



MAYER|BROWN

FINANCIAL SERVICES M&A FORUM

Plug Into What's Next

January 14, 2026



AGENDA

2:00 – 2:05 P.M.	WELCOME REMARKS Lauren Pryor
2:05 – 3:05 P.M.	2026 VISION: MARKET FORCES SHAPING FINANCIAL SERVICES M&A David DesPrez (Bain Capital), Brent Ferrin (Houlihan Lokey), Al Laufenberg (KBW), Graham Nix (Evercore), Zach Pfanstiel (UBS), JP Bernard, Dan Serota
3:05 – 3:15 P.M.	NETWORKING BREAK
3:15 – 4:00 P.M.	CONVERGENCE IN ACTION: LEADERS OF THE PACK IN INSURANCE, ASSET MANAGEMENT AND PRIVATE CREDIT Katie Daly (Apollo, Athene), Gary Silber (KKR Insurance), Albert Yee (Macquarie Group), Greg Oguss
4:00 – 4:30 P.M.	AI IN FINANCIAL SERVICES: OPPORTUNITIES, RISKS, AND THE ROAD AHEAD Sanjay Sakhraji (KBW), Rishi Taparia (Garuda Ventures), Nina Flax
4:30 – 4:40 P.M.	NETWORKING BREAK

4:40 – 5:10 P.M. **DEAL OR NO DEAL: INSIDE HIGH-STAKES M&A DISPUTES**

Frank Dery (BRG), Frank Favia

5:10 – 5:40 P.M. **WHEN THE CYCLE TURNS: RESTRUCTURING SIGNALS AND
IMPLICATIONS FOR FINANCIAL SERVICES M&A DEALS**

Michael Pokrassa (Raymond James), Joaquin C de Baca,
Richard Stieglitz

5:40 – 5:45 P.M. **CLOSING REMARKS**

Lauren Pryor

5:45 – 7:00 P.M. **NETWORKING RECEPTION**



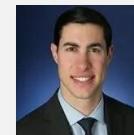
2026 VISION: MARKET FORCES SHAPING FINANCIAL SERVICES M&A

2:05 – 3:05 P.M.



DAVID DESPREZ

Partner
Bain Capital



ZACH PFANSTIEL

Managing Director
UBS



BRENT FERRIN

Managing Director
Houlihan Lokey



JP BERNARD

Partner
Mayer Brown



AL LAUFENBERG

Managing Director
KBW



DAN SEROTA

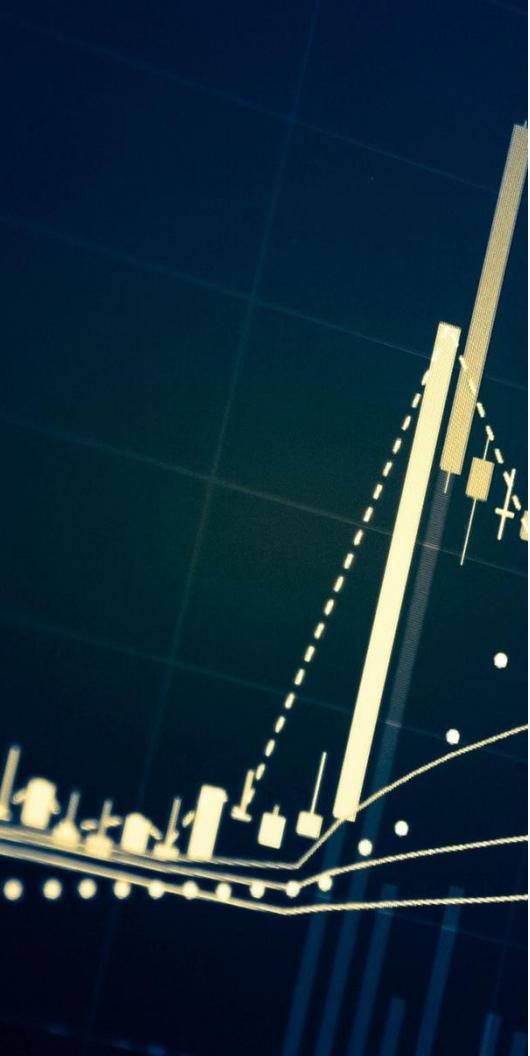
Partner
Mayer Brown



GRAHAM NIX

Senior Managing Director
Evercore





CONVERGENCE IN ACTION: LEADERS OF THE PACK IN INSURANCE, ASSET MANAGEMENT AND PRIVATE CREDIT

3:15 – 4:00 P.M.



