



### Louis Lehot

Partner

CO-CHAIR, US EMERGING GROWTH AND VENTURE CAPITAL  
CO-MANAGING PARTNER, SILICON VALLEY OFFICE

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Louis Lehot's corporate, securities and M&A law practice focuses on advising public and emerging private companies and their venture capital and private equity investors from formation to liquidity. Louis has domain experience in public offerings and private placements of equity, equity-linked and debt securities, mergers, acquisitions, dispositions, spinoffs, strategic investments and joint ventures, as well as corporate governance and securities law compliance matters. He regularly represents US and non-US registrants before the SEC, FINRA, NYSE and NASDAQ.

Louis has represented both public and private clients in the United States and globally, with a focus on cross-border transactions.

What Louis most enjoys about his practice is helping his clients achieve growth in their business in new markets and greater returns.

Louis has been recognized by Chambers and Partners, The Legal 500 other peer-reviewed legal guides, receiving praise for the high quality of his advice, his responsiveness and passion for his clients.

#### RELATED SERVICES

- Corporate
- Finance
- Emerging Growth and Venture Capital

#### LANGUAGES SPOKEN

French

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- French

#### EXPERIENCE

Louis has represented both public and emerging private growth companies, including:

- AdKnowledge, Inc. (backed by TPG and JMI)
- AdoTube, acquired by Exponential Interactive
- APG Therapeutics, Inc.

- Avnet, Inc. (Nasdaq: AVN)
- Binatone Global
- Bionure, Inc.
- Bond International Software
- BoydSense, Inc.
- Brioche Pasquier S.A.
- CBRE Group (NYSE: CBG)
- CheckALT, LLC
- Centric Software, acquired by Dassault Systemes SE (Euronext Paris: DASTY)
- CHC Helicopter
- CSR plc (NASDAQ: CSRE), sold to Qualcomm (NASDAQ: QCOM)
- DASAN Zhone Solutions, Inc. (Nasdaq: DZSI)
- Docea Power, acquired by Intel (NYSE: INTC)
- Double Beam, acquired by Verifone (NYSE: VFN)
- Evernote (backed by Sequoia)
- GoodData (backed by Andreesen Horowitz, General Catalyst and Intel Capital)
- Hanwha Chemical Corp
- Hanwha Q Cells (NASDAQ: HQCL)
- Juniper Networks (NYSE: JNPR), buyer of AppFormix, Aurion and Cyphort
- Kerensen Consulting, sold to salesforce.com (NYSE: CRM)
- MetricTest, acquired by Microlease plc
- MMI Technologies, acquired by KKR
- Model N (NYSE: MODN)
- OpenTable (NASDAQ: OPEN), sold to Priceline.com
- Penn National Gaming, Inc. (NASDAQ: PENN)
- Proseeder
- Samsung
- Securly
- SiRF Technology Holdings (NASDAQ: SIRF), sold to CSR plc
- Softbank Vision Fund
- StackStorm, sold to Brocade (NASDAQ: BRCD)
- Tecan Group AG (SIX: TECN)
- WineAccess (backed by Norwest Venture Partners)

Louis has represented venture, growth equity and private equity investors in deploying and harvesting capital, including:

- Nautilus Venture Partners
- New Enterprise Associates
- Oak Investment Partners
- Propel Venture Partners
- Silver Lake Partners

In addition to institutional venture investors, Louis is part of DLA Piper's award-winning corporate venture practice, and has represented the strategic investing and partnering arms of:

- AIG

- Bosch
- CBRE
- GE Ventures
- Hanwha Q Cells
- Lenovo
- LG Technology Ventures
- Samsung Venture Investment Corp
- Softbank Vision Fund

Louis has also represented bulge bracket and growth equity investment banking firms including:

- Bank of America Merrill Lynch
- BNP Paribas
- CBRE Capital Advisors
- Citi
- Cowen & Co.
- Credit Suisse
- Goldman, Sachs & Co.
- Imperial Capital
- JPMorgan
- Lazard Capital Markets
- Moelis
- Morgan Stanley
- Needham & Co.
- Raymond James
- UBS

Recent capital markets transactions include:

