

# Global M&A Conference



the international network  
of independent law firms

## M&A law, practice, culture and pitfalls across national boundaries

Monday 27 January 2014

Grange St Paul's Hotel, London

### M&A Experts

#### England



**Simon Rous**  
Partner & Conference Chairman



#### Netherlands



**Boels  
Zanders  
Advocaten**  
**Luuk Hendriks**  
**Maarten van Dooren**

#### Italy



**Alessandra Tarissi De Jacobis**  
Partner



#### France



CABINET D'AVOCATS  
&  
CORNET - VINCENT - SEGUREL  
ASSOCIÉS  
**Jean-Baptiste de  
Cabanes**  
**Adrien Debré**  
**Alexis Marchand**

#### Malaysia



**Ming-Li Tan**  
Partner



#### Denmark



**Thomas Salicath**  
Partner



#### Singapore



**Jude Benny**  
Partner



#### USA



**John McKasson**  
Partner



#### Germany



**Dr. Harald Endemann**  
Partner



#### Brazil



**Marcelo Freitas**  
Partner



## Who should attend

- In-house counsel from the UK and abroad
- Corporate Finance Advisers, Bankers, Accountants and other M&A professionals

## Why attend

Your chance to:

- Listen to leading lawyers in jurisdictions that you are considering planning a business sale or purchase
- Receive practical advice (either in open or private) on any M&A issues you may be confronting
- Invaluable networking with others in the M&A market
- Earn 5 CPD points

## Topics covered

We will look at the different jurisdictions to consider:

- Typical routes to exit
- Pre-contractual phase
- Possible liabilities in case of aborting negotiations
- Due diligence – the process
- Advisers and their differing roles – the beauty parade, legal networks, who to choose and how
- Time scales – the real start date and the real end
- Transaction costs – the ones you had not thought about
- Technology and communication – can it help or hinder
- The impact of officialdom
- Allocation of liability between the parties
- Warranties and indemnities – the different approaches
- Jurisdiction specific hot topics – no go's and getting comfortable
- Insurance – W&I and others
- Tax and Stamp Duty saving techniques
- Legislation which has a global impact – The UK Bribery Act to name but one
- Governing law – not always an obvious choice
- Completion / closing – execution and completion formalities
- Post completion integration – the legal bits

## Sunday night conference dinner

There will be a networking drinks reception on Sunday 26 January in the beautiful Atrium at the Grange St Paul's Hotel. This will be followed by dinner in their restaurant: the Novello.

## Tuesday private meetings

Confidential one-on-one meetings between international M&A lawyers and delegates by appointment only. Please register your interest when you book.

# Global M&A Conference

## Sponsor

**howden**

**Howden Insurance Brokers Limited** are specialist brokers with more than 45

offices in over 25 countries. They have specialised in financial lines products since the company was first formed in 1994. Howden's dedicated M&A team placed \$652 million of W&I insurance across an aggregate deal value of \$4.08 billion in 2013.



Joe O'Brien (left) will be speaking at the Conference.

## Programme

### Sunday 26 January

17.30 onwards	Registration	<i>Grange St Paul's Hotel</i>
19.00	Networking drinks reception	<i>The Atrium</i>
20.00	Conference dinner	<i>Novello Restaurant</i>

### Monday 27 January

7.30	Optional early morning run along part of the London Marathon route	
9.00 - 9.30	Late registration	<i>Grange St Paul's Hotel</i>
9.30 - 11.00	Legal presentations <i>Brazil, Denmark, France</i>	<i>Lawrence &amp; Fleming</i>
11.30 - 13.00	Legal presentations <i>Germany, Italy, Netherlands</i>	<i>Lawrence &amp; Fleming</i>
13.00 - 13.15	Howden Insurance Brokers Limited	<i>Lawrence &amp; Fleming</i>
13.15 - 14.30	Lunch & networking	<i>Novello Restaurant</i>
14.30 - 16.00	Legal presentations <i>Malaysia, Singapore, USA</i>	<i>Lawrence &amp; Fleming</i>
16.00 - 16.30	Tea break & networking	<i>Grange St Paul's Hotel</i>
16.30 - 18.00	Legal presentations <i>England</i>	
	All speakers round up with Q+As	<i>Lawrence &amp; Fleming</i>
18.00 onwards	Networking drinks reception	<i>The Atrium</i>

### Tuesday 28 January (Optional)

Confidential one-on-one meetings between international M&A lawyers and delegates (by appointment only).

# Global M&A Conference



www.advoc.com

## Booking form

ref: Global M&A 235345-33

For enquires please telephone +44 1392 333658 or email t.humphreys@advoc.com.

**Please RSVP as soon as possible.**

To register please complete the form below in CAPITAL LETTERS and send your delegate fees to:  
Post: Ashfords, Grenadier Road, Exeter, EX1 3LH / Email: t.humphreys@advoc.com / Fax: +44 1392 336658  
Fees can be paid by cheques (made payable to Ashfords LLP) or by BACs transfer (details below)

**You can also register and pay online at [www.advoc.com/events](http://www.advoc.com/events)**

Title: \_\_\_\_\_ First name: \_\_\_\_\_ Surname: \_\_\_\_\_

Position: \_\_\_\_\_ Organisation: \_\_\_\_\_

Address: \_\_\_\_\_

Postcode: \_\_\_\_\_ Tel: \_\_\_\_\_

Email: \_\_\_\_\_

**Dinner & Day Rate (Sunday 26 & Monday 27 January)**

£270 (£225 + VAT)

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

**Day Delegate Rate (Monday 27 January)**

£192 (£160 + VAT)

## Hotel booking information

For your hotel booking contact Grange St Paul's directly on +4420 7233 7888 or reservations@grangehotels.com. Please quote reference GC138518 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.

## Private meetings on Tuesday 28 January

If you would like to take advantage of these meetings, please indicate your interest here and we will contact you directly to make the arrangements.

Please contact me to arrange a private meeting(s)

### 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 from 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.

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