

Founder Legal Boot Camp

2026 Munich Edition

12 AND 13 JUNE 2026
ONSITE AND REMOTE

ONLINE ONLY PRE-EVENTS
9 AND 10 JUNE 2026

NEW COOL PROGRAM ELEMENTS

LESSONS LEARNED FROM
Y COMBINATOR FOR
GERMAN FOUNDER TEAMS

ORRICK GREENHOUSE - **ELITE
COACHING** FOR GERMANY'S
NEXT DEEPTech LEADERS



LATEST EDITIONS

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WELCOME

Welcome to the eleventh edition of the Founder Legal Boot Camp, together with **TUM Venture Labs** and again in cooperation with **WHU Entrepreneurship Center** and **RWTH Innovation**.

In addition to aspiring teams from the universities involved, we also warmly welcome a number of further founding teams from other universities and institutions.

The event is packed with a lot of really boring legalese... Just kidding, we will make this event as relevant and practical as possible. The goal is to equip aspiring founders with what they need to avoid common legal pitfalls and succeed in their fundraising efforts.

To take into account that you are at different stages of development and to avoid overloading Friday and Saturday, we will have two online-only pre-events:

On the evening of Tuesday, 9 June, we will focus on Founder Team Composition and Founder Equity Split and the next evening, Wednesday, 10 June, our topic will be Getting Incorporated.

If you haven't registered yet, click [here](#) to do so. Participation is free of charge, and you can attend either in person in Munich or online via Zoom. However, **we highly recommend attending on site** for a more engaging experience, direct exchange with the speakers, valuable networking with fellow founders, and full catering included. To learn more about all upcoming FLBCs, visit orrick.com/flbc.

Finally, if you have questions or ideas ahead of the event or afterwards, please reach out. We'd love to hear your thoughts.



PHILIPP GERBERT
TUM Venture Labs



MAXIMILIAN ECKEL
WHU Entrepreneurship Center



MALTE BRETTEL
RWTH Innovation



SVEN GREULICH
Orrick



JOHANNES RÜBERG
Orrick

THE PARTICIPATING INSTITUTIONS

Founding Partners



Startup Factories and Regional Hubs



Further Partner Universities and Research Institutions



FLBC MUNICH IS POWERED BY

TUM Venture Labs is a joint initiative of top-ranked Technical University of Munich and leading entrepreneurship center UnternehmerTUM with partner institutions and companies, aiming to increase the quality and quantity of scalable technology spin-offs and ventures in the region by a factor of ten. The TUM Venture Labs offering is based on the four key pillars Education, Venturing, Events & Network and Spaces & Infrastructure. TUM Venture Labs consists of 12 venture labs Aerospace, ChemSPACE, Built Environment, Robotics/AI, Food/Agro/Biotech, Software/AI (Munich & Heilbronn), Healthcare, Quantum/ Semicon, Additive Manufacturing, Sustainability/Circular, Mobility and Legal Tech.

WHU - Otto Beisheim School of Management with campuses in Vallendar and Düsseldorf is Germany's leading business school, consistently ranked among Europe's finest. The WHU Entrepreneurship Center coordinates WHU's entrepreneurship community. It encourages WHU members to become entrepreneurs by mapping and activating the WHU entrepreneurship community and celebrating its successes. By actively engaging in partnerships with other universities and organisations, it helps them exploit the best opportunities. Furthermore, it fast-tracks entrepreneurial journeys by connecting aspiring WHU entrepreneurs with world-class mentors and investors from WHU's exclusive alumni network.

The vision of **RWTH Innovation** and the RWTH Entrepreneurship Center is to build the leading integrated tech-incubator in Europe to empower talented and motivated people to build impactful technology companies. It provides comprehensive support for founders in all stages. With or without an innovative business idea – people interested in founding a startup will be provided with goal-orientated support by our team. RWTH Innovation offers entrepreneurs, depending on the development stage of their company, custom-made support, e.g., individual coaching, events, workshops or networking.