KATIE DALY

*Partner, Global Head of M&A, Reinsurance and Pensions
Apollo, Athene*



GARY SILBER

*Managing Director, General Counsel of Investments and Risk
KKR Insurance*



ALBERT YEE

*Managing Director, Insurance Capital Solutions
Macquarie Group*



GREG OGUSS

*Partner
Mayer Brown*





AI IN FINANCIAL SERVICES: OPPORTUNITIES, RISKS, AND THE ROAD AHEAD

4:00 – 4:30 P.M.



SANJAY SAKHRANI

Managing Director
KBW



RISHI TAPARIA

Co-Founder and General Partner
Garuda Ventures



NINA FLAX

Partner
Mayer Brown





DEAL OR NO DEAL: INSIDE HIGH-STAKES M&A DISPUTES

4:40 – 5:10 P.M.



FRANK DERY
Managing Director
Berkeley Research Group



FRANK FAVIA
Partner
Mayer Brown





WHEN THE CYCLE TURNS: RESTRUCTURING SIGNALS AND IMPLICATIONS FOR FINANCIAL SERVICES M&A DEALS

5:10 – 5:40 P.M.



MICHAEL POKRASSA

Managing Director
Raymond James



JOAQUIN C DE BACA

Partner
Mayer Brown



RICHARD STIEGLITZ

Partner
Mayer Brown





BIOGRAPHIES



JP BERNARD

Partner, Mayer Brown, New York

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JP Bernard regularly advises clients on various aspects of domestic and cross-border acquisitions, divestitures, joint ventures, financings and restructuring transactions. He also has extensive corporate finance experience and is particularly focused on joint ventures and financial services M&A.

JP is recognized as a "Rising Star" for M&A in the US by *IFLR1000*, where clients describe him as "a phenomenal attorney and truly values the relationship with his client. He seamlessly integrates into the business to effectively communicate issues and facilitate favourable outcomes."





JOE CASTELLUCCIO

Partner, Mayer Brown, New York

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Joe Castelluccio counsels clients at the intersection of the multi trillion-dollar asset management and insurance sectors. He co-leads Mayer Brown's Convergence Solutions Group, which structures and executes integrated solutions and growth transactions for insurance companies, asset managers, investors and intermediaries. In doing so, Joe advises clients on a range of M&A, joint ventures, capital-raising and corporate governance matters.

Joe also co-leads Mayer Brown's global Fintech and Digital Assets, Blockchain & Cryptocurrency groups. In that role, Joe advises clients in creating and executing strategic plans for the digitization of finance and the integration of blockchain technology and artificial intelligence in financial markets. He holds the AI Governance Professional (AIGP) credential through the International Association of Privacy Professionals (IAPP).

Clients quoted by the Legal 500 noted Joe is "is responsive, has great commercial awareness, and expertly organizes an appropriate team for each matter."



JOAQUIN C DE BACA

Partner, Mayer Brown, New York

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Joaquin C de Baca is head of Restructuring in the New York office. Joaquin counsels clients in connection with workouts, restructurings, and all manner of distressed areas including bankruptcy proceedings, debtor-in-possession and exit financings, litigations, and international insolvency proceedings. He has negotiated restructuring transactions in an extensive scope of distressed contexts. Joaquin regularly helps clients to assess all perspectives and execute strategies to maximize value.

Joaquin proactively provides counsel to companies before legal issues escalate. By addressing issues at the front end, he is able to help Mayer Brown clients mitigate risk and build a legal strategy in the event of distressed situation.



