A conference presented by the IBA European Regional Forum, supported by the IBA Closely Held Companies Committee and the IBA Corporate Counsel Forum

6th Annual IBA European Startup Conference

26 – 27 September 2023
One Great George Street, London, England

The conference will bring together leading start-up, growth company and venture capital lawyers from across Europe.

The conference will cover a wide range of topics and will hear from entrepreneurs, funders, dealmakers, lawyers, investment bankers, academics and investors with first-hand experience of high-profile start-up and growth companies.

The conference will be hosted in the Great Hall, One Great George’s Street in the heart of Westminster. The building was designed by James Miller and is the headquarters of the Institution of Civil Engineers, the world’s first professional engineering body.

Topics include:
- Overview of the market turbulence on start-up and growth companies
- The Fintech market – where to next?
- The impact of foreign screening on investment
- Role of AI in legal tech
- Sustainable investing supports sustainable growth?
- Hot topic roundtables
- Defence tech – too late to the party?
- What influence is the market having on the investment terms?
- Lean documents

Here is a short video from last year’s conference and why you might want to attend this year’s London conference: WATCH VIDEO HERE

FOR MORE INFORMATION AND TO BOOK ONLINE VISIT WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2346
Programme

Committee Co-Chairs

Robrecht Coppens  Loyens & Loeff, Brussels; Chair, Western Regional Group, IBA European Regional Forum
Emma Dansbo  Cirio, Stockholm; Chair, Northern Regional Group, IBA European Regional Forum
Pli Ketvel  Chief Executive Officer (CEO), MARCOL Capital Europe, Luxembourg City
David O’Donnell  Mason Hayes & Curran, Dublin; Member, Advisory Board, IBA Closely Held Companies Committee
Marco Rizzi  Bratschi, Zurich; Member, Advisory Board, IBA Closely Held Companies Committee
Merlin Seeman  Hedman, Tallinn; Vice Chair, IBA European Regional Forum
Antonia Verna  Portolano Cavallo, Rome; Vice Chair, Diversity and Inclusion Group, IBA European Regional Forum

London Host Committee

Cooley  Burges Salmon  Farrer  Fladgate
Goodwin  Gowling WLG  Marriott Harrison  Orrick
Shoosmiths  Stevens & Bolton  Travers Smith  Taylor Wessing
Wilson Sonsini  Withers

Tuesday  26 September

1500 – 1530  Registration

1530 – 1730  Lean Documents session

The conference unofficially kicks off with a session on Lean Documents hosted at the offices of Fladgate LLP, 16 Great Queen Street, London, WC2B 5DG. This session will look at the work undertaken over the last number of years by the IBA Lean Documents Working Group. Only persons registered for the Startup conference will be able to attend this session and you will be required to register separately from the main conference as it does not form part of the official conference.

If you are interested in attending, please send an email to Vanessa Ong (vong@fladgate.com) indicating you wish to register for the session.

1800 – 2030  Drinks reception hosted by the Host Committee law firms

The local law firm Host Committee will host all registered attendees to a drinks reception at a central venue.

All registered delegates are welcome to attend.

Wednesday  27 September

0800 – 0830  Registration
One Great George Street

0830 – 0835  Welcome addresses

Carola van den Bruinhorst  Loyens & Loeff, Amsterdam; Chair, IBA Legal Practice Division
David O’Donnell  Mason Hayes & Curran, Dublin; Member, Advisory Board, IBA Closely Held Companies Committee

0835 – 0900  SESSION ONE

Overview of the impact of market turbulence on startup world – part one

This session will hear from a prominent financier on how investment and M&A activity in the world of start-up and fast growth companies has been impacted by market turbulence.

