

# **Sam Angus**

**Partner, Corporate Group at Fenwick & West LLP**

San Francisco, CA, US

Entrepreneurship and venture financing for start-ups have been long-standing specialties for this lawyer and conference panel moderator

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## **Biography**

Mr. Angus is resident in the San Francisco office and his practice concentrates on advising start-up/venture-backed companies, venture capital and debt financings, mergers and acquisitions, intellectual property licensing, joint ventures and general corporate matters. Mr. Angus represents a broad range of companies from privately held start-up companies to publicly traded corporations. His practice also includes advising entrepreneurs and investors. Mr. Angus served as counsel for In-System Design, Inc. in connection with its acquisition by Cypress Semiconductor Corporation. He also counseled Naxon Corporation (Wineshopper.com) on its acquisition of Wine.com, Inc., Ingenio, Inc. on its acquisition by AT&T Yellow Pages, Jungle Corp. on its \$300 million acquisition by Amazon.com, Inc., and Blue Lava Wireless on its \$140 million acquisition by JAMDAT Mobile. Prior to joining Fenwick & West, Mr. Angus practiced commercial lending law at Lillick & Charles. Prior to becoming a lawyer, Mr. Angus was a founder and the chief executive officer of Design Look Publications, Inc., a publisher of fine art calendars and other published gift products. Mr. Angus sits on the advisory board of the Lester Center for Entrepreneurship & Innovation at the University of California, Berkeley. He also frequently lectures at the Haas School of Business and the Stanford Technology Ventures Program. Mr. Angus received a Bachelor of Arts degree in law and society from the University of California at Santa Barbara. He received a J. D. from University of California Hastings College of the Law in 1993. At Hastings, he was the Executive Articles Editor for the Hastings International and Comparative Law Review.

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## **Availability**

Keynote, Moderator, Panelist, Workshop, Host/MC

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## **Industry Expertise**

Market Research, Investment Management, Corporate Training, Management Consulting, International Trade and Development, Business Services, Investment Banking, Legal Services, Corporate Leadership

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## **Areas of Expertise**

Mergers and Acquisitions, Securities Matters, Intellectual Property Licensing, Seed/Venture Capital Financings, Joint Ventures/Strategic Partnerships, Angel Investing, Start-Up/Venture-Backed Companies, Equity and Debt Financings

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## **Sample Talks**

### **Early Stage Financing Workshop**

This workshop encompasses best practices and strategies as they relate to preparing a company for investment, with a diverse range of examples provided. Amongst the topic covered: 1) Seed Investing Overview 2) VC Financing: Process and Overview 3) Term Sheet Valuation Issues 4) Preferred Stock Privileges 5) Investor Protections and Rights 6) Stock Purchase Terms 7) Conclusion

### **Strategic and Growth Company Investing in the Media and Entertainment World**

Digital media and new technologies, from 3D to online video, have created new opportunities for strategic and growth equity investors. From VCs to PE firms to family offices, to the boardrooms of Burbank and the campfires at Sun Valley, everybody seems to be talking about the next big IPO, again! Where are these Investors finding opportunities, and is it really possible to get 10X in Hollywood?

### **Closing the Capital Gap: Angels vs. VCs**

How is the traditional role of the VC evolving? Are Super Angels and Seed Funds offering more attractive alternatives for entrepreneurs? What's the best fit for your start-up? Hear both sides of the argument.

### **The Super Angels Are Still Flying**

The Super Angel investors continue to turn the whole traditional venture capital model upside down. Many would argue that the early stage market is over-funded and represents a new bubble. This discussion will dissect the myths from reality.

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## **Event Appearances**

### **The Top Seed Companies to Watch**

OnDemand 2011: Where the Internet Meets the Enterprise

### **Closing the Capital Gap: Angels vs. VCs**

OnHollywood: The Entertainment Venture Summit

### **Strategic and Growth Company Investing in the Media and Entertainment World**

OnHollywood: The Entertainment Venture Summit

### **Report Card: VC Investment in Content Companies**

OnMedia NYC: Where Silicon Valley Meets Madison Avenue

### **Closing The Capital Gap: Angels vs. VCs**

OnMedia NYC 2011: Where Silicon Valley Meets Madison Avenue

### **The Changing Face of Venture Investing**

Berkeley Entrepreneurs Forum

## **Education**

**University of California, Santa Barbara**  
B.A. Law and Society

**University of California, Hastings College of the Law**  
Juris Doctor

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## **Accomplishments**

### **Advisory Board Member - Lester Center for Entrepreneurship & Innovation**

The Lester Center for Entrepreneurship is an internationally recognized program and the primary locus at Berkeley for the study and promotion of entrepreneurship and new enterprise development. The Lester Center: - fosters teaching of successful entrepreneurship and innovation - conducts research & disseminates knowledge on entrepreneurship and entrepreneurial finance to the business and university communities - facilitates interaction between the entrepreneurial community and the university

### **Executive Articles Editor - Hastings International and Comparative Law Review**

While studying law, Sam served as the Executive Articles Editor for the Hastings International and Comparative Law Review. Founded in 1976, the Hastings International and Comparative Law Review (HICLR) was one of the first law journals in the country dedicated exclusively to legal discourse on the most pressing international and comparative legal issues. As a resource for both academics and practitioners, HICLR provides a forum for exchanging ideas on public and private international law.

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