- IPO and follow-on offerings for Slack\*\* (2019), DASAN Zhone Solutions (2019), Guardant Health\*\* (2018), Digimarc\* (2017), CHC Group Ltd. (2014), LegalZoom (2012), RealID (July and December 2010), OpenTable (2009), Micron\* (2009), CBRE (2008), Heckmann Corporation\*, (2007), AMIS Holdings\* (2007), (\* represented underwriters) (\*\* represented shareholder)
- Convertible note offerings for GLG Partners, Inc.\* (2009) and Micron Technology\* (2009 and 2007), an exchangeable note offering for POSCO\* (2008), convertible note offerings for Lawson Software (2007)
- Multi-billion dollar investment grade bond issuances for Northrop Grumman Corporation (and concurrent subsidiary debt tender offers), Oracle Corporation\*, Seagate Technology
- High yield debt issuances and registered exchange offers for CHC Helicopter (2012 and 2013), MMI International (2012), Fifth and Pacific Companies (formerly Liz Claiborne) (2011 and 2012), RadNet (2010)

Recent M&A and growth equity transactions include:

- Centric Software in the sale of a majority stake to Dassault Systemes SA, a global CAD company headquartered in France
- Riverwood Capital on the acquisition of Forecast5 Analytics and its minority investments in CloudVirga, Druva and Sauce Labs
- Vivo Capital on multiple acquisitions and minority investments, including its minority investment in Maculogix
- Symphony Technology Group and Bond International Software on the acquisition of erecruit
- Sanpower Group Co., Ltd., one of the largest privately owned conglomerates in China, on its entry into a definitive agreement to acquire Dendreon Pharmaceuticals, Inc. for US\$819.9 million
- CBRE Group, Inc. (NYSE: CBG) in its acquisitions of Floored, Forum Analytics, Brenner Real Estate Group, Capstone

Financial, Skye Group, CAC Group, Fameco, KLMK Group, U.S. Equities, UCR, and many more real estate brokerages, asset management, product bolt-on and technology businesses

- Juniper Networks (NYSE: JNPR) in its acquisitions of Cyphort, AppFormix, Inc. and Aurrion, Inc.
- Tecan Group AG (SIX: TECN), in its acquisition of SPEware Corporation
- SoftBank Vision Fund in connection with its leading role in the
  - Series B funding of Wag Labs, the on-demand dog-walking company
  - Series D funding of 10X Genomics, a scientific discovery company
  - Series B and C funding of Petuum, an artificial intelligence and machine learning company
  - Series B and C funding of Zymergen, a Silicon Valley-based bioengineering startup
  - Series E funding of Guardant Health, a Silicon Valley-based world leader in comprehensive liquid biopsies, and associated joint venture
  - Series C funding of Brazilian urban mobility startup 99, the largest Brazilian financing of a startup, and its subsequent sale to Didi Chuxing
- Penn National Gaming, Inc. (NASDAQ: PENN) in its acquisition of Rocket Games, Inc.
- CheckALT, LLC in its acquisition of Klik Technologies from MUFG Union Bank, N.A.
- StackStorm in its sale to Brocade (NASDAQ: BRCD)
- Binatone Global in its acquisition of the companion products business of Motorola Mobility
- Docea Power in its sale to Intel (NASDAQ: INTC)
- Kerensen Consulting in its sale to salesforce.com (NYSE: CRM)
- Double Beam in its sale to Verifone (NYSE: VFN)
- CheckALT in its acquisition of ERAS from Diebold (NYSE: DBD)CBRE (NYSE: CBG) in multiple acquisitions around the United States
- CSR plc (NASDAQ: CRES) in multiple acquisitions, and its predecessor, SiRF Technology Holdings, in connection with its agreement and plan of merger with CSR
- The special committee of the board of directors of Tongjitang Chinese Medicines, an NYSE-listed public company, in negotiating an agreement and plan of merger with a bidder group led by its chairman and Fosun Industrial in a going-private transaction (recognized by China Business Law Journal as 2012's Going Private Deal of the Year)
- AOL LLC, in the acquisitions of Sphere Source, Inc. and Goowy Media Inc.
- Hellman & Friedman, Hony Capital, New Enterprise Associates, Oak Investment Partners, Samsung Ventures, Silver Lake partners, Softbank Group International and TPG in leveraged buyouts, growth equity and venture investments

## CREDENTIALS

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### Admissions

- California
- New York

### Prior Experience

Prior to returning to Silicon Valley in 2005, Louis practiced in New York, London and Paris.

