

Home

Outline

Programme

Sponsors

Booking Form



The Second Annual

Global M&A Conference

Sunday 25 January 2015 - Welcome Drinks Reception & Canapé Dinner
Monday 26 January 2015 - Conference & Networking

Grange St Paul's Hotel, London

Home

Outline

Programme

Sponsors

Booking Form

Brief Programme

Sunday 25 January

18.30 onwards
19.00 - 22.00

Registration
Welcome Drinks & Canapé Dinner

Grange St Paul's Hotel
Sky Bar, Grange St Paul's Hotel

Monday 26 January

9.00 - 9.30
9.30 - 17.30
17.30 - 19.00

Registration
Conference
Drinks Reception

Grange St Paul's Hotel
Sky Conference Rooms, Grange St Paul's Hotel
Sky Bar, Grange St Paul's Hotel

Who should attend

- In-house Counsel
- Corporate Lawyers
- Corporate Finance Advisers
- Accountants
- Bankers
- Other M&A Professionals

Delegate Costs

Full Conference

£270 (£225 + VAT)

Sunday 25 & Monday 26 January - includes Sunday evening dinner & drinks and Monday conference, lunch & evening drinks

Monday Only

£192 (£160 + VAT)

Monday 26 January - includes Monday conference, lunch and evening drinks only

Venue

Grange St Paul's Hotel

10 Godliman St, London EC4V 5AJ

www.grangehotels.com

Located in the heart of London's financial district, just a short walk from St Paul's, Mansion House and Blackfriars stations.

Already attending

- Denmark
- France
- Germany
- Israel
- Italy
- Luxembourg
- Malaysia
- Netherlands
- Norway
- Poland
- Sweden
- UK
- USA
- More signing daily

[Home](#)[Outline](#)[Programme](#)[Sponsors](#)[Booking Form](#)

Topic	Summary	Speakers
Planning for Acquisitions	Considering alternatives, defining an acquisition profile, finding the right target, organising the buyer side, owning the transaction and managing expectations.	Paul Beber & Toby Ryland <i>H W Fisher & Company</i>
Valuation Issues	Valuing the target business, including observations on sector multiples, differing conditions in world markets and ways to maximize value in preparation for sale.	R. Wade Aust <i>C.W. Downer & Co.</i>
Morning Coffee Break		
Preliminary deal considerations	Negotiating exclusivity, break fees and other preliminary protection measures.	James Lyons <i>Ashfords LLP</i>
Deal Structuring (Private SME)	Share sales, asset sales, sales by private treaty, auction sales, earn outs, differing approaches to risk management and other features across jurisdictions.	ADVOC International Legal Panel
Insurance Solutions for M&A Risks	W&I insurance, the underwriting process and example insured transactions.	William Brooks <i>Clear Insurance &</i> Robert Brown, <i>Ironshore</i>
Networking Lunch		
Post-merger/ Exit Integration	Discussing the experience of merging and being merged, following acquisition or exit, including teams, processes, sales and production.	Bastien Guelton <i>Diana Division of the Symrise Group</i> & Nadja Bresous
Emerging M&A Markets - Global Tech Hubs	Reviewing tech hubs, with a focus on biotech/pharma M&A & IP licensing.	Josh Blacher <i>Former Director of UK Israel Tech Hub &</i> Chris Dyson, <i>Ashfords LLP</i>
Afternoon Coffee Break		
Cultural Differences in Negotiation	Tips on negotiation techniques and expectations taking into account cultural differences across jurisdictions and markets.	ADVOC International Legal Panel
Q&A	Q&A	All Speakers

Home

Outline

Programme

Sponsors

Booking Form



Thank you to our partners



THOMSON REUTERS



ADVOC sponsors



Home

Outline

Programme

Sponsors

Booking Form

Booking form

Ref: Global M&A 235345-39

To register please complete the form below in capital letters and send your delegate fees to t.humphreys@advoc.com or +44 20 7544 2485

Fees can be paid by cheque (made payable to Ashfords LLP) or by BACs transfer (details below)

Please RSVP as soon as possible

You can also register and pay online at www.advoc.com/events

Title: ____ First name: _____ Surname: _____

Position: _____ Organisation: _____

Address: _____

Mobile / Cell: _____ Email: _____

Full Conference (Sunday 25 & Monday 26 January)

£270 (£225 + VAT)

☐

NB: This does not include accomodation - please see details below

or

Monday Only (Monday 26 January only)

£192 (£160 + VAT)

☐

Hotel booking information

For your hotel accomodation contact Grange St Paul's directly on +44 20 7233 7888 or reservations@grangehotels.com.

Please quote reference CG17143236 to receive a special rate of £109 B&B (Sunday) or £199 B&B (Monday). This price is available until 30 days prior to arrival, after which it may increase.

Terms and Conditions

1. Ashfords LLP reserves the right to amend or cancel this event. Should the event be cancelled a full refund of the registration fee will be made. Ashfords LLP can accept no further liability if the event is cancelled, including no liability for any expenses incurred as a result of cancellation.
2. If you have any special dietary requirements you must give us written notice at least 10 working days before the event and a supplement may be payable for special dietary requests.
3. No refunds will be given for cancellations that occur at or less than 10 working days prior to the event date. If you wish to cancel more than 10 working days before the event, you will be refunded the registration fee less an administration charge of 20%. If you cancel your place prior to payment, you are still required to pay either the 20% administration fee or the full costs dependant on the time of cancellation.
4. You may substitute a colleague without charge, provided you confirm their full name in writing before the day of the event.
5. The delegate and the firm/ organisation are jointly and severally liable for payment of the fees due.
6. Ashfords LLP can accept no liability for any loss suffered by any person acting or refraining from action as a result of the material delivered during or in connection with the event.
7. Acceptance by Ashfords LLP of your booking will give rise to a legally binding contract between us on these terms and conditions.

BACS details

Account name: Ashfords
Bank details: Lloyds TSB Bank PLC
Sort code: 30-93-14
Account Num: 03390023
Swift/BIC: LOYDGB21073
IBAN: GB10 LOYD 3093 1403 3900 23