Keynote speaker
Euan Blair  Founder and CEO, Multiverse, London

Interviewer
Daniel Glazer  Wilson Sonsini, London

Headline social event sponsor

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<tr>
<th>Time</th>
<th>Session</th>
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<tr>
<td>0900 – 0930</td>
<td>SESSION TWO</td>
<td>The Fintech market – where to next?</td>
<td>This session will look at the emerging trends in the Fintech market and the challenges and opportunities for this market.</td>
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<td><strong>Chair</strong></td>
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|           |               | **Panel**                                                              | Kara Byun  Head of Fintech, Venture & Growth Investments, HSBC Asset Management, London  
Sameer Dubey  Chief Product Officer, Griffin, London |
| 0930 – 1000 | SESSION THREE | European foreign direct investment screening – a step too far for start-up and growth companies? | This session will take a bird’s eye view of how foreign direct investment (FDI) screening is impacting on equity funding and M&A transactions in the European start-up and growth capital markets. Has FDI screening gone too far and slowed the flow of capital slowing down investment, and even scuppering transactions?                                                                                                                                                                                                                       |
|           |               | **Chair**                                                              | Pii Ketvel  Chief Executive Officer (CEO), MARCOL Capital Europe, Luxembourg City                                                                                                                                                                                                                                                                                                                                                                                          |
|           |               | **Panel**                                                              | Veronica Roberts  Herbert Smith Freehills, London |
| 1000 – 1030 | Coffee/tea break |                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| 1030 – 1130 | SESSION FOUR  | The intersection of AI and law: embracing opportunities, navigating threats | This discussion will focus on the future of artificial intelligence (AI) where visionary start-up founders will share valuable insights into the current capabilities of AI and its potential to streamline and enhance legal processes. Additionally, the panellists will also touch upon the practical applications of AI in the present, specifically highlighting how it can already assist with contract negotiations. This discussion will provide valuable insights into the current capabilities of AI and its potential to streamline and enhance legal processes. |
|           |               | **Chair**                                                              | David Gonzales  Gómez-Acebo & Pombo, Madrid                                                                                                                                                                                                                                                                                                                                                             |
|           |               | **Panel**                                                              | Maarten Truyens  CEO & CTO, ClauseBase, Leuven |
| 1130 – 1200 | SESSION FIVE  | Does sustainable investing also support sustainable growth?          | Venture capital investments can be exposed to a range of ESG risks with significant consequences. The SFDR and Taxonomy regulations have been impacting more and more the investment strategy and the VC transactions, however the lack of “ESG friendly” framework for start-ups is making hard the implementation of sustainability into start-ups business model and corporate structure. Only the open debate among stakeholders can lead to the synthesis of the perspectives of investors, start-ups. |
|           |               | **Chair**                                                              | Robrecht Coppens  Loyens & Loeff, Brussels; Chair, Western Regional Group, IBA European Regional Forum  
Milena Prisco  Pavia e Ansaldo, Milan |
| 1200 – 1230 | SESSION SIX   | Overview of the impact of market turbulence on start-up world – part two | Let the lawyers have their say! This session will focus on how market turbulence is impacting on deal terms in both investment and M&A.                                                                                                                                                                                                                                                                                                                                  |
|           |               | **Chair**                                                              | Dr Benjamin Ullrich  YPOG, Berlin                                                                                                                                                                                                                                                                                                                                                                                                                               |
|           |               | **Panel**                                                              | Assaf Naveh  Meitar, Tel Aviv  
Sally Roberts  General Counsel, Accel, London |
| 1230 – 1330 | Lunch         |                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| 1330 – 1500 | SESSION SEVEN | Hot topic roundtables                                                 | You will have an opportunity to participate in two interactive round table sessions (30 minutes each session) on two of the below topics. Share your experience within the various sectors or take the opportunity to improve your knowledge in some new fields. We will learn some key take-away points from each sector.  
1. Clean tech  
2. Deep tech and spin-off universities  
3. Education  
4. Mobility  
5. Legal Tech  
6. Healthcare  
7. Fintech  
8. ESG  
9. Artificial Intelligence |
Lean documents – a myth, an aspiration or reality?

This session will report on the work of the Lean Documents Working Group which is focused on finding efficiencies in transactional documentation for European targets/investee companies.

