



european american  
chamber of commerce

NOVEMBER 2021

Where Europeans and Americans connect in business



Transatlantic Tech Working Group



# About the Working Group



This working group enables member participants to grow their business across the Atlantic. Members share experiences around expanding into the US with a particular focus on the tax and legal issues related to the formation and growth of a business in the US.

Participants are the French and European entrepreneur company leaders who have already expanded into the US, who are planning to move to the US and particularly to Silicon Valley or to any other tech hub.

With a tax & legal starting point and focus, the calendar will reflect the group members' emerging needs and questions.

# Working group topics (1/2)



## Tax & legal

Including incorporating your business in the U.S. and tax implications of investing through a corporation, Subsidiary, LLC, or a Partnership

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## Growth strategies

What is done where: R&D in France vs. business development in the US? Going full circle, bring business from the US to the EU

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## International trade

Managing taxation, customs and legal problems

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## Intellectual Property

What you need to know about Trademarks, Patents; what European Medtech and Biotech Companies should know about the FDA approval process

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## Immigration

Which visa is right for you? Wealth taxation and estate planning; ancillary corporate structure issues

# Working group topics (2/2)



## Investor Communications

Creating the perfect pitch; Communicating with US audiences, pitching to VCs

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## Fundraising

How to raise SAFE, seed, venture or other financing in the US

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## Managing French investors

While developing in the US: tax and legal issues

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## Managing US investors

With a French parent entity: tax and legal issues

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## Transfer pricing

How to deal with cash transfers between US and French group entities / cash pooling / funding

# In a nutshell



**1** For corporate leaders who have already expanded into the US, or are planning to do so

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**2** Meetings every 6-8 weeks at participant offices

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**3** EACC Paris host & 2 EACC Member expert/animators, integrating content and additional experts according to evolving working group needs

Speaking in a mix of English and  
**4** French or in French, according to the topic or special guest

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**5** Free for EACC members and invited guests

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**6** **Launch: November 17th or 18th 2021**



# Animators



**Renaud Roquebert**  
**Founder and Managing Partner,**  
**LightHouse LHLF Law Firm**

Renaud Roquebert, Light House Law Firm

A lawyer specialized in international taxation. Renaud manages global projects for companies that commercialize their products around the world. He has helped his clients resolve a wide range of international questions, in restructuring projects and in identifying tax opportunities.

Previously, Renaud was a manager, senior manager and director with PwC in three EU countries (including France) and in the US (San Jose and San Francisco, CA).

Today, Renaud serves as a board member of the Rhône Alpes chapter of EACC France and as Adjunct Professor of International Business Law at the HEC School of Business in Paris where he lectures on entrepreneurship, technology, and international law.

Renaud is a lawyer registered at the Bar of Paris.



**François Laugier**  
**Senior Partner,**  
**Ropers Majeski**

François Laugier, Ropers Majeski



François is an international corporate lawyer focusing on technology-related transactions including corporate formation, financing, corporate structure inversions (“flips”), international expansion, M&A, licensing, and other commercial issues.

A long time Palo Alto resident, François has served as the President and is a current member of the *Conseillers du Commerce Extérieur* to the French Ministry of Economy and Finance for the northwestern United States. He was also a co-founder of the French Tech Networking Society "DBF" and past president of the French-American Chamber of Commerce in San Francisco.

François currently serves as an Adjunct Professor of International Business Law at the HEC School of Business in Paris where he lectures on entrepreneurship, technology, and international law.

François is licensed to practice in California, Washington DC, and the European Union.



# Host



## **Katherine Prewitt Executive Director, European American Chamber of Commerce Paris**

Katherine is a dual-national (American/French), trilingual (English/French/German) marketing, communications and organizational development executive. Before joining the EACC in 2019, she notably acted as Head of Strategic Communications for the industrial manufacturing group, Accudyne Industries, Senior Advisor, Strategic Marketing & Development for the OECD's International Energy Agency and Head of Marketing, Europe for Proudfoot Consulting.

Katherine has taught courses in communication and change management for the Sorbonne's CELSA Graduate School and ESSCA and EBS business schools in Paris. She has a Master's Degree from the Sorbonne/CELSA and a Bachelor of Arts from Brown University.

***Katherine Prewitt  
Executive Director, EACC Paris  
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Tel : 06.87.30.20.03***



# EACC at a glance



- Our mission

## Educate

Insights to keep in step with a changing business landscape

## Accelerate

Best practice for functional excellence and organizational agility

## Convene

A seat at the table of transatlantic business dialogue

## Connect

Connections to achieve company growth objectives



## • Our community

**01**

Over 750 member companies

**02**

10,000 executives in the US and across Europe

**03**

A not-for-profit, non-governmental, non-political member-funded association

**04**

A growing network of chapters in the US and Europe: Cincinnati, Texas, Florida, New York, the Carolinas, Lyon, Amsterdam





## • Our ecosystem

### Excellent relationships globally

EU Commission, ECB,  
IMF, World Bank,  
OECD, EU Delegations  
and various European  
capitals

High-ranking  
diplomats, government  
officials and economic  
stakeholders

### And locally

State and local governments,  
economic development  
organizations, educational  
institutions ...



# Thank you

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Contact : [prewitt@eaccfrance.eu](mailto:prewitt@eaccfrance.eu)



- **Annual EACC membership dues, excluding taxes**

**3,000€**

- Company  $\geq$  100 employees/ 5M EUR (5 representatives)

**2,000€**

- Company  $\leq$  100 employees/5M EUR (5 representatives)

**1,000€**

- Individual

**TBD**

- Option dedicated support







## EACC Paris host & animator

2 Member expert/animators, integrating content and additional experts according to evolving working group needs

Meetings every 6-8 weeks at participant offices

## • Governance

**Launch : November 17th or 18th 2021**





# How to join the discussion?



- **An EACC membership, which includes**

Access to French tech & US working group

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Access to other EACC Paris committees

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Possibility to participate in/invite colleagues and clients to EACC conferences and events

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Access EACC transatlantic member network

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Qualified referrals & member connections across the EACC network

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Valorisation as a part of the EACC transatlantic business community

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- **Option Dedicated support**

Installation/development US - EU

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Qualified sourcing & connections to the experts who address your needs

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