

David Naylor

Partner

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About David

David Naylor leads our UK and EMEA Data Privacy, Cybersecurity & Digital Assets practice and is the global head of the AI Group. He is one of the industry's leading specialists in the converging areas of technology, data, digital media, intellectual property and privacy. A world-class roster of clients turns to David for support in high-value commercial transactions, technology transfer and licensing, and business-critical data privacy regulatory matters.

Much of David's practice focuses on international business expansion, cross-border transactions and multijurisdictional projects. He is a savvy dealmaker who understands the technologies that are transforming today's digital marketplace. Established and emerging companies regularly seek David's support with challenging and complex commercial transactions involving intellectual property, data and technology. His expertise extends to structuring and negotiating strategic partnerships, commercial joint ventures and all forms of commercial technology, intellectual property and data-focused transactions, and helping US, European and UK companies anticipate risks and navigate the challenges posed by dynamically evolving regulatory regimes, particularly in the fields of data privacy and artificial intelligence (AI). David is regularly consulted on "bet-the-farm" privacy compliance matters and has advised many companies on their dealings with privacy regulators, including in connection with data breaches, regulatory investigations and in successfully challenging potentially highly impactful regulatory decisions.

David's practice is notable for his work with innovative and disruptive businesses and their customers, and on pioneering and challenging projects. His experience includes working on groundbreaking transactions and other matters for global media and entertainment businesses, software and web services companies, telecoms and IoT service providers, electric vehicle manufacturers, leading cybersecurity specialists, blockchain technology developers, data and information services companies and disruptive players in the adtech, fintech, healthtech, AI, digital media and online retail spaces.

In addition to his robust legal practice, David pays it forward. He is a mentor on a number of London's leading accelerator programmes and is the founder of a network for CEOs and company founders. David is also an entrepreneur, having co-founded the social fitness technology company,

Racefully. He is the named inventor on a number of patents; has an MBA from Imperial College of Science, Technology and Medicine; is on the board of an international network for tech entrepreneurs, CEOs and investors; and is a fellow of the British American Project.

Experience

- Leading on the project to introduce European competition law into the UK telecom sector, which paved the way for the fully liberalised and competitive market in place today.
- Representing a global technology services business on the outsourcing to it of the entire private telecoms network of one of the UK's largest national utilities companies, which at the time of announcement was the largest ever UK telecom outsourcing transaction.
- Serving as outside counsel to one of the world's first smartphone manufacturers on its rollout in Europe.
- Leading negotiations on behalf of a well-known US electric vehicle company and successfully completing the deal between it and a major UK/Asian automotive business for the joint development, manufacture and supply of the world's first electric mass-production sports car.
- Advising one of the early leaders in blockchain technology development on multiple transactions for the deployment of its solutions, including within nuclear power stations, and on matters involving initial coin offerings and a major crypto wallet hack.
- Advising on the structuring, establishment and operation of the UK's first self-exclusion scheme for individuals with online betting and gambling problems.
- Advising one of the US' leading media and entertainment companies on the global launch of its direct-to-consumer mobile video-on-demand service.
- Advising one of the world's leading AI-enabled climate intelligence businesses on its commercial launch and rollout of its enterprise business.

Credentials

Education

- Imperial College of Science Technology and Medicine, M.B.A., 1993
- Durham University, BA Hons, 1991

Admissions

- England and Wales, 1995

Memberships & Affiliations

- International Association of Privacy Professionals
- iTechLaw

Recognitions

- Recognized in *Legal 500 UK* 2024 as a Leading Individual for IT & Telecoms
- Recognized in *Legal 500* for Technology, Fintech and Data Protection
- *Who's Who Legal* 2024 Thought Leader in:
 - Data – Information Technology
 - Data – Telecoms & Media
- Recommended in *Who's Who Legal* 2024 for:

- Telecoms Media & Entertainment – Telecoms & Media
- Data – Data Privacy & Protection
- Data – Data Security
- Data – Information Technology

Expertise

Services

- Corporate
- Intellectual Property & Technology
- Data Privacy, Cybersecurity & Digital Assets

About our firm

One of the world's strongest integrated law firms, providing insight at the point where law, business and government meet. We deliver commercially focused business solutions by combining our legal, lobbying and political capabilities and invaluable connections on the ground to a diverse mix of clients, from long-established leading corporations to emerging businesses, startup visionaries and sovereign nations. More than 1,500 lawyers in over 40 offices across four continents provide unrivaled access to expertise.