

## **NATEA Entrepreneur SIG Seminar**

**Date:** Oct 29, 2004 (Friday)

**Time:** 6:30 – 9:30 PM (Dinner together afterward)

**Place:** Formosa Restaurant, 1655 S. De Anza Blvd., Cupertino, CA 95014 (Tel: 408-257-1120), cross street: De Anza College Blvd and Prospect Ave.

**Fee:** \$15 including dinner

**Program:**

6:30 – 7:00PM --- Registration & Networking

7:00 – 8:00PM --- **Corporate Law issues for start up companies in U.S.**, by Nick Unkovic

8:00 – 8:30PM --- Announcements, Business Plan Presentations Symposium for Taiwan trip

8:30 – 9:30PM --- **Taiwan and US VC Industry Updates – Your funding strategy**, by Roger Liao

**Program I:**

6:30 – 7:00PM -- Registration & Networking

7:00 – 8:00PM

**Title:** Corporate Law issues for start up companies in U.S.

**Abstract:**

**Speaker:** Mr. Nick Unkovic, Partner of Squire, Sanders & Dempsey L.L.P.

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Nick Unkovic advises domestic and multinational technology and financial enterprises on corporate law. He has particular experience in strategic alliances, mergers and acquisitions, and emerging company representation. A substantial portion of his work involves international transactions, especially on behalf of Asian clients.

Mr. Unkovic also has substantial securities law experience, including public and private offerings of equity and debt securities, both domestically and internationally. He has handled numerous public company acquisitions, including a tender offer for a NYSE-listed company. He advises on 1934 Act disclosure and corporate governance issues and has served as chair of a public company's audit committee.

*San Jose Magazine* recently named him one of Silicon Valley's top corporate lawyers and *Law & Politics Magazine* included him among its 2004 Northern California Super Lawyers.

Mr. Unkovic is a member of the firm's management committee and is the managing partner of the Palo Alto office.

Mr. Unkovic is a director of the British American Chamber of Commerce in Northern California. He is a former director of The San Francisco Company and its subsidiary, Bank of San Francisco. He is also a former co-chair of the Partnership Committee of the State Bar of California's Business Law Section. He formerly chaired the board of a YMCA and served as a director of the California Council of International Trade.

### **Representative Experience**

Numerous convertible debt and preferred stock offerings, strategic alliances and merger and acquisition transactions for emerging technology companies (US\$250,000 – US\$50 million)

Cash tender offer for a NYSE-listed company in the chemical industry followed by a squeeze-out merger (US\$325 million)

Simultaneous financings to support the acquisition of a bank holding company, including a public offering of common stock and a private placement of senior debt (US\$800 million)

Rule 144A placement of auction rate preferred stock (US\$150 million)

Formation of an international semiconductor industry joint venture (US\$100 million)

Public exchange offering swapping equity for subordinated debt (US\$40 million)

Sale of a non-US-owned, California-chartered bank (US\$160 million)

Offshore placement of subordinated floating rate debt (US\$200 million)

Sale of a bank-owned equipment leasing portfolio, including aircraft and other substantial equipment leases (US\$800 million)

Public offering of depositary shares representing interests in noncumulative preferred stock (US\$135 million)

Initial public offering of a financial institution (US\$100 million)

Purchase of a distribution company and simultaneous sale in exchange for 35 percent of the common stock of a NYSE-listed company, with standstill agreement (US\$75 million)

Recapitalization, turnaround and sale of a troubled financial institution, including service as general counsel (US\$35 million)

Initial public offering of a vineyard and winery (US\$5 million)

### **Program II:**

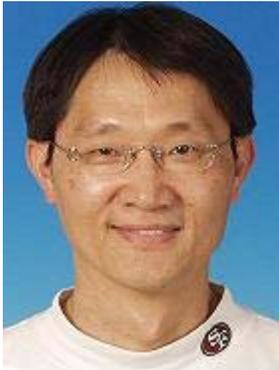
8:30 – 9:30PM

**Title:** Taiwan and US VC Industry Updates – Your funding strategy

**Abstract:** Taiwan VC industry is facing challenges. Most of the funds raised in or before 2000, which were much easier to raise before Internet bubble, are mostly using up the proceeds by now. Year 2004 is the year for fund-raising of new funds. But in year 2000, Taiwan government lifted the 20% tax benefit for institutions to invest into the VC funds. This year, VC firms first time face the debacle in raising the funds themselves. The VC industry is undergoing the consolidation. What type of VC firms will be the winners?? What type of VC firms will be the loser? How will those impact your strategy as a start-up company in raising funds from Taiwan? I will

also talk about VC status in US? How the IPO market looks like? In addition, I will briefly share with you my observations on China VC environment. What are the risk factors there, etc? I will encourage Q&A. In addition, I will announce the event details of the "VC Business Plan Presentations Symposium" visiting Taiwan VCs in January 12, 2005.

**Speaker: Mr. Roger Liao, Partner & VP of Investments, Acer Technology Ventures ([roger\\_liao@acervc.com](mailto:roger_liao@acervc.com))**



Mr. Liao is currently a Partner and Vice President of Investments at Acer Technology Ventures. The firm currently has offices in Asia Pacific as well as in North America in Santa Clara, California. His interests are in areas such as semiconductors, broadband communications, wireless Internet, enterprise infrastructure software and nanotechnology. He currently involved with several companies in the role as board director or advisor.

Before joining Acer Technology Ventures, Mr. Liao was the Senior Executive of Acer's wireless datacomm operation in the US. Prior to that, he was a consultant in sales and marketing, strategic alliance, investment, and business development between Silicon Valley and Asia. He co-founded a couple of companies in mid 80s and early 90s.

He also spent several years in chip/firmware/software development positions at Computer Research Corporation, and Ungermann-Bass. His experience covers engineering, manufacturing, business development, and sales and marketing including corporate and government accounts, direct response, and channel distribution of consumer products.

Mr. Liao has been involved in several high tech, non-profit organizations. He was CINA President of year 2000, and the Chairperson of Entrepreneur Special Interest Groups for different associations. He received his BSEE degree from National Taiwan University and MSEE degree from Rensselaer Polytechnic Institute, Troy, New York.

**Contact:**

Please send your RSVP to [roger\\_liao@acervc.com](mailto:roger_liao@acervc.com), by Oct 28. Although RSVP is not required, it helps the organizing committee to arrange the seminar and dinner better.