PHILIPP GERBERT
TUM Venture Labs

Dr. Philipp Gerbert is CEO of TUM Venture Labs which he founded over 5 years ago. Previously he was Senior Partner at the Boston Consulting Group, focussing on AI in Business, Quantum Computing and Climate Action. He has spent his professional life on both sides of the Atlantic, including many years in Silicon Valley. By background Philipp is a physicist and holds a PhD from MIT.



MAXIMILIAN ECKEL
WHU Entrepreneurship Center

Maximilian Eckel is the Managing Director of the WHU Entrepreneurship Center. After graduating from WHU himself, he co-founded his own startup in Berlin and later became Head of Startup Coaching at RWTH Aachen University. He has mentored dozens of ventures, ranging from D2C brands to quantum computing spinoffs, and helped raise millions of euros in private and public funding.



MALTE BRETTTEL
RWTH Innovation

Prof. Dr. Malte Brettel is professor of entrepreneurship at RWTH Aachen, adjunct professor at WHU in Vallendar and heads the RWTH Innovation Entrepreneurship Center. After working in consultancy for some years he started his first company in 1999, where he also served as managing director. Since then he co-founded several other companies, works as a business angel and venture capital investor.

AGENDA

TUESDAY 9 JUNE 2026

18.00 - 19.00 **Pre-event#1 - The First Minutes: Founder Team Composition and Founder Equity Split**
Sven Greulich (Orrick)

ONLINE
ONLY

WEDNESDAY 10 JUNE 2026

18.00 - 19.00 **Pre-event#2 - The First Minutes: Incorporating Your Start-up**
Johannes Rüberg (Orrick)

ONLINE
ONLY

FRIDAY 12 JUNE 2026

09.15 - 09.30 **Welcome Address**
Representatives from TUM Venture Labs, WHU and RWTH

09.30 - 11.00 **Start-up Financing - Overview and Convertible Loan Financings**
Sven Greulich (Orrick)

11.00 - 11.15 **BREAK**

11.15 - 12.45 **Start-up Financing - Equity Financings and Term Sheet Deep Dive**
Sven Greulich (Orrick)

12.45 - 13.30 **LUNCH BREAK**

13.30 - 14.30 **Expensive Tax Pitfalls in the Early Stages**
Carsten Engelings (Orrick)

14.30 - 14.45 **BREAK**

14.45 - 16.15 **IP Must-haves for University Spin-outs**
Benedikt Migdal (Orrick)

16.15 - 16.30 **BREAK**

16.30 - 17.30 **Data Privacy and Cyber Must-haves**
Robert Weinhold (Orrick)

17.30 - 17.45 **BREAK**

FRIDAY 12 JUNE 2026 ctd.

17.45 – 18.45 **Case Studies for AI Business Models**
Benedikt Migdal (Orrick), Robert Weinhold (Orrick)

18.45 – 19.15 **Fireside Chat**
"Just Be More Ambitious" – Lessons Learned from Y Combinator for German Founder Teams
Tom Blomfield (General Partner at Y Combinator)



Thereafter **FOOD AND DRINKS**

SATURDAY 13 JUNE 2026

09.30 – 11.00 **Employment Law Must-haves**
Asalia Melanie Scheibner (Orrick)

11.00 – 11.15 **BREAK**

11.15 – 12.45 **ELECTIVE 1 (PARALLEL SESSIONS)**
U.S. German Holding Structures, the Delaware Flip and Brief Overview Over U.S. Market Entry Projects
Onur Öztürk (Orrick), Carsten Engelings (Orrick)

ELECTIVE 2 (PARALLEL SESSIONS)
Coffee Chat: Open Q&A Session/Office Hour
Johannes Rüberg (Orrick)

ONSITE ONLY

12.45 – 13.30 **LUNCH BREAK**

13.30 – 15.00 **Employee Stock Option Plans**
Virtual Programs, Hurdle Shares and Sec. 19a EStG Shares
Sven Greulich (Orrick)

FOLLOWING THE FLBC

Greenhouse Training Sessions

This opportunity is reserved for selected teams that are currently in a fundraising process

TOPICS

The First Minutes: Founder Team Composition and Founder Equity Split

This session delves into the complexities of composing a founder team and dividing equity among founders and structuring the initial cap table. General considerations include, amongst others, the misconception that an even split is always fair, the importance of focusing on future contributions, and recognizing that ideas alone are not as valuable as execution. Last but not least, we will address aspects that apply in particular to university spin-outs.