KATIE DALY

*EVP, Global Head of M&A, Reinsurance and Pensions, Athene Holding;
Partner, Apollo Global Management*

Katie Daly is the Global Head of M&A, Reinsurance and Pensions at Athene, where she is responsible for aligning strategic priorities across a variety of institutional business channels. Katie joined Athene in 2019 as EVP of Corporate Development. Prior to Athene, she served as Managing Director, Head of Strategy at Global Atlantic Financial Group, where she led strategic initiatives across the firm, including capital markets transactions and corporate M&A. Earlier in her career, she spent time at Oaktree as a leader on the Corporate Development team and in investment banking at Goldman Sachs.



FRANK DERY

Managing Director, Berkeley Research Group

As a certified public accountant, Frank Dery is well versed in providing litigation support services for both public and private clients and performing various types of accounting investigations.

Mr. Dery's litigation case experience focuses on transaction-related disputes, including working capital disputes, earn-out disputes, and claims of breaches of representations and warranties. He has represented clients in post-closing negotiations and matters that have gone to mediation and arbitration and has served as an arbitrator and co-arbitrator in the dispute resolution process. He routinely advises clients on drafting purchase agreements and other transaction-related issues, with a focus on the dispute resolution process, and is a frequent speaker on these topics.



DAVID DESPREZ

Partner, Bain Capital

David DesPrez joined Bain Capital in 2015. He is a Partner on the Special Situations team, leading North American residential and commercial real estate, including property-level debt and equity, non-performing loans, residential mortgages, and capital solutions for real estate businesses and assets.

Prior to joining Bain Capital, David worked in the Distressed Opportunities funds at Oaktree Capital Management and in the Investment Banking division at Goldman Sachs.





FRANK FAVIA

Partner, Mayer Brown, Chicago

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Public companies and private equity firms turn to Frank Favia for their most sensitive litigation matters. He brings a unique set of skills to his clients, having served as the executive vice president and general counsel of a private equity-backed financial services company, during which time he led a legal department of over 200 lawyers and compliance professionals. He handles a diverse range of civil litigation matters and arbitrations across the country.

Frank frequently advises public companies and private equity clients in significant M&A litigation and disputes. He has successfully handled dozens of M&A post-closing disputes related to working capital, earn-outs, purchase price adjustments, representations and warranties, indemnification, employment restrictive covenants, and alleged fraud. He has experience bringing claims under representation and warranty insurance policies. He is frequently retained by private equity clients to represent their portfolio companies in significant disputes and investigations.



BRENT FERRIN

Managing Director, Houlihan Lokey

Mr. Ferrin is a Managing Director in Houlihan Lokey's Financial Services Group and co-leads the firm's Specialty Finance practice. He specializes in advising on M&A, capital raising, restructuring transactions, and other corporate finance engagements. Mr. Ferrin has more than two decades of experience working primarily with commercial and consumer finance companies. He is based in the firm's New York office.

Mr. Ferrin graduated with a B.S. in Business/ Finance from Wake Forest University. He serves on the New York Leadership Council for Room to Grow.