Chair
Marco Rizzi  Bratschi, Zurich; Member, Advisory Board, IBA Closely Held Companies Committee

Panel
Giuseppe Coco  Ughi e Nunziante, Milan; Membership Officer, IBA Closely Held Companies Committee
Emma Dansbo  Cirio, Stockholm; Chair, Northern Regional Group, IBA European Regional Forum
Pierre-Alexandre Degehet  Kleyr Grasso, Luxembourg City
Pedro Fernandez  Perez-Llorca, Madrid
Ignacio Lacasa  Across Legal, Barcelona
Uri Nesher  Pearl Cohen, Tel Aviv
Jens Wenzel  Hengeler Mueller, Berlin

1500 – 1530 SESSION NINE

Defence tech – Is Europe too late to the party?

This session will focus on the growth in Europe of emerging disruptive technologies in the defence sector, the journey it must travel to match other major global powers, the awareness of the critical importance of defence technology with the challenges that Europe is facing, how regulators will seek to regulate this growing sector, the availability of funding for companies, and the potential for So unicorns to emerge.

Chair
Anna Babych  Aequo, Kyiv; Vice Chair, ESG Group, IBA European Regional Forum

Panel
Eveline Buchatskiy  Managing Partner, D3 Venture Capital Firm, Ukraine
Colonel Paul Clayton MBE (Rtd)  Vice President of Sales, SensusQ, Tallinn
Kadri Tammai  Head of DIANA-Affiliated Accelerator, NATO Defence Innovation Accelerator for the North Atlantic (DIANA), Tallinn

1645 – 1650 Closing remarks
Pii Ketvel  Chief Executive Officer (CEO), MARCOL, Capital Europe, Luxembourg City

1745 – 2130 Drinks reception and Conference dinner

1830 – 2130 Conference dinner
Skylon restaurant
Royal Festival Hall
Belvedere Road, London SE1 8XX
Ticket price: £115 per person
The restaurant is a 15-minute walk from the conference venue; transport will not be provided.
One place per registered delegate is permitted.
Information

Date
26 – 27 September 2023

Venue
One Great George Street
1 Great George Street
London SW1P 3AA
England

Language
All working sessions and Conference materials will be in English.

How to register
Register online by 22 September at www.ibanet.org/conference-details/CONF2346 and make payment by credit card to avail of the ten per cent online registration discount or complete the attached registration form and return it to the Conference Department at the IBA together with your proof of bank transfer payment. You should receive an email confirmation of your registration within five days; if you do not, please contact confs@int-bar.org.

All conference delegates must provide full and accurate information regarding their identity and contact information. Failure to do so will result in their conference registration being cancelled.

By registering for the conference you agree to the following delegate code of conduct, the host country’s local and/or national requirements and venues restrictions and precautions:

- You will not attend the conference if you are displaying any Covid symptoms
- Should you develop any Covid symptoms during your attendance at the conference you inform a member of IBA staff by email (confs@int-bar.org) and agree not to attend any further conference sessions or related events and comply with all local and national restrictions
- You travel at your own risk, and you agree that the IBA cannot be held responsible if you contract Covid during the conference or after returning from the conference
- You agree to the extent permitted by law that you shall not hold IBA responsible for: any travel costs incurred for travelling to and from the conference; any travel costs that may be irrecoverable due to the cancellation or postponement of the conference; any losses or liabilities associated with contracting Covid whether on the way to, during or after the conference.
- You agree that, if asked by the relevant local or national authorities, the IBA has permission to pass on your personal information and contact details to those authorities should contact tracing be required.

Fees

Fees

Online registrations received:

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<tr>
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<td>Young lawyers (under 30 years)</td>
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<td>Academics/Judges (full-time)</td>
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<td>£760</td>
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<td>Corporate counsel **</td>
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Conference dinner £115

After 22 September 2023 registrations must be received in hard copy at the IBA office.

Fees

Hard copy registration forms and fees received:

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* By paying the non-member fee, we welcome you as a delegate member of the IBA for the year in which this Conference is held, which entitles you to the following benefits:
1) Password access to certain parts of the IBA website.
2) Receipt of IBA E-news and access to online versions of IBA Global Insight.
3) Pay the member rate for any subsequent Conference registrations for this calendar year.