The First Minutes: Incorporating Your Start-up

This session covers the essentials of incorporation, starting with the reasons to incorporate, such as mitigating risks associated with the Gesellschaft Bürgerlichen Rechts (GbR) and improving team dynamics. It discusses the optimal timing for incorporation and outlines the process, exploring legal forms, founder holdings, a step-by-step plan, and specifics of the GbR.

Start-up Financing – Overview and Convertible Loan Financings

We provide a comprehensive overview of start-up financing, highlighting its significance and the various funding sources available as well as best practices on how to negotiate with VC and CVC investors. The session then focuses on convertible loans, explaining their structure and key terms. A checklist is provided to help founders navigate the complexities of convertible loan agreements.

Start-up Financing – Equity Financings and Term Sheet Deep Dive

This session offers an in-depth look at term sheets in equity financings. It begins with an overview of the typical financing round process followed by a deep dive into economic terms, such as valuation, liquidation preference, and anti-dilution protection, and control terms, including board composition and protective provisions. Other terms like closing conditions, costs, and exclusivity are also covered. Finally, we put all this in the context of the current economic situation and market trends in the U.S., European and German arenas.

Expensive Tax Pitfalls in the Early Stages

In this session we help start-ups navigate complex tax issues and highlight common tax pitfalls that start-ups face in their early stages. We emphasize the importance of early tax planning and understanding the tax implications for founders. The risks of relocating without proper tax advice are discussed, along with cross-border tax considerations. The session also covers the tax implications of being a global company from the start.

IP Must-haves for University Spin-outs

This session focuses on the essential aspects of intellectual property (IP) and know-how, emphasizing on the unique challenges and opportunities of start-ups using university IP. It sheds light on how IP can be managed, dos and don'ts to help start-ups protect their innovations and make their businesses more attractive to investors. Best practice is given to help founders navigate the complexities of transferring university IP and structuring compensation agreements.

Data Privacy and Cybersecurity Must-haves

As data are key to the vast majority of start-ups, we cover the fundamentals of privacy, including GDPR, what constitutes personal data, and the guiding principles of data protection. The concept of "Privacy by Design" and six important compliance obligations are explained. Practical privacy do's and don'ts are provided, along with an overview of upcoming data and digital laws in the EU. We also outline the current regulatory framework to help start-ups stay compliant.

Case Studies for AI Business Models

In this session, we address the unique legal challenges faced by AI start-ups. It covers the legal framework for AI regarding data privacy and cybersecurity, focusing on the GDPR and the AI Act. Key principles, legal obligations, and compliance strategies are discussed. We also highlight data-related liability risks and what to consider when developing or using AI. IP issues related to input training data and output data are covered, including sources, protection methods, and infringement risks.

Employment Law Must-haves

We provide essential knowledge on employment law for start-ups. It covers the legal status of founders and the different types of team members, including employees, contractors, interns, and working students. We deal with drafting employment contracts, enforcing non-competes, and creating contractor agreements. The session also covers best practices for recruiting, onboarding, terminating employment, and offboarding, including the five most common mistakes made by start-ups.

U.S. German Holding Structures and the Delaware Flip and Brief Overview over U.S. Market Entry Projects

We explain the benefits and drawbacks of U.S.-German holding structures including the Delaware Flip. The session covers the pros and cons of a two-tier structure and the process of flipping an existing structure. Tax considerations for each option are discussed. We also provide insights into operating in a two-tier structure, highlighting operational differences and the process of raising funds through SAFE financing.

Employee Stock Option Plans

In this session, we provide an overview of employee stock option plans and compare the situation in the U.S. and Europe, highlighting the growing convergence. We cover virtual programs, hurdle shares and equity-based programs, including sec. 19a EStG shares and profit participation rights. Their concepts, legal documentation, tax considerations and key terms such as vesting, leaver events, and exit payments are explained to help start-ups design and implement effective ESOPs (in Germany and internationally).