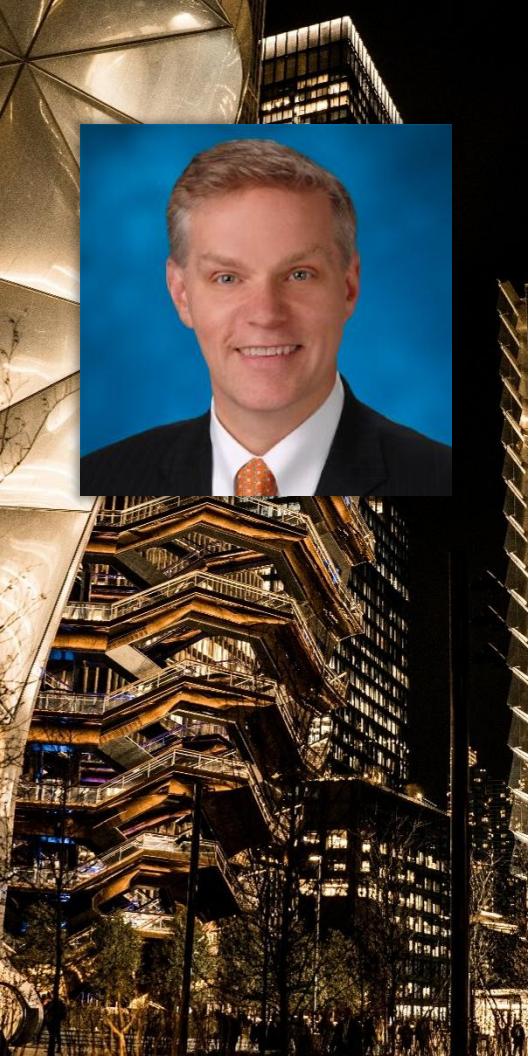
NINA FLAX

Partner, Mayer Brown, Northern California

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Nina Flax maintains a broad corporate practice representing late-stage private and public companies in complex corporate transactions – mergers, equity and asset acquisitions, Section 363 transactions, and domestic and international joint ventures and consortiums. Nina also counsels clients regarding transformational commercial transactions, including intellectual property licenses, co-development agreements, application integration agreements and technology alliance agreements.

Nina is recognized as an "Up & Coming" leading Corporate/M&A lawyer in *Chambers USA 2021*. According to *Chambers USA 2021*, Nina is "an exceptional attorney who provides sound legal counsel through complex and dynamic negotiations. She is creative, detail-oriented and has a gift for quickly synthesizing multiple business concepts into legal guidance. She gives incisive commercial insights that gives us confidence and clarity."



AL LAUFENBERG

Managing Director, KBW Investment Bank

Al Laufenberg leads the firm's alternative asset management and KBW's market leading business development companies (BDCs) investment banking initiative. Al is a Managing Director based in Chicago, focusing on full advisory services to depositories, alternative credit managers, specialty finance, BDCs, and FinTech's, and is a member of the firm's fairness opinion committee. Al Laufenberg has represented numerous financial institutions (buy and sell side) as well as working with special committees for approximately 30 years. Al has worked on successfully completing approximately 400 transactions exceeding \$100 billion in transaction value for financial institutions. Mr. Laufenberg has worked with KBW/Stifel or predecessor firms since 2000.



GRAHAM NIX

Senior Managing Director, Evercore

Graham Nix is a senior managing director in Evercore's financial institutions group, based in New York. He works closely with boards and management teams advising banks and financial services companies on strategy, mergers and acquisitions, capital raising, and balance sheet solutions.

Before joining Evercore, Mr. Nix was a managing director in the financial institutions group at Morgan Stanley, where he focused on the banking and specialty finance sectors. Prior to that, he spent nine years at KBW, advising regional and community banks on strategic initiatives.



GREG OGUSS

Partner, Mayer Brown, Chicago

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Greg Oguss advises multinational insurers, reinsurers and alternative asset managers on new business and back-book reinsurance, acquisitions, divestitures, investment management transactions, debt and equity investments, and domestic and international regulatory matters. Greg is a leading voice in commercial and legal strategy and public policy debates regarding cross-border asset-intensive reinsurance and private equity's participation in the life insurance space in the United States, the United Kingdom and Asia.

Prior to joining Mayer Brown, Greg served as global chief deal counsel for Apollo Global Management Inc.'s subsidiary Athene Holding Ltd., where he was based in Bermuda for five years of his tenure.



ZACH PFANSTIEL

Managing Director, UBS

Zach joined UBS in May 2022 to lead Financial Institutions M&A effort for UBS in the Americas; he is responsible for overseeing M&A execution and partnering with the Financial Institutions Group to drive strategic dialogue with clients across asset management, banking, specialty finance, insurance and financial technology.

