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
Conference Co-Chairs
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

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 panelists 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  
Eliana 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  
Patrick Mitchell  Latham & Watkins, 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

**Natasha Goupal**  Blackstone, New York

**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 **Conference reception**

Garden Rooms, The Carlton Tower Jumeirah
1 Cadogan Pl
London, SW1X 9PY

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

All registered delegates are welcome to attend.
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
- Comply with all local and national restrictions
- 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**

*Online registrations received:*

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After **22 September 2023** registrations must be received in hard copy at the IBA office.

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 NW8KBGB2L, IBAN GB05NW8K56000313270222
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 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 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.

Book with confidence
• If the IBA needs to reschedule the event, your registration will be automatically transferred to the new date and no additional fees will be charged. If this date is not convenient for a delegate, a refund of the cost of the conference place will be available on request to the IBA.
• If the IBA is unable to reschedule the conference within 12 months of the original scheduled date, a full refund of the cost of the conference place will automatically be made to all delegates.
• Please note that the IBA will not provide refunds for any costs incurred including any travel costs.

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% 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:

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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.

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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 GB05NWBK5600313270222

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
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