

## EU Debt Crisis Seminar: M&A and Expansion in Europe (Palo Alto)

Sheppard Mullin, 379 Lytton Avenue Palo Alto, CA 94301  
11.10.2011

### M&A Activity and Expansion During the EU Debt Crisis

Is now the time for your company to invest in Europe?

In this seminar an interactive panel of experts and executives from some of California's leading companies will discuss how the current turmoil in Europe offers U.S. companies a unique market window for M&A and business expansion, including financing strategies

### EU Debt Crisis Seminar: M&A and Expansion in Europe

Among the Key Takeaways:

- Expert Insights into the current economic situation in Europe
- Growth opportunities for U.S. businesses
- Acquisition strategies and investment opportunities
- Financing European M&A deals and investments
- Practical strategies for successful expansion

and more...

### Thursday, November 10

Registration/Continental Breakfast: 7:30am – 8:00am  
Program/Q&A: 8:00am – 9:30am

### Sheppard Mullin

Sheppard Mullin,  
379 Lytton Avenue  
Palo Alto, CA 9430

### PRESENTERS:

#### Jeanette Garretty

*Senior Vice-President, Wells Fargo Bank*

Jeanette speaks nationally on economic conditions and financial strategies. Formerly named one of the 75 Most Influential Bay Area Business Women by the San Francisco Business Times. In 2011, for the fourth year in

a row, she was named to Barron's list of Top 100 Investment Advisors in California and one of the Top 10 Women Investment Advisors in the United States.

## **Neil Ray**

*Attorney with Sheppard Mullin*

Neil is a dual qualified UK/US attorney in Sheppard Mullin's International Trade Regulation Practice Group with substantial experience advising U.S. companies on a broad range of international business matters with an emphasis on European business transactions, including mergers and acquisitions, joint ventures, licensing, distribution systems, and import/export compliance.

## **Damien Eastwood**

*Chief Administrative Officer, Wayin*

Co-founder of Wayin, Inc., started up in October 2011 with Scott McNealy (co-founder of Sun Microsystems). Damien was global legal advisor for Sun and is now advising on the evolution of Wayin in the US and European markets. Damien has over twenty years of legal experience in the technology industry. His experience spans both hardware and software, with expertise in intellectual property, open source, mergers and acquisitions, and management. He has managed teams of 50+ lawyers, closed major deals, and helped define company strategy.

## **Sharon Vosmek**

*Chief Executive Officer, Astia*

Sharon is CEO of Astia whose mission is to propel women's full participation as entrepreneurs and leaders in high-growth businesses, fueling innovation and driving economic growth. Under her guidance, the Astia community of investors, entrepreneurs, and industry leaders has grown ten-fold and now spans the globe. Prior to joining Astia, she was the Principal of her own consulting practice, SJ Vosmek & Associates, for 15 years. Sharon has extensive expertise helping organizations increase operational effectiveness, financial performance and strategic objectives.

## **Paul Najar**

*Co-Founder of Mayfair European Advisors*

Paul and his partner Jeff Cramer have more than 25 years experience in helping U.S. companies improve profitability and shareholder value through operational improvement, M&A integrations and expansion strategies in Europe and the U.S. Prior to founding Mayfair, he was General Counsel and Chief Administrative Officer of a global technology company.

## **MODERATOR:**

## **Francisco Varela**

*Director, Global Head of Platform & Games Partnerships, YouTube*

Francisco leads YouTube's business development efforts with mobile and consumer electronic manufacturers, mobile carriers, game consoles and publishers, infrastructure providers and live streaming content providers. Francisco's team is responsible for YouTube's global partnerships with companies such as Vodafone, AEG, Samsung, Sony, Verizon, and DoCoMo. Prior to this Francisco spent over 4 years at Yahoo! Inc based in Europe as International Counsel and advising on the broad range of commercial, consumer and regulatory issues that a large multi-national company faces. Following this time at Yahoo!, he became EMEA Legal Director at OpenWave Systems, based in London and oversaw the expansion of the company across Europe.

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**Questions?**

Please contact Ann Cheney at [acheney@sheppardmullin.com](mailto:acheney@sheppardmullin.com) or (415) 774-2975.