Zach has spent his 20-year career in M&A and financial services coverage, where he advises clients on strategic alternatives, capital markets, and government-led and private industry restructurings. His range of M&A transaction experience includes spin-offs, mergers-of-equals and joint ventures, among others. Prior to joining UBS, Zach worked in the Financial Institutions Group at J.P. Morgan and Deutsche Bank, as well as M&A roles at Citigroup and Guggenheim.



MICHAEL POKRASSA

Managing Director, Raymond James

Mike Pokrassa is a Managing Director in the Capital Structure Advisory Group at Raymond James, with more than 25 years of debt and restructuring experience. Currently, at Raymond James, Mike advises clients on restructuring and recapitalization transactions in a variety of industries. In the past 16 years at Raymond James he has completed more than 75 restructuring, distressed M&A and refinancing transactions. Prior to joining Raymond James in 2009, Mike spent two years in the portfolio/workout group for illiquid debt and equity investments at Silver Point Capital. Before Silver Point Capital, Mike provided restructuring advisory services at FTI Consulting, Inc. and PricewaterhouseCoopers on behalf of distressed companies and their creditors. Mike graduated with distinction from the BBA program at the University of Michigan's Ross School of Business.



LAUREN PRYOR

Partner, Mayer Brown, Washington DC / New York

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Lauren Pryor represents financial services industry participants in a wide range of strategic M&A, with a particular focus on mortgage M&A transactions. Investment funds, financial sponsors, mortgage companies and depository institutions turn to Lauren for counsel on residential mortgage transactions, complex stock and asset-based transactions, full equity deals, PE investments, JV arrangements, and transfers of consumer assets, such as residential mortgage loans, consumer loans, business purpose loans, mortgage servicing rights and credit card receivables.

Lauren serves as a member of the firm's Management Advisory Board.



SANJAY SAKHRANI

Managing Director, KBW Investment Bank

Sanjay Sakhrani joined KBW in 2006 and leads the consumer finance and payments industries research efforts. Previously, Sanjay was at Calyon Securities (a subsidiary of Credit Agricole), where he followed the Specialty and Mortgage Finance sectors.

He also spent five years within Citigroup's U.S. Equity Research Department's Specialty and Mortgage Finance team. Sanjay has been recognized as one of the leading analysts in the industry and has placed highly on *Institutional Investor's* All-America Research Team, including six years in the top spot.





DANIEL SEROTA

Partner, Mayer Brown, New York

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Daniel Serota is a global co-leader of Mayer Brown's Financial Services M&A practice. He represents large cap and middle market strategic and private equity clients, financial institutions, technology companies and strategic investors in their most complex transactions, including acquisitions and dispositions of public companies, platforms and add-ons, distressed companies and acquisitions, and 363 sales in bankruptcy, strategic investments and joint ventures.

His clients include Fortune 500 companies, private equity funds and their portfolio companies, venture capital funds and other sponsors, financial institutions, insurance companies, and public and private companies.



GARY SILBER

Managing Director, General Counsel of Investments and Risk, KKR Insurance

Gary Silber is Managing Director and General Counsel for Investments and Risk at KKR Insurance, where he serves as a senior legal advisor on transactional and regulatory matters across the insurance platform's investments, reinsurance, and risk functions. Gary joined Global Atlantic (now KKR Insurance) in 2012 when it was the Goldman Sachs Reinsurance Group and worked on its spin-out from Goldman Sachs. Prior to that, he served as Vice President and Associate General Counsel at Goldman Sachs, supporting asset-backed structuring and the Mortgages business.



RICHARD STIEGLITZ

Partner, Mayer Brown, New York

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Richard Stieglitz can advise a diverse range of constituents on all aspects of bankruptcy and restructuring situations, having represented creditors, debtors, sellers and buyers of distressed assets, litigants, and other parties in large and complex matters. Rich frequently represents large financial institutions as lenders or agents (pre-petition, DIP and exit) in bankruptcy cases and out-of-court restructurings, including debt for equity and similar exchanges, liability management transactions, and distressed refinancings.