** A reduced rate is offered to IBA Corporate Group Members. Please contact confs@int-bar.org to obtain a 25 per cent discount on the IBA Member fee.

If you would like to become a full or general member of the IBA, which includes membership of one committee or more – and inclusion in and access to our membership directory – we encourage you to do so now in order to register for this Conference at the member rate. You can find full details of how to join at www.ibanet.org.

A reduced rate is offered to lawyers who are over the age of 65, have been an IBA member for more than 20 years and are no longer practising law.

Full payment must be received in order to obtain your Conference documentation.

Fees include:
- Attendance at all working sessions
- Access to the Conference materials from the IBA website (www.ibanet.org), including any available speakers’ papers submitted to the IBA before 15 September
- Access to live delegate search
- Invitation to hosted Reception on Tuesday
- Lunch on Wednesday
- Tea and coffee during breaks
- VAT currently at 20%

Please note that registrations are not transferable.
List of participants
In order for your name to appear in the list of participants, your registration form must be received by 22 September 2023 at the latest.

Live delegate search
Delegates are able to use the live delegate search via the IBA website, in order to use this function delegates will need to be logged into their MyIBA. This will allow search access to up-to-date attendance lists.

Registration confirmation
Upon receipt of your payment for the Conference a confirmation email will be sent to you which contains information regarding your attendance at the Conference. You will also be able to view and download your payment information and manage your registration via your MyIBA profile on the IBA website.

Photography and filming
Certain sessions and/or social functions may be photographed and/or filmed and some of this content may be used for future IBA marketing materials, member communications, products or services. Should you have any concerns about this, or do not wish to be featured in any of these materials please contact the IBA Marketing Department at ibamarketing@int-bar.org.

Payment of registration fees by bank transfer or BACS payment
Registration forms received without proof of payment will NOT be processed until proof of payment has been received.

Pounds sterling: by bank transfer or BACS payment to the IBA account number: 13270222 (Sort Code 56-00-03) at the National Westminster Bank, St James’s & Piccadilly Branch, 208 Piccadilly, London W1A 2DG, United Kingdom.
SWIFT address NWBKGB2L, IBAN GB05NWBK56000313270222

Please ensure that a copy of the bank transfer details is attached to your registration form.
Use the exchange rate prevailing at the time of registration.

PLEASE ENSURE THAT YOUR NAME AND ‘[CON2346LONDON]’ APPEAR ON ANY TRANSFER OR DRAFT.

No deductions or withholdings
All fees payable to us by you in accordance with the terms contained in this ‘Information’ section shall be paid free and clear of all deductions or withholdings whatsoever.

If any deductions or withholdings are required by law to be made from any fees payable to us by you under the terms contained in this ‘Information’ section you shall pay such sum as will, after the deduction or withholding

Cancellation of registration or social functions
If cancellation is received in writing at the IBA office by Friday 15 September 2023 fees will be refunded less a 25 per cent administration charge. Refunds will be made minus any monies owed to the IBA.

We regret that no refunds can be made after this date. Registrations or social function bookings received after Friday 15 September 2023 will not be eligible for any refund of fees.

Should you have difficulties in obtaining your visa and are not able to attend the Conference this cancellation policy will still apply.

Upon submission of your completed Conference registration form to the IBA you are considered ‘registered’ pending payment. Please note that the cancellation terms and conditions will apply as soon as your registration is received.

Provided you have cancelled your registration to attend an IBA Conference in accordance with the terms of the ‘cancellation of registration’ clause included in the ‘Information’ section of the relevant Conference programme, you must then confirm to us in writing at the IBA office as soon as possible, but in no event later than one year (12 calendar months) from the date of any such Conference, all necessary details to enable any reimbursement owed to you to be paid. We regret that no refunds will be made after the date that is one year (12 calendar months) after the date of the relevant Conference.

Travel arrangements and visas
Participants are responsible for making their own travel arrangements. It is recommended that you check your visa requirements with your local embassy or consulate. We are unable to dispatch visa invitation letters to support your visa application prior to receipt of your registration form and full payment of registration fees.

