

Gunderson Dettmer Adds M&A Pro From Fenwick

By **Matthew Perlman**

Law360, New York (May 17, 2016, 3:43 PM ET) -- Gunderson Dettmer Stough Villeneuve Franklin & Hachigian LLP has added a deals pro to its Silicon Valley office from Fenwick & West LLP, with 20 years of experience counseling venture firms and other investors, as well as public and private companies, on important mergers, acquisitions and other transactions.

Andrew Luh joined the firm May 9 as a partner and will chair the global M&A practice group. He has worked for both buyers and sellers on more than 250 transactions over the course of his career, including on acquisitions, business combinations and divestitures, for deals worth a total of more than \$60 billion. His clients have included tech companies such as Cisco Systems, Intuit and Sony, as well as venture-backed startup companies like WhatsApp, which he helped counsel through its \$19 billion purchase by Facebook Inc. in 2014.

Luh has spent his whole career in Silicon Valley and said working with innovative companies and the people behind them provides a constant source of excitement.

"That's probably the neatest part of the day-to-day work," Luh said. "Dealing closely with the management teams, with creative, innovative and smart people."

Luh said his work at Gunderson Dettmer will skew slightly toward the sell side. He hopes to try to leverage the firm's relationships with existing clients as they mature, and will look to work with their sponsors as well. Ultimately, he said, the goal is to help counsel a company from acquisition through to its final disposition.

He also said there are generally a high number of companies in a later stage of their life cycles on the market right now, which should present opportunities to counsel smaller companies that could become potential targets.

"There's a lot of late-stage private companies," Luh said. "There's a stable of newly minted post-IPO companies that could become acquisitive."

Luh said he was familiar with Gunderson Dettmer's work from sitting across the table from its attorneys on deals in the past, and said he knew from the outset it would make a good cultural fit for him. He also said he was excited by the opportunity of getting to chair a group.

"It's a chance to try and test myself, and to grow a practice area," Luh said.

Gunderson Dettmer Chair Robert V. Gunderson Jr. said in a statement that he was impressed with Luh's work, as well, and said he'll be an asset to the firm.

"We are absolutely thrilled with Andrew's decision to join us to lead our thriving global M&A practice," Gunderson said. "We have worked with Andrew on many transactions in the past. He is an immensely skilled and creative lawyer with exceptional business judgment."

Luh received his bachelor's degree from the University of Virginia and his law degree from Stanford University Law School.

--Editing by Kelly Duncan.

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