangalore, Karnataka, India
- 09:20–09:30 am. **Presentation of Epicenter**  
- Patrick Mesterton, CEO at Epicenter
- 09:30–10:30 am. **Panel - Stockholm, a global tech start-up capital now and in the future!**  
*Stockholm, a global tech start-up capital now and in the future – the home of many unicorns like Skype, Mojang, Spotify and King. Why and how?*
- Moderator:  
- Maral Kalajian, Marketing & Communications Manager at Watty AB
- Panelists:  
- Marta Sjögren, Principal at Northzone  
- Marie Wall, Deputy Director Startups at Ministry of Enterprise  
- Nicole Forsberg, Program- & Community Coordinator at KTH Innovation  
- Egil Bergenlind, Founder & CEO at DPOrganizer  
- Anders Lindström, Partner at Delphi
- 10:30–11:00 am. **Coffee and mingle**
- 11:00–11:45 am. **Panel - IP and Data Privacy issues for start-ups with global ambitions.**  
*IP and Data Privacy issues for start-ups with global ambitions – how do you secure the value of your business?*
- Moderator:  
- Johan Hübner, Partner at Delphi
- Panelists:  
- Benjamin Bradford, Partner at Jenner & Block, Chicago, US  
- Soichiro Fujiwara, Partner at Nagashima Ohno & Tsunematsu, Tokyo, Japan  
- Thierry Dor, Partner at Gide Loyrette Nouel, Paris, France
- 11:45–12:45 pm. **Panel - How to do successful global cross boarder tech M&A**  
*What are the key elements for successful global tech M&A? How can the Nordic market become even more attractive to international acquirers?*
- Moderator:  
- Joakim Båge, journalist and Director of Strategy & Sales, Entertainment & Brands at Nyhetsbolaget
- Panelists:  
- Per Skoglund, Director at The Carlyle Group  
- Ralph Pais, Partner at Fenwick & West LLP, Silicon Valley, US  
- Greg Roussel, Partner Fenwick & West LLP, Silicon Valley, US  
- Raphael de Cunto, Partner at Pinheiro Neto Advogados, Sao Paulo, Brazil  
- David Aversten, Managing Partner at Delphi
- 12:45–02:00 pm. **Lunch with Keynote speaker**  
*Born Global - Sqore's international growth story*
- Speaker:  
- Gustav Borgefalk, Co-founder and Chief Business Development Officer of Sqore

# Speakers

Maral Kalajian

## Marketing & Communications Manager at Watty AB

Maral is the head of Marketing and Communications at Watty, one of the hottest artificial intelligence start-ups in Sweden. She is also the co-founder of Peppy Pals and SUP46 Fem tech Forum moderator. Maral was listed as among the 100 most influential names in the Scandinavian startup scene by tech site The Nordic Web in 2016.

Marta Sjögren

## Principal at Northzone

Marta Sjögren is a brilliant principal with Northzone Ventures – one of Europe's leading venture capital houses - and a magnificent representative of the Swedish VC-industry and as such an integral part of the start-up ecosystem in the Nordics. She is truly international with professional experience from Palo Alto, London and Paris and have now chosen to work and live in Stockholm.

Marie Wall

## Deputy Director Start-ups at Ministry of Enterprise

Marie Wall is the start-up director at the Swedish Ministry of Enterprise and Innovation. Marie has an MSc in computer science from Royal Institute of Technology (KTH) in Stockholm. With a wide range of positions in the world of start-ups and the innovation system she is the bridge between the ministry and the start-up community. She started her carrier in IT research, but soon joined the 90's start-up scene and has participated in a number of start-ups. Marie has also spent time in Silicon Valley as technical attaché and as visiting scholar at Stanford University. Before joining the Ministry she was, at the Swedish Governmental Agency for Innovation System (Vinnova), responsible for the national incubation program.

Nicole Forsberg

## Program- & Community Coordinator at KTH Innovation

Nicole heads up the pre-incubator at KTH Royal Institute of Technology and its tech-transfer office, KTH Innovation. KTH is Sweden's largest technical research and learning institution, and since its founding in 1827, KTH has grown to become one of Europe's leading technical and engineering universities, as well as a key centre of intellectual talent and innovation. Every year, about 300 new ideas come across KTH Innovation and 30 of them pass through the pre-incubator annually.

Egil Bergenlind

## Founder & CEO at DPOrganizer

Egil is a former lawyer from Bird & Bird and iZettle. He is the founder and CEO of DPOrganizer, SaaS, which helps companies and organizations deal with the new Data Protection Regulation.

Anders Lindström

## Partner at Delphi, Stockholm, Sweden

Anders is a seasoned private equity and venture capital investments practitioner as well as an experienced fund establishment lawyer, representing Swedish and international clients in local and cross-border investments and divestments. He has extensive experience from investments in a wide range of sectors with particular experience from the IT and life sciences.