"Just be more ambitious" - Lessons Learned from Y Combinator for German Founder Teams

Tom Blomfield, General Partner at Y Combinator, has worked closely with numerous German start-ups accepted into the program of the world's leading accelerator. He recognizes Germany's engineering talent as world-class. However, he observes that German founder teams often need to rethink their ambitions and approach to scaling.

In his session, Tom will share firsthand insights and practical guidance drawn from his experience at Y Combinator—offering German entrepreneurs actionable strategies to unlock their full potential and accelerate growth.

NEW: GREENHOUSE @ORRICK TECH STUDIO

Introducing GREENHOUSE @Orrick FLBC: Elite Coaching for Germany's Next DeepTech Leaders

We're excited to announce the expansion of Orrick's acclaimed Greenhouse program – previously available only to Orrick's U.S. clients – as a new, integral component of the Founder Legal Boot Camp. This unique offering is designed specifically for ambitious German deeptech founders, addressing the real-world challenges of developing, explaining, and executing an equity story that resonates with top-tier international investors.

Greenhouse is not your average "how to pitch" workshop. The content and coaching are purpose-built for the German deeptech ecosystem, drawing on our extensive experience with local founders and investors. Led by Patrick Barry – former tech lawyer, serial operator, and trusted advisor to over 300 Orrick startup clients – this program delivers honest, actionable feedback. Patrick spent two decades leading product and go-to-market teams at companies like Yahoo!, Intuit, and Zenoti, and was fortunate to count the legendary Bill Campbell – the "Trillion Dollar Coach" – as a friend and role model. Inspired by Bill's founder-first approach, Patrick brings a rare blend of candor, empathy, and practical insight to every session.

GREENHOUSE @ORRICK TECH STUDIO

As part of the new GREENHOUSE @FLBC, a select group of fundraising deeptech teams will receive behind-closed-doors coaching tailored to the German market. The focus: crafting an equity story that stands up to the scrutiny of international VCs. Sessions are strictly confidential, ensuring founders can speak openly about their challenges. You'll have the rare opportunity to trial-pitch in front of real U.S. venture capital investors – who will provide candid, practical feedback, not just polite encouragement.

We provide free coaching to help seed stage clients decide where to focus based on your business model, ensuring you establish the right root system for the company to thrive.

Participation in Greenhouse is free of charge and exclusive to FLBC attendees who are at the right stage for this level of coaching. **We'll reach out directly to FLBC participants with details on how to apply.**

If you're ready to take your story – and your company – to the next level, Greenhouse @FLBC is your launchpad.

"You definitely gave us food for thought in several areas, especially how to think about framing a white label offering for the tool. Your input was very much appreciated by us all."

COO
Agile Labs

"Hey Patrick, I wanted to send a quick note and say thanks for reviewing our pitch last week, the feedback was immensely valuable."

CEO
Proxima Health

"Thank you one more time for the keen insight and time taken this past week. It really helped us triangulate what we needed to do quickly, and it worked."

Wild Capture team

"I want to have a frank discussion about how to really engage and benefit. I now fully realize you've got the mojo we need."

CEO
XP News

Check out the videos on our
GREENHOUSE website



- ▶ Why did we start Greenhouse?
- ▶ Who is it for?
- ▶ How does it work?
- ▶ What is your coaching style?
- ▶ What is our top advice for startups?

FEEDBACK FROM PREVIOUS FLBCs

Zora

May 2025 ...

Founder

Knowledge-packed and also empowering. Thanks to the Orrick Team for this workshop, important for all founders!

Stefanie

May 2025 ...

Founder

Thanks for this amazing and most useful Boot Camp! Honestly this should be a Must for anyone thinking of starting a company, couldn't recommend this more highly.

Sascha

March 2026 ...

Founder

What a great session with the Orrick Germany team! It was absolutely fascinating and so helpful. Thank you very much!

Philipp Gerbert

May 2024 ...

CEO TUM Venture Labs

The Founder Legal Boot Camp covers the must-knows for any founder in Germany, presented in an entertaining way – backed up by lots of open-source information. Any (prospective) founder ignores this content at her own risk!

Gaby

May 2025 ...

