IBA Private Equity Transactions Symposium 2023

28 September 2023
The Carlton Tower Jumeirah, London, England

Topics include:

- PE deals globally
- Deal critical legal issues
- The new frontiers of due diligence
- Debt markets: where is the leverage coming from?
- The investors landscape: current issues
- Bonjour Paris, ciao Milano
- Keeping score: PE investments in the sports market

REGISTER BEFORE 18 AUGUST 2023 TO RECEIVE EARLY REGISTRATION DISCOUNTS

FOR MORE INFORMATION AND TO BOOK ONLINE VISIT WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2337
Thursday 28 September

0800 – 1800 **Registration**

0815 – 0900 **Networking breakfast**

0900 – 0910 **Welcome remarks from the Conference Co-Chairs, Committee Chair and Chair of the LPD**

Steve Cohen  Wachtel Lipton Rosen & Katz, New York; Co-Chair, IBA Corporate and M&A Law Committee

Ezra Davids  Bowmans, Johannesburg; Chair, IBA Private Equity Subcommittee

Charles Martin  Macfarlanes, London; Member, IBA Corporate and M&A Law Committee Advisory Board

Carola Van den Bruinhorst Loyens & Loeff, Amsterdam; Chair, IBA LPD

0910 – 0945 **PE deals globally**

This data-rich session will set the stage for the day, briefing us on the global environment for private equity deals, looking at geographical spread, sector focus, exits and other key trends.

**Keynote Speakers**

André Kelleners  Goldman Sachs, London

Anna Skoglund  Goldman Sachs, London

0945 – 1030 **Deal critical legal issues**

This will be a deep dive into what leading lawyers are seeing as the most difficult and current challenges to doing deals in 2023. Innovative solutions and ideas for adding value will be key takeaways for the audience.

**Session Chair**

Kem Ihenacho  Latham, London

**Speakers**

Oliver Bretz  Euclid, Brussels

Lucie Cawood  Travers Smith, London

Christina Kokko  Vinge, Stockholm

Steven Maxwell  Jamieson, London

1030 – 1045 **Coffee/tea break**

1045 – 1115 **Keynote: In conversation with Jeremy Coller, Managing Partner and Chief Investment Officer of Coller Capital**

Few people have had as much impact on the private equity world as Jeremy Coller, founder of Coller Capital, the pioneer of secondary markets in limited partnership interests. Jeremy can be relied upon to be frank and controversial as he shares his thoughts on the state of the industry.

**Interviewer**

Charles Martin  Macfarlanes, London; Member, IBA Corporate and M&A Law Committee Advisory Board

**Interviewee**

Jeremy Coller  Coller Capital, London

1115 – 1200 **The new frontiers of due diligence**

Where are sponsors going to supplement the information that they gain through legal and accounting due diligence? In a competitive environment, the challenge for sponsors is to gain insights and perspectives that give an edge. Our panellists all look at target and portfolio companies through slightly different lenses. Lawyers need to understand these approaches. They must ensure that they work collaboratively with other due diligence providers so that legal risks are properly analysed in a holistic approach to understanding both the upside and downside issues in the business.

**Session Chair**

Ralf Morshaeuser  Gleiss Lutz, Munich; Vice Chair, IBA Corporate and M&A Law Committee

**Speakers**

Emilio Domingo  Bain, London

Joe Palombo  Global Counsel, London

Alexandra Schwartz  Hakluyt, London

Mark Veldon  AlixPartners, London
Thursday continued

1200 – 1245
Debt markets: where is the leverage coming from?
Debt has been one of the most challenging components of deals over the last year. Where does this stand today? What can we expect to see as repayment obligations loom in 2024/5? Banks, credit funds and bond markets all have a role to play in helping to re-establish momentum in deal flow. This panel will equip you with an understanding of how this dynamic market is likely to develop.