### Recognitions

Louis has been recognized as a leading corporate attorney in publications such as *Chambers USA*, *The Legal 500 United States* and *Super Lawyers*. Louis has been identified as a leader in California in *Capital Markets: Debt & Equity* by *Chambers USA*. Clients appreciate that, "[h]e can cross over into the international space and is easy to work with." In 2019, Louis joined the

Chambers list of Notable Practitioners for Northern California Corporate/M&A. In the same year, a source called him "a master networker" in *The Legal 500 United States* within Venture Capital and Emerging Companies. In 2012, Louis was recognized by *AlwaysOn* as a Power Player and as a Rising Star by Super Lawyers. In 2016, Louis was named an advisory board member by the Silicon Valley Directors' Exchange, or SVDX, in partnership with Stanford Law School's Rock Center for Corporate Governance. In 2017, Louis was appointed to Boston College Law School's Business Advisory Council.

## Education

- J.D., Boston College Law School
- B.S., Georgetown University
- C.E.P., Institut d'Etudes Politiques de Strasbourg (France)

## Memberships

- American Bar Association
- The Association of Corporate Counsel, Bay Area Corporate and Securities Law Committee
- The Churchill Club Silicon Valley Chapter
- The French-American Chamber of Commerce of San Francisco
- The Silicon Valley Association of General Counsel
- The Silicon Valley Directors' Exchange (SVDX), Advisory Board member

## INSIGHTS

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Louis writes and speaks prolifically on corporate, securities and technology law matters.

## Publications

### Corporate venturing hitting record highs, intensifying global innovation

1 MAR 2018

Dr. Max von Zedtwitz and Dr. Martin Haemmig provided data-driven insights on CVC and global innovation at an event held in February 2018, at DLA Piper's Silicon Valley office.

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### THE HOT LIST: 2017 proxy season trends and action items

7 FEB 2017

Trends that we believe will play a prominent role in the upcoming proxy season.

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- Author, "Meet the Buyers!," *DLA Piper Summit Coverage*, September 2018
- Co-author, "Coming to America and Accessing the US Markets," *DLA Piper Accelerate*, 2018
- Co-author, "Building the Perfect Pitch Deck," *DLA Piper Accelerate*, 2018
- Author, "Best Practices for Preparing Corporate Minutes," *DLA Piper Accelerate*, 2018
- Co-author, "Raising Venture Capital: 12 Tips," *DLA Piper Accelerate*, 2018
- Co-author, "Electronic Signatures: Five FAQs," *DLA Piper Accelerate*, 2018

- Author, "How to Select a Lawyer for your Startup," DLA Piper Accelerate, 2018
- "Corporate venturing hitting record highs, intensifying global innovation," March 1, 2018
- Co-author, "Hybrid token offerings: the rise of token offerings for venture backed-companies," *DLA Piper Corporate Venture Capital Alert*, February 27, 2018
- Co-author, "The rise of tokens: critical considerations for VC firms," VC Journal, April 20, 2018
- Co-author, "ICOs and hybrid token offerings — a legal perspective," Brave New Coin, April 12, 2018
- Co-author, "Proxy Access Update - Current Status and Outlook," *Bloomberg BNA*, May 23, 2017

## Events

### Previous

#### Global Corporate Innovation and R&D Trends

5 FEB 2019  
East Palo Alto

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#### Trade Wars, Tariffs, FIRRMA and CFIUS: Your Top Questions Answered

18 OCT 2018

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#### Managing Cross-Border M&A Deals