Please apply for your visa in good time.
Hotel accommodation
The conference does not have a room block at a hotel. Below is a selection of nearby hotels for your consideration. To make a booking please contact the hotel directly.

**Conrad London St. James**
5-minute walk to conference venue
22-28 Broadway, London SW1H 0BH
Phone: +44 (0)2033018080
tinyurl.com/Conrad-IBA

**London Marriott Hotel County Hall**
10-minute walk to conference venue
County Hall
Westminster Bridge Rd
London SE1 7PB
Phone: +44 (0)2079285200
tinyurl.com/marriott-IBA-Conf

**The Royal Horseguards Hotel**
10-minute walk to conference venue
2 Whitehall Ct
London SW1A 2EJ
Phone: +44 (0)2075235062
tinyurl.com/Horseguards-IBA

Cancellation and no-show policy
Delegates are responsible for making accommodation reservations directly with the hotel and entering into an agreement with the hotel regarding credit card guarantees, cancellation terms and conditions, and room rates (should these differ from the special IBA rate). The IBA cannot accept responsibility for hotel accommodation disputes between a delegate and the hotel.

Unauthorized accommodation agents
It has been brought to our attention that there are multiple companies contacting past attendees, claiming to represent the IBA, offering ‘assistance’ with registration and hotel bookings. They are operating by cold-calling and spamming companies whose names have appeared on previous List of Participants, Programmes and Sponsorship recognition. The only Accommodation Agent the IBA works with is Judy Lane ICS. Judy Lane ICS do not contact delegates on behalf of the IBA without delegates making initial contact. Please ignore any communication that does not come directly from the IBA or Judy Lane ICS.

Disabled access
The venue is wheelchair accessible. Please notify us if you require special assistance.
Registration form

6th Annual IBA European Startup Conference
26 – 27 September 2023, One Great George Street, London, England

Please read the 'Information' section before completing this form and return it together with your proof of bank transfer to the Conference Department at the address below.

REGISTER ONLINE AT WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2346 TO MAKE IMMEDIATE AND SECURE PAYMENT BY CREDIT CARD AND OBTAIN A TEN PER CENT DISCOUNT ON THE FEES BELOW

PERSONAL DETAILS (Please attach your business card or write in block capitals)

Title________________ Given name ____________________________________________ Family name _____________________________________________

Name and country to be shown on badge (if different from above) __________________________________________________________________________ Date of birth ______________________

IBA Membership number (if applicable) ________________________________________________________________

Firm/company/organisation _______________________________________________________________________________________________________________

Address ____________________________________________________________________________________________________________________________

Tel _________________________________________ Email __________________________________________________________________________________

SPECIAL DIETARY REQUIREMENTS

If you have special dietary requirements, due to allergen intolerances, medical, religious reasons or a life choice, please specify the requirement below. The IBA is unable to cater for dietary requirements other than for the above reasons.

☐ Please tick box if you have allergen intolerances and specify __________________________________________________________________________

Please state all other dietary requirements clearly, i.e. I am a vegetarian.

Disclosure of dietary information denotes you have agreed to the IBA sharing this information with relevant third parties who are providing catering on our behalf.

TO OBTAIN A TEN PER CENT DISCOUNT ON THE FEES BELOW,

PLEASE REGISTER BY 22 SEPTEMBER ONLINE AT WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2346

IBA MEMBERS CAN REGISTER ONLINE BY 22 SEPTEMBER FOR £625. PLEASE SEE 'INFORMATION' FOR FURTHER ONLINE REGISTRATION DETAILS.

HARD COPY REGISTRATION FORMS AND FEES RECEIVED: Until 22 September amount payable

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<tr>
<td>Conference dinner</td>
<td>I shall attend</td>
<td>£115</td>
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One dinner place per registered delegate and registered guest is permitted.

TOTAL AMOUNT PAYABLE £

*JOIN THE IBA TODAY AND REGISTER FOR THIS CONFERENCE AT THE IBA MEMBER RATE. PLEASE FIND THE MEMBERSHIP APPLICATION FORM AT WWW.IBANET.ORG.