Session Chair
Denise Gibson  Allen & Overy, London
Speakers
Yasmine Bassili  Goldman Sachs, London
Allan Nielsen  Ares, London

1245 – 1345  Lunch

1345 – 1405
Where philanthropy meets private equity
Greater Share’s Chair of the Board Paul Fletcher will present followed by a Q&A with Charles Martin

Speaker
Paul Fletcher  Greater Share, London

1405 – 1450
The investor landscape: current issues
Every deal lawyer needs to understand the investor environment which in turn derives sponsor behaviour and deal flow. The current fundraising market is amongst the worst in recent years. What strategies are GPs using to raise capital and where are the continued opportunities for growth? This panel will explore fundraising trends as well as private capital’s focus on retailisation and the continued spotlight on GP-led transactions.

Session Chair
Emily Brown  Ropes & Gray, London
Speakers
Alison Armstrong  GHO Capital, London
Amala Ejikeme  Kirkland & Ellis, London
Jenny Lee  I Capital, London

1450 – 1505  Coffee/tea break

1505 – 1550
Bonjour Paris: Ciao Milano
The French private equity market has its own distinctive characteristics. Sophisticated mid-market deals, secondary transactions and minority investments are just some of the facets of this that this panel will explore. Italy has a vibrant private equity market with large deals in fashion, sport and technology to the fore. This panel will look at what lawyers need to understand when clients embark on a deal in Italy.

Session Chair
Paul Bird  Debevoise & Plimpton, New York
Speakers
Olivier Assant  Bredin Prat, Paris
Elia Catalano  Bonelli Erede, Milan
Gabriella Covino  Gianni & Origoni, Rome; Secretary, IBA Corporate and M&A Law Committee
Olivier Huyghues Despointes  Darrois Villey Maillot Brochier, Paris

1550 – 1645
Keeping score:
PE investments in the sports market
Sports deals have been highly lucrative for some sponsors and an exciting component of the deal environment for general partners, bankers and lawyers alike. What makes these deals different? Where do the risks and opportunities lie?

Session Chair
Steve Cohen  Wachtel Lipton Rosen & Katz, New York; Co-Chair, IBA Corporate and M&A Law Committee
Speakers
Renato Meduri  Oaktree, London
Sinjini Saha  Milbank, London
Jason Schretter  Raine, London

1645 – 1700  Coffee/tea break
1700 – 1750  **The client’s view: sponsor GCs**

This panel is an opportunity for private practice specialists to hear the areas of priority for sponsor legal groups, and how outside counsel can best help. What is keeping these in-house lawyers up at night? What do they want to see from their external counsel?

*Session Chair*
Andy Nussbaum  Wachtel Lipton, Rosen & Katz, New York

*Speakers*
Susanna Berger  Kohlberg Kravis Roberts, London
Harsha Marti  Warburg Pincus, New York
Jason Schaefer  BC Partners, New York

1750 – 1800  **Conclusions and wrap-up**

Steve Cohen  Wachtel Lipton Rosen & Katz, New York; Co-Chair, IBA Corporate and M&A Law Committee
Charles Martin  Macfarlanes, London; Member, IBA Corporate and M&A Law Committee Advisory Board

1800 – 2000  **Welcome reception**

Join delegates and speakers before the conference to network at the welcome reception.

All registered delegates are welcome to attend.
Information

Date
28 September 2023

Venue
The Carlton Tower Jumeirah
1 Cadogan Pl
London, SW1X 9PY
England

Language
All working sessions and Conference materials will be in English.

How to register
Register online by 22 September 2023 at www.ibanet.org/conference-details/CONF2337 and make payment by credit card or complete the attached registration form and return it to the Conference Department at the IBA together with your proof of bank transfer payment. You should receive an email confirmation of your registration within five days; if you do not, please contact confs@int-bar.org.

