

# IFLR

INTERNATIONAL FINANCIAL LAW REVIEW

FREE for  
in-house counsel

3RD ANNUAL

# IFLR European M&A Forum

7 CPD  
Points

A legal update for in house counsel, deal makers and their advisors

September 27, 2017 • Le Méridien Piccadilly, London

**Benefits of attending:**

- Assess effective methods for managing semi-hostile deals
- Learn how to draft effective earn out clauses
- Debate the impact of the 'Trump bump' on M&A
- Explore cross sector trends within financial services, oil and gas and renewables
- Discover effective techniques to manage shareholder activism

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## European M&A Forum

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### INTRODUCTION

*International Financial Law Review* is pleased to be holding the third annual IFLR European M&A Forum in London, bringing together over 100 bankers' counsel, general counsel, deal makers and leading private practice lawyers for a day of engaging discussions and debate.

The geo-political landscape within Europe is turbulent, recent elections and the looming prospect of Brexit negotiations has left much uncertainty surrounding M&A activity.

IFLR will explore the next steps in an interactive and inclusive format over one day in London this September.

To register as a delegate, please contact [registrations@iflr.com](mailto:registrations@iflr.com)

If you are interested in speaking/exhibiting at one of our events please contact [matt.lathlean@euromoneyplc.com](mailto:matt.lathlean@euromoneyplc.com) or telephone +44 (0)207 779 8068

### Who you will meet:

- General counsel
- Bankers counsel
- Heads of legal
- Deal makers
- Private practice lawyers



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### PANEL TOPICS

#### 9.00 Opening remarks from chairperson

#### 9.10 Navigating private M&A transactions

- Assessing the geo-political landscape and its impact on transactions
- Purchase price: popularity of locked box deals within Europe
- Methods for negotiating semi-hostile deals
- W&I insurance: current market trends
- Brexit: identifying attractive sectors and those at risk
- Trump administration: US tax and policy considerations

**Kate Ball-Dodd**, partner, **Mayer Brown** (moderator)

**Ailsa Harding**, senior legal counsel, energy marketing & trading, **Centrica**

**Neill Hanlon**, director, assistant general counsel, **Bank of America Merrill Lynch**

**Krishna Raman**, head of corporate and M&A, group legal, **Lloyds Banking Group**

**Alex Christians**, underwriting manager and solicitor, M&A insurance, **ANV Global Services**

#### 10.00 SPOTLIGHT: Financial services M&A

- M&A in the Digital Financial Services and FinTech sector
- Assessing key regulatory risks and valuation methodologies
- Managing economic implications of Brexit

**Gavin Weir**, partner, **White & Case** (moderator)

**Tom Hambrett**, legal counsel, **Revolut**

**Graham Kirk**, associate general counsel, group M&A, **HSBC**

**Nicole Sandler**, vice president fintech & regtech, EMEA legal lead, **Barclays**

#### 10:40 Coffee and networking

#### 11.10 Merger control: Steering a safe course

- International enforcement trends and key risk factors
- Structuring options to mitigate intervention risks
- Practical tips to avoid censure for gun jumping between signing and closing

**Matthew Readings**, partner, **Shearman & Sterling** (moderator)

#### 12.00 Acquisition finance in M&A

- Best methods of acquisition: increased use of staple financing
- Assessing the state of mid- market financing versus larger market
- Building valuable alliances and joint ventures to maximise success
- Germany: increased use of alternative lenders

#### 12.50 Lunch and networking

#### 1.50 SPOTLIGHT: Oil & gas M&A

- Identifying areas for growth: India versus Africa?
- Climate-related financial disclosure: how climate-related risks are assessed

#### 2.20 Shareholder activism

- Examining the changing regulatory environment for institutions and activists
- Best tactics for briefing your board: are UK companies most vulnerable?
- Implementing effective protective strategies
- Sector focus: Retail, oil & gas

**Mariel Hoch**, partner, **Bär & Karrer** (moderator)

**Ruth Stone**, general counsel, **SCB Group**

#### 3:10 Strategies for effective private equity exits

- Reverse takeovers: interpreting common conditions and measures
- IPOs: do they deliver higher valuations?
- How to achieve more liquidity in final result
- Asia Pacific: examining a record year for PE buyouts

#### 4.00 Chair's closing comments



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# European M&A

## Forum 2017

September 27, 2017 • Le Méridien Piccadilly, London

### 1 | Register (Please tick one box):

Booking fee	Advisors / Consultants / Private practitioners service providers *	In-house counsel
Early booking rate (before Friday, August 4)	<input type="checkbox"/> £795 + VAT	<input type="checkbox"/> FREE
Standard rate (after Friday, August 4)	<input type="checkbox"/> £995 + VAT	<input type="checkbox"/> FREE

Total Remittance

(\*super early bird rate, limited availability)

### 2 | Your details for registration (Please print):

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### ADMINISTRATIVE INFORMATION:

**CANCELLATION POLICY:** If you cannot attend you must cancel your registration in writing by 30 August 2017 to receive a refund less a 10% administration charge. Cancellations received after 30 August 2017, or no shows, are liable for the full conference fee (where applicable). You may send a substitute to attend in your place at no extra charge, however we must know by 22 September 2017 via email. We cannot accept verbal cancellations. If you make your booking online, by email or via the telephone, you are automatically adhering to our terms and conditions.

**REGISTRATION FEE:** The registration fee includes participation in the forum, documentation material, coffee breaks and lunch. All delegates are responsible for their own accommodation and travel. The registration fee is charged in US Dollar.

**PAYMENT:** All registration fees (where applicable) must be received in full prior to the event date.

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