Founder

The content is absolutely excellent! Especially the between-the-lines content. You don't just teach the theory but you explain how it actually works in real life, what to focus on, what to disregard, etc. I have worked with quite a few lawyers over the past 25 years and [this is] very rare amongst lawyers who tend to get lost in "it depends" and fineprint, missing the big picture.

Dorothea

Feb 2025 ...

Private Lecturer and future Founder

This was a wild ride today—now my head is spinning! Thank you so much for educating me about what to do and, more importantly, what not to do...

Lukas

Nov 2023 ...

Founder

I attended last year - extremely high ROI for any (aspiring) founder.

Jasper

Feb 2025 ...

Founder

Some of the best startup lessons I've learned came at zero cost. When I attended the Founder Legal Bootcamp back in 2023, I expected complicated jargon and dense legalese. Instead, I walked away with practical, easy-to-understand insights that saved me countless headaches (and expenses) in the long run. Plus Sven Greulich and his colleagues are far from boring, they'll get you excited for the topic. I can't recommend it enough if you're looking to avoid common legal pitfalls; navigate fundraising confidently; walk away with a clearer strategy (and more peace of mind).

Fandi Hartl

February 2026 ...

Founder, Dr.-Ing., advisory board member of the VDI-Süd Working Group on Women in Engineering

Eines der besten Events, die ich im Rahmen meiner Gründerinnen-Laufbahn besucht habe. So viel gebündelter, relevanter Input zu rechtlichen Themen, die uns wirklich betreffen. So professionell, klar, cool und unglaublich eloquent vermittelt! Ich war sehr froh, vor Ort in München dabei gewesen zu sein.

Nicole

Nov 2024 ...

Founder

Thank you so much for sharing your knowledge and best practices! I was able to take away a few key insights that I need to address right away. Thanks to you, this will help me stay on track and continue delivering value to our customers in the long run. As an early stage startup founder it was a lot of information to digest. I will definitely come back a second time. Additionally, thanks for the great atmosphere and opportunity to get to know interesting entrepreneurs.

Jonas

Feb 2025 ...

Founder

Ein großes Dankeschön an das Orrick-Team für den direkten Austausch – besonders beim wichtigen Thema IP im AI-Bereich. Das hat uns sehr geholfen!

Nils

Nov 2023 ...

Founder

We really got a huge amount of valuable insights for our startup by extremely knowledgeable speakers. For a deeper dive into these topics, check out Orrick's great "Legal Ninja Series" with very valuable deep dives in all the topics mentioned.

Hojjat

Founder

Feb 2025 ...

I just wrapped up an intense 16-hour legal boot camp, and wow!—my brain is still processing! As someone with zero legal background, diving into tax strategies, founder pitfalls, and legal fundamentals was both challenging and incredibly valuable. The instructors didn't just teach, they translated complex legal concepts into actionable insights. Definitely one of those investments that will pay for itself many times over. Grateful for the knowledge and the network!

Max Eckel

Director of WHU Entrepreneurship Center

September 2025 ...

If I was to attend one workshop style format as an aspiring founder in a given year, it would be this one.

Ying

Founder

Feb 2025 ...

Last week, I had the incredible opportunity to join a Founder Legal Boot Camp, diving deep into the legal essentials that every entrepreneur should know. These sessions provided invaluable insights that will shape how I approach startup growth and risk management. Huge thanks to the organizers.

Anja

Master of Entrepreneurship Student

Nov 2024 ...

Ein herzliches Dankeschön für das inspirierende Founder Legal Boot Camp! Die Veranstaltung war vollgepackt mit wertvollem Wissen zu rechtlichen Themen, die Start-ups voranbringen. Auch begeistert hat mich der offene Austausch unter den Teilnehmern und die Energie, die den Raum gefüllt hat. Genau solche Events stärken das Gründernetzwerk und schaffen wertvolle Verbindungen.

Shreya

Doctoral Researcher

Feb 2025 ...

15 hours of rigorous albeit incredible learning experience on navigating through regulatory and legal aspects. Appreciate all the sessions and the entire team for pulling off this bootcamp and sharing your intangible knowledge.

Maximilian

Founder

Nov 2024 ...