By registering for the conference you agree to the following delegate code of conduct, the host country’s local and/or national requirements and venues restrictions and precautions:

- You will not attend the conference if you are displaying any Covid symptoms
- Should you develop any Covid symptoms during your attendance at the conference you inform a member of IBA staff by email (confs@int-bar.org) and you agree not to attend any further conference sessions or related events
- You travel at your own risk and you agree that the IBA cannot be held responsible if you contract Covid during the conference or after returning from the conference
- You agree to the extent permitted by law that you shall not hold IBA responsible for: any travel costs incurred for travelling to and from the conference; any travel costs that may be irrecoverable due to the cancellation or postponement of the conference; any losses or liabilities associated with contracting Covid whether on the way to, during or after the conference.
- You agree that, if asked by the relevant local or national authorities, the IBA has permission to pass on your personal information and contact details to those authorities should contact tracing be required.

Fees

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<th>on or before 18 August</th>
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* By paying the non-member fee, we welcome you as a delegate member of the IBA for the year in which this Conference is held, which entitles you to the following benefits:
1) Password access to certain parts of the IBA website.
2) Receipt of IBA E-news and access to online versions of IBA Global Insight.
3) Pay the member rate for any subsequent Conference registrations for this calendar year.

** A reduced rate is offered to IBA Corporate Group Members. Please contact confs@int-bar.org to obtain a 25 per cent discount on the IBA Member fee.

If you would like to become a full or general member of the IBA, which includes membership of one committee or more – and inclusion in and access to our membership directory – we encourage you to do so now in order to register for this Conference at the member rate. You can find full details of how to join at www.ibanet.org.

A reduced rate is offered to lawyers who are over the age of 65, have been an IBA member for more than 20 years and are no longer practising law.

Full payment must be received in order to obtain your Conference documentation.

Fees include:
- Attendance at all working sessions
- Access to the Conference materials from the IBA website (www.ibanet.org), including any available speakers’ papers submitted to the IBA before 22 September
- Access to live delegate search
- Lunch on Thursday
- Tea and coffee during breaks
- Reception on Thursday 28 September
- VAT currently at 20%

Please note that registrations are not transferable.
List of participants
In order for your name to appear in the list of participants, your registration form must be received by 22 September 2023 at the latest.

Live delegate search
Delegates are able to use the live delegate search via the IBA website, in order to use this function delegates will need to be logged into their MyIBA. This will allow search access to up-to-date attendance lists.

Registration confirmation
Upon receipt of your payment for the Conference a confirmation email will be sent to you which contains information regarding your attendance at the Conference. You will also be able to view and download your payment information and manage your registration via your MyIBA profile on the IBA website.

Photography and filming
Certain sessions and/or social functions may be photographed and/or filmed and some of this content may be used for future IBA marketing materials, member communications, products or services. Should you have any concerns about this, or do not wish to be featured in any of these materials please contact the IBA Marketing Department at ibamarketing@int-bar.org.

Payment of registration fees by bank transfer or BACS payment
Registration forms received without proof of payment will NOT be processed until proof of payment has been received.

Pounds sterling: by bank transfer or BACS payment to the IBA account number: 13270222 (Sort Code 56-00-03) at the National Westminster Bank, St James’s & Piccadilly Branch, 208 Piccadilly, London W1A 2DG, United Kingdom.
SWIFT address NWBKGB2L, IBAN GB05NWBK56000313270222
Please ensure that a copy of the bank transfer details is attached to your registration form.

Online credit card payments: by Visa, MasterCard or American Express. No other cards are accepted.

PLEASE ENSURE THAT YOUR NAME AND ‘[CON2337LONDON]’ APPEAR ON ANY TRANSFER OR DRAFT.

No deductions or withholdings
All fees payable to us by you in accordance with the terms contained in this ‘Information’ section shall be paid free and clear of all deductions or withholdings whatsoever.

If any deductions or withholdings are required by law to be made from any fees payable to us by you under the terms contained in this ‘Information’ section you shall pay such sum as will, after the deduction or withholding has been made, leave us with the same amount as we would have been entitled to receive in the absence of any such requirement to make a deduction or withholding.