** A REDUCED RATE IS OFFERED TO IBA CORPORATE GROUP MEMBERS. PLEASE CONTACT CONFS@INT-BAR.ORG TO OBTAIN A 25 PER CENT DISCOUNT ON THE IBA MEMBER FEE.
A REDUCED RATE IS OFFERED TO LAWYERS WHO ARE OVER THE AGE OF 65, HAVE BEEN AN IBA MEMBER FOR MORE THAN 20 YEARS AND ARE NO LONGER PRACTISING LAW. PLEASE CONTACT THE IBA OFFICE FOR FURTHER INFORMATION.

FULL PAYMENT MUST BE RECEIVED IN ORDER TO PROCESS YOUR REGISTRATION.
PLEASE NOTE THAT REGISTRATIONS ARE NOT TRANSFERABLE.

METHODS OF PAYMENT

By credit card
Register online at WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2346 and make immediate and secure payment by credit card
Note: please do not send your credit card details on the registration form or within an email or fax.

By bank transfer or BACS payment
Registration forms received without proof of payment will NOT be processed until proof of payment has been received.
Pounds sterling: by bank transfer or BACS payment to the IBA account number: 13270222 (Sort Code 56-00-03) at the National Westminster Bank, St James's & Piccadilly Branch, 208 Piccadilly, London W1A 2DG, United Kingdom.
SWIFT address NWBKGB2L, IBAN GB05NWBS36000313270222
Please ensure that a copy of the bank transfer details is attached to your registration form.

WHERE DID YOU FIRST HEAR ABOUT THIS CONFERENCE?

☐ IBA CONFERENCE ☐ OTHER CONFERENCE ☐ DIRECT MAIL ☐ INTERNET ☐ ADVERTISEMENT
☐ EMAIL ☐ EDITORIAL ☐ RECOMMENDATION ☐ OTHER

Please provide further details, quoting code (if applicable)

The International Bar Association would like to keep in touch with you about relevant news, events, publications and membership. You can opt out of receiving information at any time by emailing member@int-bar.org or by logging into My IBA and updating your preferences. Your details will be included in the list of participants. If you do not want your details to be included in the list, please email confs@int-bar.org.

For further details on how your data is used and stored: www.ibanet.org/privacy-policy

PLEASE SEND THE COMPLETED FORM TO INTERNATIONAL BAR ASSOCIATION:

Conference Department
Chancery House, 53-64 Chancery Lane, London WC2A 1QS
Email: confs@int-bar.org www.ibanet.org
The International Bar Association (IBA), established in 1947, is the world’s leading organisation of international legal practitioners, bar associations, law firms and law societies.

The IBA influences the development of international law reform and shapes the future of the legal profession throughout the world. It has a membership of more than 80,000 individual lawyers and more than 190 bar associations and law societies spanning over 170 countries.

Inspired by the vision of the United Nations, the IBA was founded in the same spirit, just before the Universal Declaration of Human Rights was proclaimed in 1948.

The IBA covers all practice areas and professional interests, providing members with access to leading experts and up-to-date information, enabling them to better represent their clients’ interests.

Through its various committees, fora and task forces, the IBA facilitates the exchange of information and views among its members as to laws, practices and professional responsibilities relating to the practice of law around the globe.

**IBA European Regional Forum**
The European Regional Forum (ERF) was established in 1989 and has over 8000 members. The goals of the forum include addressing the current and long-term needs of professional organisations and individual members within the geographical reach of the forum, as well as increasing membership and participation in the IBA and integrating them within the organisation. The forum will also facilitate cross-border activity between lawyers and bars in different European countries. The forum has a particular focus on cross-disciplinary activities.

**Statement of Purpose of the ERF:**
- Support objectives of IBA and its members in Europe.
- A forum to promote a strong/robust civil society in Europe in support of the Rule of Law, the legal professional and other public policy initiatives.
- Foster closer connection between lawyers in Europe particularly re professional development and networking opportunities.

**Contact information**
**International Bar Association**
5 Chancery Lane, London WC2A 1LG, United Kingdom
Tel: +44 (0)20 7842 0090
Email: member@int-bar.org
www.ibanet.org