Building a successful startup takes more than a great idea—it requires a solid legal foundation. That's exactly what the Founders Legal Bootcamp offered, providing invaluable guidance on the legal essentials of launching and scaling a startup. Thanks to Orrick for organizing such a comprehensive and their incredible dedication and expertise. Orrick's support in empowering the next generation of founders is truly unmatched.

Andrew

MBA Student

Nov 2024 ...

A foundational legal understanding for startup founders taught in 2 days? It sounds like a challenge, but the FLBC is an event that Orrick Germany executed exceptionally well. They covered every important topic for startup founders to consider even in the earliest stages. As an aspiring founder, I found the content highly engaging and it has left me with a clear direction on which critical items to consider as I pursue my own entrepreneurial journey.

Malte Brettel

Tenured Professor at RWTH Aachen

May 2024 ...

I am excited to see that the Founder Legal Boot Camp has become an institution and has helped literally hundreds of founders already.

Olena

PhD student

Nov 2024 ...

It was incredibly insightful for an early-stage founder like me. As a scientist and not a lawyer, I highly recommend this course—having this foundation is crucial. After all, it's us who will be negotiating with investors and shaping the future of our ventures!

Jan Büchsenschütz

Co-founder/COO RIICO

May 2024 ...

The Orrick Legal Boot Camp is a must-have for all founders. Nowhere else can you find such good and compact knowledge for founders at a glance. We still benefit from this knowledge today.

Christian

Professor and Founder

Nov 2024 ...

Ein intensives und lehrreiches Wochenende! 19 Stunden voller Vorlesungen, spannender Diskussionen, exzellenter Gespräche, Fallbeispiele und Networking. Von rechtlichen Fallstricken bis hin zu Best Practices habe ich viele wertvolle Insights mitgenommen. Das Boot Camp möchte ich gerne nicht nur allen Gründer, sondern auch (Corporate) Investoren und allen, die sich für das Thema Gründen interessieren, absolut empfehlen. Diese umfassende Veranstaltung hat erneut gezeigt, wie wichtig es ist, rechtlich fundiert und strategisch gut vorbereitet zu sein – vor allem in den dynamischen Umfeldern von Startups und Innovationen. Ein riesiges Dankeschön für die professionelle Organisation und die erstklassigen Referenten und Inhalte.

GUEST CONTRIBUTOR



TOM BLOMFIELD
Y COMBINATOR

Tom Blomfield is a General Partner at Y Combinator, the world's leading start-up accelerator.

Tom was co-founder of Monzo, one of the first app-based challenger banks in the UK. Monzo raised more than GBP 500 million, counts 10% of the UK population as customers, and was the #1 recommended brand in the UK for two years running.

Previously, he founded GoCardless (YC Summer batch 2011), an online payments processor for the Direct Debit system. In 2019, he was appointed an Officer of the Order of the British Empire (OBE) for increasing competition in the banking sector.

ORRICK SPEAKERS



SVEN GREULICH

Dr. Sven Greulich LL.M., EMBA is a partner, heads our Technology Companies Group in Germany and focuses on advising high-growth technology companies and their investors. He is a WHU alumnus and his work for technology companies in cross-border engagements has won several awards (FT, Legal 500, BestLawyers). The leading international law firm directory Chambers lists Sven as one of the Top 3 venture capital lawyers in Germany.



JOHANNES RÜBERG

Dr. Johannes Rüberg, EMBA is a partner and passionate about advising entrepreneurs and startups on their growth trajectory. His practice further focuses on advising (corporate) venture capital investors in growth investments as well as strategic and financial investors on M&A. Johannes is a WHU alumnus and recognized by Legal 500 and Handelsblatt.



BENEDIKT MIGDAL

Benedikt Migdal is a partner and advises on IP aspects of complex technology transactions, including M&A, divestments, venture investments and other commercial transactions where intellectual property and know-how are key assets. He is also an experienced patent and trade secret litigator and has represented clients from a range of industries in complex disputes. Amongst others, Benedikt is recognized by Handelsblatt.



CARSTEN ENGELINGS

Carsten Engelings is a counsel and qualified in Germany both as an attorney and tax advisor. He advises on German tax and accounting issues arising for industry clients as well as for startups, their founders and investors. He also advises and represents clients with respect to tax field audits and in tax litigation against the fiscal administration and before German fiscal and civil courts.