Johan Hübner

## Partner at Delphi, Stockholm, Sweden

Johan Hübner specializes in commercial law with a particular focus on distribution and agency law issues in fields ranging from industry, manufacturing, retail to fashion and online services. Further, Johan has extensive experience of commercial work as well as small and medium sized mergers and acquisitions in trademark and intellectual property intensive business such as retail, IT, media & entertainment and fashion.

Benjamin Bradford

## Partner at Jenner & Block, Chicago, US

Benjamin J. Bradford is a litigation partner concentrating in intellectual property/technology litigation with a focus on computer and internet technologies. He has significant experience litigating and counseling patent, trademark, trade-secret, and copyright issues.

<b>Soichiro Fujiwara</b>	<p><b>Partner at Nagashima Ohno &amp; Tsunematsu, Tokyo, Japan</b>  <i>Soichiro Fujiwara is a partner with Nagashima Ohno &amp; Tsunematsu, one of the largest law firms in Japan. His practice focuses on mergers and acquisitions and private equity transactions. He also handles technology transactions, TMT-related matters and general corporate matters.</i></p>
<b>Thierry Dor</b>	<p><b>Partner at Gide Loyrette Nouel, Paris, France</b>  <i>Thierry is the partner in charge of data protection law in Gide's Intellectual Property, Telecommunications, Media and Technology department. He advises the Firm's French and international clients with regard to implementation of personal data processing and international data transfers and is very active in IT projects and e-commerce.</i></p>
<b>Joakim Båge</b>	<p><b>Journalist and Director of Strategy &amp; Sales, Entertainment &amp; Brands at Nyhetsbolaget</b>  <i>Joakim spent the last 12 years in the United States at leading positions at top digital media companies and agencies in California. He is now back in Stockholm and currently Director of Strategy and Sales, Entertainment and Brands, Nyhetsbolaget, Scandinavia's largest TV och video production house. He also serves on the Board of Directors for MyTaste, a public company listed on Nasdaq First North.</i></p>
<b>Per Skoglund</b>	<p><b>Director at The Carlyle Group, London, GB</b>  <i>Per Skoglund is a Director advising on European buyout and growth capital investment opportunities in technology &amp; business service sectors including media, software, and telecom. Mr Skoglund is based in London. Prior to joining Carlyle in 2008, Mr Skoglund worked for Citi and McKinsey. Since joining Carlyle, Mr Skoglund has been actively involved with Carlyle's investments in BTI Studios, Vubiquity, ITRS Group, NetMotion Software, Automic and LBI/Bigmouthmedia.</i></p>
<b>Ralph Pais</b>	<p><b>Partner at Fenwick &amp; West LLP, Silicon Valley, US</b>  <i>Ralph is a technology transactions/IP partner at Fenwick &amp; West who regularly works on the IP/commercial aspects of acquisition transactions for companies such as Facebook and Dropbox, as well as sell side transactions including the sale of Jet.com to WalMart, sale of Quip to salesforce, sale of Responsys to Oracle. He also works with early stage technology companies in connection with their licensing and other commercial transactions.</i></p>
<b>Greg Roussel</b>	<p><b>Partner at Fenwick &amp; West LLP, Silicon Valley, US</b>  <i>Greg is an M&amp;A partner at Fenwick &amp; West who regularly represents large US tech companies, like Facebook, Airbnb and Dropbox, when they purchase companies around the world as well as helping sell European tech and media companies, like Supercell.</i></p>
<b>Raphael de Cunto</b>	<p><b>Partner at Pinheiro Neto Advogados, Sao Paulo, Brazil</b>  <i>Raphael has a diverse practice advising clients on commercial, licensing and M&amp;A transactions and regulatory matters with an emphasis in technology, internet, media and communication companies. He regularly advises companies on cutting edge privacy issues such as web crawlers, international data transfer and hacking in the evolving and challenging Brazilian legal environment.</i></p>
<b>David Aversten</b>	<p><b>Managing Partner at Delphi, Stockholm, Sweden</b>  <i>David Aversten specializes in mergers and acquisitions for private equity- and corporate clients. David is the head of Delphi's private equity practice and regularly advises private equity clients such as the Carlyle Group, CapMan and private equity portfolio companies such as Com Hem, Bright Group and Braod Cast Text International. David has extensive experience from cross-border transactions in a wide range of business sectors, the TMT sector in particular.</i></p>
<b>Gustav Borgefalk</b>	<p><b>Co-founder and Chief Business Development Officer of Sqore</b>  <i>Sqore is a company that organizes large-scale, skill-based competitions to identify talented people, and match them with employers and scholarships. Gustav advises global, corporate, university, and government clients on competition program design. Prior to starting Sqore, he studied at Singularity University in Silicon Valley and worked for UBS Investment Bank in London, the global PR agency Hill &amp; Knowlton and in private equity.</i></p>