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Tech, Media & IP



**Tech
Transformation
Series**

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Tech Joint Ventures

Andrew Nicoll
Partner

Sarah-Jane Lawson
Special Counsel

Reasons for joint ventures

- Founders getting together
- Founders adding new skills to team
- Founders getting equity funding partner (investors)
- Parties with complementary skills working together



Commercial deal

- Objectives
- Contributions
- Risk and liability
- Tenure of JV

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JV structures

- Unincorporated
- Incorporated JV company
- Others – e.g. limited partnership

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Stages of JVs

- Entry
- Operating
- Exit

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