ASALIA MELANIE SCHEIBNER

Asalia Melanie Scheibner advises national and international companies on individual and collective employment law matters, as well as on employment law issues related to transactions and internal investigations.



ONUR ÖZTÜRK

Onur Öztürk is a counsel and advises on all aspects of corporate law. His focus lies on domestic and cross-border mergers and acquisitions and venture capital transactions. Onur has particular expertise in flipping German startups into a U.S./German holding structure and in 2022 spent three months working out of our Bay Area offices.



PATRICK BARRY

Patrick Barry started his career as a technology companies lawyer, but soon joined the startup world and began a 20+ year journey as a business leader running go-to-market, product development and business operations for a series of companies including Yahoo!, Intuit, Logikcull and Zenoti. During that time he led teams through good times and bad, raised money, bought and sold companies. Recently he returned to Orrick to lead our Greenhouse business coaching program for our seed stage clients.



ROBERT WEINHOLD

Robert Weinhold is a counsel and advises on transactions of technology, data law, IT contracts and intellectual property related agreements, often in an international context. Always being fascinated by new technologies and digitalization, before joining Orrick he founded a company that provided a software-as-a-platform solution and worked for a German venture capital investor.

ABOUT ORRICK

Global Leader in Venture/Tech

- Globally integrated law firm serving clients at all stages of growth, working as one team with 1,100+ lawyers from over 25 offices worldwide.
- We help our clients, startups and investors develop novel strategies to push boundaries – thus (corporate) venture is at the heart of our firm.
- Our extensive client portfolio, deal volume, and relationships in the tech ecosystem allows us to provide unique commercial and legal insight.

Our Düsseldorf and Munich offices are a Venture Powerhouse:

- Several DAX and MDAX companies on venture investments.
- Some of the world's leading venture investors such as Coatue, GIC, EIP and Headline.
- Advised on financings of numerous (potential) German unicorns, e.g., Contentful, Deposit Solutions and Proxima Fusion.
- Working with our international colleagues on venture transactions day in day out.
- We've done it all: Series Seed through H (lead, non-lead), SAFEs, venture debt, venture funds, IPOs, M&A, U.S. flips etc.

Advising on more venture transactions in Europe than any other law firm — for 10 consecutive years

 PitchBook

Second most active venture capital law firm in DACH for 5 consecutive years (PitchBook FY 2025)

Chambers
AND PARTNERS

Band 1 Ranking for
Venture Capital in Germany
(2026)

JUVE

Band 1 Ranking for
Venture Capital in Germany
(2025/2026)

ORRICK LEGAL NINJA SERIES

The Orrick Legal Ninja Series (OLNS) is Orrick's flagship content platform for the German entrepreneurship ecosystem. As a global law firm with deep roots in the world's leading technology markets, we are passionate about supporting German founders and investors – not just with legal advice, but with holistic, actionable insights that help shape the long-term success of their ventures.

- **OLNS#1** on Venture Debt, a potentially attractive complement to equity financings for business start-ups that already have strong investors on board.
- **OLNS#2** on Convertible Loans, an important part of the financing portfolio of start-ups.
- **OLNS#3** on Employment Law for Tech Companies and what is particularly relevant for German start-ups and their investors.
- **OLNS#4** on Corporate Venture Capital and shares best practices, motives, success factors, incentive schemes and tips for agreements in the CVC ecosystem.
- **OLNS#5** on Venture Financings in Uncertain Times, with practical guidance for fundraising in uncertain times and likely changes in deal terms and structural elements of financings.
- **OLNS#6** on Leading Tech Companies through a Downturn incl. obligations, liability risks, reducing costs, IT/IP, data privacy, renegotiating contracts, disputes and restructuring loans.
- **OLNS#7** on U.S. Holding Structures for German Start-ups, including corporate governance and fundraising.
- **OLNS#8** on ESOPs, VSOPs & Co., including structuring, implementation and best practices.
- **OLNS#9** on Venture Capital Deals in Germany, including pitfalls, key terms and success factors founders need to know.
- **OLNS#10** on University Entrepreneurship & Spin-offs, including team and cap table composition for deep tech startups, IP transfers from universities and research institutes, financing rounds.
- **OLNS#11** on U.S. Venture Capital Deals from a German Market Perspective, including deep dives into some particularly important economic and control terms.
- **OLNS#12** on Advisory Boards in German Start-ups, including their role, duties and liability as well as best practices.
- **OLNS#13** on M&A in German Tech, a playbook for buyers and sellers with focus on the sale of venture-backed companies.
- **OLNS#14** on Growth and Hurdle Shares in German Start-ups, including structures, practical implementation and empirical data.
- **OLNS#15** on Founder Teams and Equity Splits in German Start-ups, including team size and composition, equity splits and empirical data.