Rich has also represented multiple debtors in various industries in out-of-court restructurings and, when necessary and appropriate, through all aspects of their Chapter 11 cases. Rich is also experienced in distressed asset acquisitions and sales and complex bankruptcy litigation matters, and he has represented boards of directors and management with various distressed scenarios.



RISHI TAPARIA

Co-founder and General Partner, Garuda Ventures

Rishi Taparia is the co-founder and General Partner at Garuda Ventures, a early-stage venture capital firm most often leading a founder's initial round of financing as their first true believer. Some companies he has backed include Canva, Airbase (acquired by Paylocity), Arena AI, Flexpoint, Noye, and OpsHelm. Rishi is also a member of the faculty at UC Berkeley's Haas School of Business.

Before starting Garuda, spent almost a decade building in fintech and AI at Poynt (acq. by GoDaddy) and Legion. Rishi is also an alumnus of Matrix Partners, Scale Venture Partners, and Merrill Lynch.

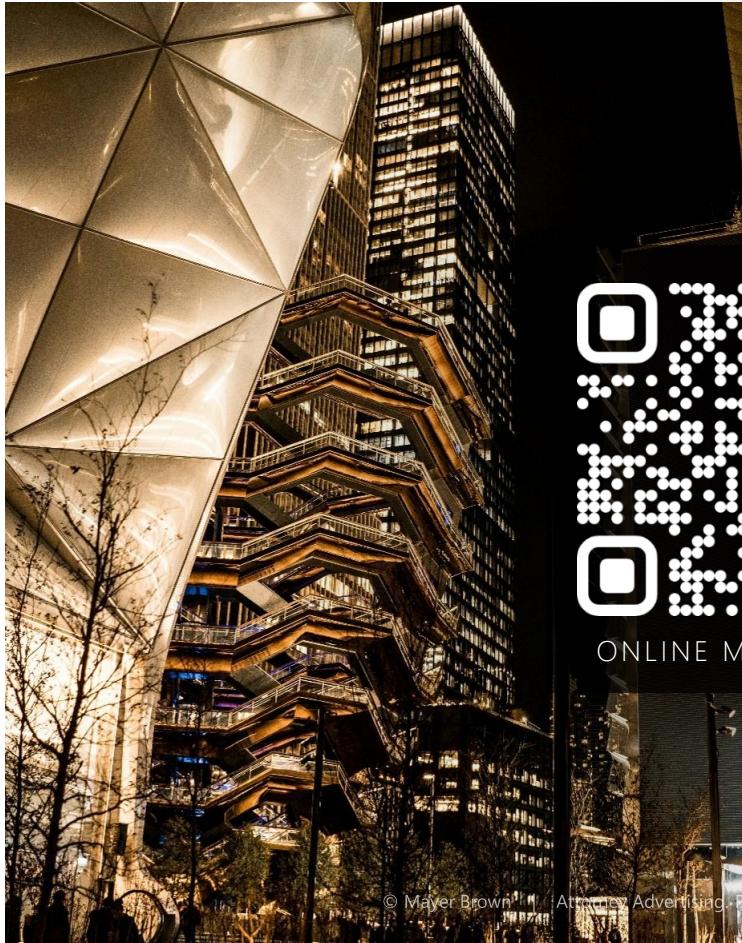
Having grown up as an expat in Jakarta, Indonesia, Rishi now lives in Orinda, CA, with his wife Nisha and their two children.



ALBERT YEE

Managing Director, Insurance Capital Solutions, Macquarie Group

Albert Yee is a Managing Director in Insurance Capital Solutions at Macquarie Asset Management, where his experience has spanned investment banking, corporate finance and strategy across financial institutions and insurance. Since joining Macquarie in 2007, he has held leadership roles in Group Development & Analysis and Corporate Development & Strategy. Earlier in his career, he covered M&A in investment banking roles at Citi and Société Générale and advised on strategy at Suncorp Life.



ONLINE MATERIALS

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