15 OCT 2018  
Silicon Valley Association of General Counsel's 30th Annual All-Hands Meeting

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- Panelist, Stanford Directors' College, "Tariffs, Trade Wars, and Foreign Investment in the U.S.," 25 June 2019
- Tokenization of everything: blockchain, ICOs and why it matters for your business, 6 Mar 2018
- Moderator, "CFIUS, Brexit and the Trade War," SVDX and Stanford Rock Center for Corporate Governance, November 2018
- Speaker, "At The Intersection Of Business, Law And Technology," DLA Piper Garage2Global and TechLaw October 9-10, 2018
- Speaker, Global Corporate Venturing and Innovation Summit, "Don't Believe The Hype? ICOs and Blockchain ," 1 February 2018
- Panelist, Stanford Directors' College, "Mergers, Acquisitions and Spinoffs," 27 June 2017
- Moderator, Silicon Valley Association of General Counsels program on joint ventures, "JV Becomes Varsity Player in New Markets," 16 June 2017
- DLA Piper Technology Summit, "Early-Stage Venture Funding: A Tale of Two Markets," Menlo Park, CA, September 2016
- Moderator, DLA Piper Technology Summit, "Early Stage Financing in the New Economy: SOMA to Sand Hill" and "Current Trends in M&A: Consolidation or Divestiture? Strategic Buyer or Go-Private? From Public Company Tie-Ups and PE Firm Buy-Outs to Strategic ACQUI-HIRES and Tech Tuck-ins," Menlo Park, CA, September 2016
- Panelist, Spring 2016 CLE program, "Mogli meets the girl in the village next door – Your M&A deal that you thought was all happening in Silicon Valley goes abroad," ACC San Francisco Bay Area, April 2016
- Speaker, "Conflicts of Interest on a Board of Directors," SVAGC, April 2016

- Panelist, Conference on Legal and Regulatory Issues for VC General Counsels, "M&A – Key Legal Issues in M&A Agreements" Austin Texas, March 2016
- Speaker, "Nuts and bolts of M&A transactions: structuring ip and technology acquisitions," December 2015
- Panelist, Corporate and Securities Committee, "Firing up for the 2016 Reporting Season: Key Financial and Reporting Developments you should know," ACC San Francisco Bay Area, November 2015

## NEWS

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### **DLA Piper advises VMware on its proposed acquisition of Bitfusion**

29 July 2019

DLA Piper represented VMware, Inc., a global leader in cloud infrastructure and digital workspace technology, in its proposed acquisition of Bitfusion.io Inc.

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### **Louis Lehot and David Priebe speak at Stanford Law School's Directors' College**

9 July 2019

Louis Lehot and David Priebe recently spoke at Stanford Law School's 25th Annual Directors' College, an executive education program for directors and senior executives of publicly traded firms.

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### **DLA Piper represents New Enterprise Associates in US\$100 million Series C financing of DivvyPay**

8 July 2019

DLA Piper represented New Enterprise Associates, Inc. (NEA) in connection with its participation in a US\$100 million round of Series C preferred stock financing of DivvyPay, Inc., a financial platform for businesses to manage payments and subscriptions, build strategic budgets and eliminate expense reports.

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### **DLA Piper advises NEA in their US\$50 million Series C financing in Tamara Mellon Brand, Inc.**

1 July 2019

DLA Piper represented New Enterprise Associates, Inc. (NEA) in connection with its participation in a US\$50 million Series C financing in Tamara Mellon Brand, Inc., a Los Angeles-based direct-to-consumer luxury footwear company started by Jimmy Choo co-founder, Tamara Mellon.

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### **DLA Piper's Louis Lehot named to the *Recorder's* 2019 List of California Trailblazers**

24 June 2019

DLA Piper is pleased to announce that Louis Lehot, co-chair of the US Emerging Growth and Venture Capital practice and co-managing partner of the Silicon Valley office, has been named to the Recorder's 2019 list of California Trailblazers.

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### **DLA Piper advises Riverwood Capital in its Series F investment in Sauce Labs Inc.**

9 APR 2019

DLA Piper represented Riverwood Capital in its Series F investment in Sauce Labs Inc., a California-based provider of cloud-based mobile and web-testing platforms. In conjunction with the funding, Jeff Parks from Riverwood Capital will join the Sauce Labs Board of Directors.

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### **DLA Piper advises Vivo Capital as lead investor in Series D financing for MacuLogix**

8 APR 2019

DLA Piper represented Vivo Capital, LLC as the lead investor in US\$38.7 million Series D financing for MacuLogix, Inc., a Harrisburg, Pennsylvania-based company providing eye care professionals with tools to diagnose and treat patients with age-related macular degeneration (AMD).

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### **DLA Piper advises Securly in its acquisition of TechPilot Labs**

5 APR 2019

DLA Piper represented Securly, Inc., an education technology company and provider of a cloud-based web filtering platform for school computers, in its acquisition of the business of Atlanta-based TechPilot Labs, Inc., a fast-growing provider of K-12 education technology.