If we obtain the benefit of any tax credit or other relief by reference to any such deductions or withholdings, then we shall repay to you such amount as, after such repayment has been made, will leave us in no worse position than we would have been had no such deductions or withholdings been required.

Conference sell-outs
The IBA places its conferences in venues of a suitable size for each event; however, there are times when our conferences may sell out. Should this happen, prospective delegates will be informed and a waiting list will operate. The waiting list will function on a ‘first come, first served’ basis, subject to receiving registered delegate cancellations. The waiting list for a conference will close once it has reached ten per cent of the conference venue capacity, as it is very unlikely a place will become available. The IBA will not be liable for any travel or accommodation expenses incurred by an individual who travels to a conference without a confirmed place at the event.

Promotional literature
Please note that no individual or organisation may display or distribute publicity material or other printed matter during the Conference, unless by prior arrangement with the IBA. Organisations and companies wishing to discuss promotional opportunities should contact the IBA Sponsorship Department at sponsorship@int-bar.org.

Cancellation of registration or social functions
If cancellation is received in writing at the IBA office by 15 September 2023 fees will be refunded less a 25 per cent administration charge. Refunds will be made minus any monies owed to the IBA.

We regret that no refunds can be made after this date. Registrations or social function bookings received after 15 September 2023 will not be eligible for any refund of fees.

Provided you have cancelled your registration to attend an IBA Conference in accordance with the terms of the ‘cancellation of registration’ clause included in the ‘Information’ section of the relevant Conference programme, you must then confirm to us in writing at the IBA office as soon as possible, but in no event later than one year (12 calendar months) from the date of any such Conference, all necessary details to enable any reimbursement owed to you to be paid. We regret that no refunds will be made after the date that is one year (12 calendar months) after the date of the relevant Conference.

Travel arrangements and visas
Participants are responsible for making their own travel arrangements. It is recommended that you check your visa requirements with your local embassy or consulate. We are unable to dispatch visa invitation letters to support your visa application prior to receipt of your registration form and full payment of registration fees.

Please apply for your visa in good time.
Hotel accommodation
The IBA does not have a room block however the conference venue have offered us a discount of 20 per cent. If you wish to book accommodation at The Carlton Tower Jumeirah please make your reservation by contacting the hotel directly and quote code IBASEPT.

Delegates are responsible for making accommodation reservations directly with the hotel and entering into an agreement with the hotel regarding credit card guarantees, cancellation terms and conditions, and room rates. The IBA cannot accept responsibility for hotel accommodation disputes between a delegate and the hotel.

Unauthorised accommodation agents
It has been brought to our attention that there are multiple companies contacting past attendees, claiming to represent the IBA, offering ‘assistance’ with registration and hotel bookings. They are operating by cold-calling and spamming companies whose names have appeared on previous List of Participants, Programmes and Sponsorship recognition. The only Accommodation Agent the IBA works with is Judy Lane ICS. Judy Lane ICS do not contact delegates on behalf of the IBA without delegates making initial contact. Please ignore any communication that does not come directly from the IBA or Judy Lane ICS.

Disabled access
The hotel is wheelchair accessible. Please notify us if you require special assistance.

Social programme
Thursday 28 September
1800 – 2000 Conference Reception
Garden rooms, The Carlton Tower Jumeirah
1 Cadogan Pl
London, SW1X 9PY
England

Join delegates and speakers after the conference to network at the reception.

All registered delegates are welcome to attend.

The 2023 Annual Conference will be held in Paris, the capital city of France and one of the world's leading centres for finance, diplomacy, commerce, fashion, gastronomy, science and the arts.

Paris, known as 'the City of Lights', is a major European business hub, and the location of the European head office for 75 per cent of large, 500+ employee, multinational companies in Europe.

Paris is home to more Fortune 500 companies with European operations than any other city in Europe.