For more go to orrick.com/olns



THE ORRICK LEGAL NINJA SNAPSHOTS

In our Orrick Legal Ninja Snapshots, we pick up on the latest developments and provide you with quick, digestible insights into current legal issues that are highly relevant to the German venture / tech ecosystem.

If you would like to stay on top of developments with our Orrick Legal Ninja Snapshots, just follow Orrick Germany on LinkedIn.



For more go to orrick.com/olns

Follow Orrick Germany at LinkedIn

DEAL FLOW STUDY

In our annual Deal Flow study, we analyze our closed venture financing transactions and convertible loan note financings across our European offices – 400+ venture financing deals across Europe in 2025, raising more than USD 10.1B – to offer unique strategic insight into the European venture capital market:

For crucial topics such as Valuation | Liquidation Preference | Anti-dilution Protection | Exit Considerations | Board Composition | IPO regulations | and much more we know what has been contractually regulated in hundreds of venture transactions each year on which Orrick advised on in Europe.



For more go to orrick.com/dealflow

EUROPEAN STARTUP HEALTH CHECK

Is your start-up ready to take the next step on the entrepreneurial journey? Orrick's European Startup Health Check gauges your company's readiness for the next phase of growth. The tool identifies vulnerabilities and offers solutions to help your startup reach the next milestone.



For more go to orrick.com/eu-healthcheck

OUR GERMAN TECH RESOURCES

In the Germany section of our global Orrick Tech Studio, you will find our OLNS guides, snapshots, practical forms (including an AI-powered chatbot) and all the other resources we publish to empower the tech ecosystem in Germany.



Forms

- Incorporation Questionnaire (Germany)
- VSOP Questionnaire (Germany)
- US-Flip Questionnaire (Germany)...

...and much more

Insights

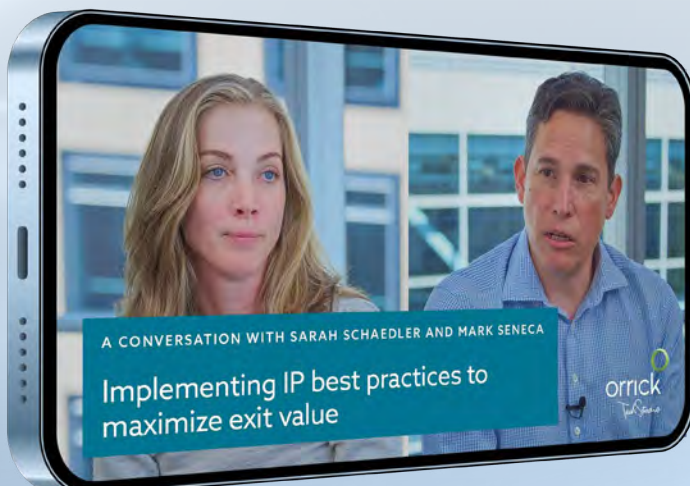
- #FounderTeams in German Start-ups – Part I: Team...
- #DefenseTech – Regulatory Requirements for...
- #ESOP: How to Deal with the New Case Law on the...

...and much more

Featured



M&A EXIT QUICK TAKES



FAQs

- Germany: What are the most common ways to structure seed financings?
- Germany: What is the legal form typically used in Germany for the incorporation...
- Germany: What are the different types of equity awards available in Germany?...

...and much more

For more go to [orrick.com/techstudiogermany](https://www.orrick.com/techstudiogermany)

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