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### **DLA Piper advises US electronics distributor Avnet on acquisition of Softweb Group**

16 JAN 2019

DLA Piper has advised global technology solutions provider Avnet, Inc. on its acquisition of privately-held Softweb Solutions, Inc. and Priya Softweb Solutions Pvt. Ltd., a software development and technology consulting company focusing on Artificial Intelligence and IoT software solutions located in the US and India.

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### **DLA Piper represents Securly in Series B financing led by Defy Partners and Owl Ventures**

28 DEC 2018

DLA Piper represented Securly, Inc. in a US\$16 million round of Series B financing led by Defy Partners, along with participation by Owl Ventures.

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### **DLA Piper advises SoftBank Vision Fund in investment in Zymergen**

15 DEC 2018

The DLA Piper team representing SoftBank Vision Fund was led by partner Louis Lehot and included partner Craig Lang and associate Evan Youngstrom (all of Silicon Valley).

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### **Stacy Paz and Louis Lehot named co-managing partners of DLA Piper's Silicon Valley office**

18 SEP 2018

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DLA Piper is pleased to announce that Stacy Paz and Louis Lehot have been named co-managing partners of the Silicon Valley office.

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### **DLA Piper advises Franklin Templeton Investments in its Series E investment into Optoro, Inc.**

2 AUG 2018

DLA Piper represented Franklin Templeton Investments in connection with its investment into Optoro, Inc.

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### **DLA Piper advises doc.ai in partnership with Anthem, Inc., to launch AI data trial**

2 AUG 2018

DLA Piper represented doc.ai in its partnership with Anthem, Inc. to launch a groundbreaking AI data trial on the blockchain.

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### **DLA Piper advises NEA and General Atlantic in their Series A investment into Automation Anywhere, Inc.**

2 JUL 2018

DLA Piper represented co-lead investor New Enterprise Associates (NEA) and investor General Atlantic in connection with an aggregate US\$250 million Series A investment into Automation Anywhere, Inc.

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### **DLA Piper advises Centric Software in definitive agreement to sell majority stake to Dassault Systèmes**

14 JUN 2018

DLA Piper represented Centric Software, a venture capital-backed technology platform driving digital transformation with software innovation in the fashion, apparel, luxury and retail sectors, in entering into a definitive agreement to sell a majority stake to Dassault Systèmes.

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### **DLA Piper advises Softbank Vision Fund in investment in Wag Labs, Inc.**

7 FEB 2018

DLA Piper represented SoftBank Vision Fund in connection with its US\$300 million investment in Wag Labs, Inc., a Los Angeles-based startup that provides on-demand mobile dog care services.

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### **DLA Piper represents Doc.ai in offering of Simple Agreements for Future Tokens**

18 OCT 2017

DLA Piper represented Doc.ai, an artificial intelligence company using blockchain technologies to improve healthcare, in its offering of Simple Agreements for Future Tokens.

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## DLA Piper represents Vivo Capital in equity financing of Harmony Biosciences, LLC

13 OCT 2017

DLA Piper represented healthcare-focused investment firm Vivo Capital as the lead investor in a US\$270 million equity financing of Harmony Biosciences, LLC, a biopharmaceutical company that develops orphan and rare disease therapies.

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## DLA Piper advises Juniper Networks on acquisition of Cyphort

19 SEP 2017

DLA Piper represented Juniper Networks, Inc., an industry leader in automated, scalable and secure networks, in its acquisition of Cyphort, Inc.

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## MEDIA MENTIONS

- Featured, "Top 5 Twitter Influencers on Mergers and Acquisitions Law," *Good2BSocial*, June 6, 2019
- Quoted, "Roof's take: icy times for US-China deal-making," *WSJ Pro Venture Capital*, January 14, 2019
- Mentioned, "A Silicon Valley Dealmaker Sizes Up US-China Trade Tensions," *The Recorder*, December 13, 2018
- Quoted, "Premium services to cut legal costs," *Financial Times*, December 10, 2018
- Mentioned, "Law360 names attys who moved up the firm ranks in Q3," *Law360*, November 1, 2018
- Quoted, "Should investors buy into an ICO on the say-so of Floyd Mayweather or Paris Hilton?" *San Francisco Business Times*, February 8, 2018
- Quoted, "SEC weighs in on ICO tokens as securities; ether still labeled 'currency,'" *Bitcoin Magazine*, July 26, 2017