With the IBA Annual Conference located at the crossroads of Europe, with easy travel links to other European capitals, and with an abundance of business and networking opportunities on offer, Paris will be a fantastic location for the largest, most prestigious event for international lawyers.

WHAT WILL IBA 2023 OFFER YOU?
• Access 5,000+ attendees representing over 2,700 law firms, corporations, governments and regulators from more than 130 jurisdictions
• Hear from leading international figures, government officials, general counsel and experts from across all practice areas and continents
• Opportunities to win more work and referrals at the world's best networking and business development event for lawyers and law firms
• Save time and money by meeting all of your legal contacts under one roof

REGISTER NOW : Visit: www.ibanet.org/conference-details/CONF2244

To receive details of all exhibiting and sponsorship opportunities for the IBA Annual Conference in Paris, email: andrew.webster-dunn@int-bar.org
Registration form
Private Equity Transactions Symposium 2023
28 September, The Carlton Tower Jumeirah, London England

Please read the ‘Information’ section before completing this form and return it together with your proof of bank transfer to the Conference Department at the address below.

REGISTER ONLINE AT WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2337 TO MAKE IMMEDIATE AND SECURE PAYMENT BY CREDIT CARD AND OBTAIN A TEN PER CENT DISCOUNT ON THE FEES BELOW

PERSONAL DETAILS (Please attach your business card or write in block capitals)

Title________________ Given name ____________________________________________ Family name _____________________________________________
Name and country to be shown on badge (if different from above) __________________________________________________________________________
IBA Membership number (if applicable) ___________________________ Date of birth ______________________
Firm/company/organisation _______________________________________________________________________________________________________________
Address ____________________________________________________________________________________________________________________________
Country ____________________________________________
Tel ______________ Email __________________________________________________________________________________

SPECIAL DIETARY REQUIREMENTS

If you have special dietary requirements, due to allergen intolerances, medical, religious reasons or a life choice, please specify the requirement below.
The IBA is unable to cater for dietary requirements other than for the above reasons.
☐ Please tick box if you have allergen intolerances and specify ____________________________________________
Please state all other dietary requirements clearly, i.e. I am a vegetarian.

Disclosure of dietary information denotes you have agreed to the IBA sharing this information with relevant third parties who are providing catering on our behalf.

TO OBTAIN A TEN PER CENT DISCOUNT ON THE FEES BELOW, PLEASE REGISTER BY 22 SEPTEMBER 2023 ONLINE AT WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2337
IBA MEMBERS CAN REGISTER ONLINE BY 18 AUGUST 2023 FOR £970. PLEASE SEE ‘INFORMATION’ FOR FURTHER ONLINE REGISTRATION DETAILS.

HARD COPY REGISTRATION FORMS AND FEES RECEIVED: on or before 18 August after 18 August amount payable

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Social Functions

Welcome reception ☐

Price FREE

TOTAL AMOUNT PAYABLE £

*JOIN THE IBA TODAY AND REGISTER FOR THIS CONFERENCE AT THE IBA MEMBER RATE. PLEASE FIND THE MEMBERSHIP APPLICATION FORM AT WWW.IBANET.ORG

** A REDUCED RATE IS OFFERED TO IBA CORPORATE GROUP MEMBERS. PLEASE CONTACT CONFS@INT-BAR.ORG TO OBTAIN A 25 PER CENT DISCOUNT ON THE IBA MEMBER FEE.

A REDUCED RATE IS OFFERED TO LAWYERS WHO ARE OVER THE AGE OF 65, HAVE BEEN AN IBA MEMBER FOR MORE THAN 20 YEARS AND ARE NO LONGER PRACTISING LAW. PLEASE CONTACT THE IBA OFFICE FOR FURTHER INFORMATION.

FULL PAYMENT MUST BE RECEIVED IN ORDER TO PROCESS YOUR REGISTRATION.

PLEASE NOTE THAT REGISTRATIONS ARE NOT TRANSFERABLE.
METHODS OF PAYMENT

By credit card
Register online at www.ibanet.org/conference-details/CONF2337 and make immediate and secure payment by credit card

Note: please do not send your credit card details on the registration form or within an email or fax.

By bank transfer or BACs payment
Registration forms received without proof of payment will NOT be processed until proof of payment has been received.

Pounds Sterling: by bank transfer or BACS to the IBA account number: 13270222 (Sort Code 56-00-63) at the National Westminster Bank, St James's & Piccadilly Branch, 208 Piccadilly, London W1A 2DG, United Kingdom.

SWIFT address NWBKGB2L, IBAN GB05NWBK56000313270222

Please ensure that a copy of the bank transfer details is attached to your registration form.

WHERE DID YOU FIRST HEAR ABOUT THIS CONFERENCE?

☐ IBA CONFERENCE ☐ OTHER CONFERENCE ☐ DIRECT MAIL ☐ INTERNET ☐ ADVERTISEMENT

☐ EMAIL ☐ EDITORIAL ☐ RECOMMENDATION ☐ OTHER

Please provide further details, quoting code (if applicable)

The International Bar Association would like to keep in touch with you about relevant news, events, publications and membership. You can opt out of receiving information at any time by emailing member@int-bar.org or by logging into My IBA and updating your preferences. Your details will be included in the list of participants. If you do not want your details to be included in the list, please email confs@int-bar.org.

For further details on how your data is used and stored: www.ibanet.org/privacy-policy

PLEASE SEND THE COMPLETED FORM TO INTERNATIONAL BAR ASSOCIATION:

Conference Department
Chancery House, 53 – 64 Chancery Lane, London WC2A 1QS, United Kingdom
Email: confs@int-bar.org  www.ibanet.org
Global investment strategies in highly-regulated industries

Clients across the world turn to us for innovative advice at every stage of the private equity lifecycle. From complex business decisions to highly-regulated industries such as energy, manufacturing and healthcare, we collaborate across legal jurisdictions to create a team tailored to the needs of the investment managers and funds that we serve.

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International Bar Association
the global voice of the legal profession

The International Bar Association (IBA), established in 1947, is the world’s leading organisation of international legal practitioners, bar associations, law firms and law societies.

The IBA influences the development of international law reform and shapes the future of the legal profession throughout the world. It has a membership of more than 80,000 individual lawyers and more than 190 bar associations and law societies spanning over 170 countries.

Inspired by the vision of the United Nations, the IBA was founded in the same spirit, just before the Universal Declaration of Human Rights was proclaimed in 1948.

The IBA covers all practice areas and professional interests, providing members with access to leading experts and up-to-date information, enabling them to better represent their clients’ interests.

Through its various committees, fora and task forces, the IBA facilitates the exchange of information and views among its members as to laws, practices and professional responsibilities relating to the practice of law around the globe.

Corporate and M&A Law Committee

Corporate law is central to every modern economy, whether developed or developing.

Internationalisation and globalisation of economic activity make corporate law and mergers and acquisitions issues central to the practice of business law.

The Corporate and M&A Law Committee aspires to be the leading global forum for the education, exchange of know-how and networking of corporate, corporate compliance, private equity and M&A practitioners around the world.

The Committee pursue our goals through three main initiatives:

• The organisation of regular (annual or bi-annual) M&A specialist conferences around the globe.
• The online publication of country-by-country legal guides on important corporate and M&A related topics.
• The offering of a comprehensive programme of interactive panels and events during the IBA Annual Conference, with educational sessions aimed at more junior fellow attorneys, highly sophisticated panels for the more seasoned professional and a committee dinner that regularly draws over 200 M&A practitioners from around the world.

Contact information

International Bar Association
Chancery House, 53 – 64 Chancery Lane, London WC2A 1QS, United Kingdom
Tel: +44 (0)20 7842 0090
Email: member@int-bar.org
www.ibanet.org