

# **Third Global M&A Symposium**

## **The New Economics for the Private Middle Market**

**May 10-12, 2011**

**London, England**





## Dear Friends and Colleagues,

“Merger activity is off to a frenzied start in 2011,” reports Thomson Reuters, noting that “the value of takeovers worldwide was US\$356.1 billion in the first few weeks of the year, up 78% from the beginning of 2010. Experts said they expect this trend to continue.”

If you are an Intermediary, Investment Banker, CPA, Attorney, Private Equity Group, Business Advisory Firm, or Corporate M&A Professional, this Third Global M&A Symposium is your singular opportunity this year to hear from leading industry experts and practitioners from around the world on the key issues of the day. The conference will provide a forum to make strong and actionable connections in the private middle market through face to face interaction with industry decision makers and thought leaders.

You will connect with key middle market players from Asia, Central & South America, Europe, the Middle East, and North America who will share their deal-making insights with you. You will learn from global experts and thought-leaders to:

- Spot global, national & regional trends;
- Recognize new deal-making opportunities;
- Benchmark against industry “best practices”;
- Devise practical strategies for securing new deal flow;
- Develop new insights for successfully moving deals & engagements forward.

Please join me in London to hear what our thought-leaders and industry practitioners have to say. You don’t want to miss this opportunity.

Sincerely,

Robert E. Brown, Esq.

Boylan, Brown, Code, Vigdor & Wilson, LLP

Conference Chair

Member of AM&AA and Primerus

# Agenda

## Tuesday, May 10, 2011

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18:00 – 19:30 **Welcome reception**

## Wednesday, May 11, 2011

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7:30 – 8:30 **Continental Breakfast & Networking**, sponsored by: LexPro Research

8:30 – 8:45 **Welcome & Symposium Introduction**

Alderman Michael Bear, Lord Mayor of the City of London

8:45 – 10:00 **Changes in the Global Finance Markets**

Christian Heidl, Managing Partner, MML Capital Partners (Germany)

Stephan Illenberger, Managing Director Germany, Axa Private Equity (Germany)

John Normand, Managing Director, JPMorgan Chase (United Kingdom)

Martin Schwab, Partner, Pamplona Funds (United Kingdom)

Moderator: Karl-Michael Krüger, Managing Partner, Platinum Partners GmbH (Germany)

10:00 – 10:25 **Demographic Changes and Regional Differences**

Mike Jamesson, Principal, Jamesson Associates (United States)

10:25 – 10:40 **Break**

10:40 – 11:40 **Recession's Effect on Political Risk Profiles**

Michel Léonard, PhD, Chief Economist & Macro Strategist, Alliant Insurance –  
A Blackstone Group Company (United States)

Karim Pakravan, PhD, Associate Professor of Finance, DePaul University;  
formerly, Senior Foreign Exchange Strategist, JPMorgan Chase (United States)

11:40 – 12:40 **M&A in Emerging Economies**

Ramanand Mundkur, Managing Partner, Mundkur Law Partners (India)

Adeodato Volpi Netto, CEO & International Chairman, Open Point Partners (Brazil)

12:40 – 14:15 **Luncheon**, sponsored by: Open Point Partners

David Hinson, National Director of the Minority Business

Development Agency, U.S. Department of Commerce (United States)

14:15 – 15:15 **Conditions in the New Middle East**

Stephen Timewell, Editor Emeritus, *The Banker* Magazine (United Kingdom)

15:15 – 15:30 **Break**

15:30 – 16:30 **Changes in the Regulatory Environment**

Ann Creelman, Partner, Vatie & Associés (France)

Stefan Götzen, Partner, Deloitte & Touche (Germany)

Les Nemethy, CEO, Euro-Phoenix Ltd. (Hungary)

Moderator: Ralph Hummel, Partner, Avocado Rechtsanwälte (Germany)

16:30 – 17:00 **UK AIM Market: Leading Growth Market in the World**

Chilton Taylor, Head of Capital Markets, Baker Tilly Corporate Finance LLP (United Kingdom)

17:00 – 18:30 **Cocktail Reception**



# Agenda

**Thursday, May 12, 2011**

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- 7:30 – 8:45**      **Continental Breakfast & Networking**  
sponsored by: Skadden, Arps, Slate, Meagher & Flom LLP & Affiliates
- 8:45 – 10:00**    **Cross Border Deals: EU, US, Canada**  
Glenn M. Bowman, Managing Partner, Capital Canada Limited (Canada)  
Fred G. Jager, CEO & President, Hunter Wise (United States)  
Michelle Mathers, Partner, Ford & Warren (United Kingdom)  
Moderator: Michael R. Henry, Partner, Houser Henry & Syron (Canada)
- 10:00 – 10:25**    **Break**
- 10:25 – 11:40**    **China M&A**  
Steve Anstey, Partner, BCMS Corporate Limited (United Kingdom)  
Robert J. Kinsella, President, Kinsella Group (United States)  
Daniel J. McClory, Managing Director, Hunter Wise (United States)
- 11:40 – 12:40**    **Cross Border Deals: Getting It Done and Making It Work**  
Daniel Confino, Founding Partner, MergerID (United Kingdom)  
Nitin Kumar, Chief Executive Officer, Consultant (United States)  
Mark Lanyon, Director, International Strategy and Business Development,  
Morningstar, Inc., (United States)  
Mona Pearl, Founder and COO, Beyond a Strategy (United States)  
Moderator: Linda McCarty, Attorney, Wall Esleeck Babcock LLP (United States)
- 12:40 – 14:15**    **Luncheon with Speaker**  
Keith Hearn, Managing Partner, Ford & Warren (United Kingdom)
- 14:15 – 15:15**    **US Legal Traps: Taxation, Securities Law Compliance & FCPA**  
Alan Bernstein, Partner, Carter Ledyard & Milburn, LLP (United States)
- 15:15 – 15:40**    **Break**
- 15:40 – 17:00**    **Prognosis for 2011**
- 17:00**              **Adjourn**



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### Luncheon

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### Breakfast

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- **Telephone – +1 877 844 2535/ +1 312 856 9590**
- **Fax – +1 312 729 9800**
- **Postal Address – 200 East Randolph Street, Suite 2400  
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☐ AM&AA and Primerus Member: \$1,200 (\$1,300 after March 31)

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**We have many sponsorship opportunities still available that provide the following benefits:**

- Meet the leaders in mid-market (\$5M to \$500M)
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- Increase your exposure to middle market advisors
- Receive complimentary registration to the symposium
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### **Available Sponsorship Opportunities:**

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### **Thistle Marble Arch Hotel**

- Reserve your hotel room before April 18, 2011 to receive the discounted rate of £185/night.
- Call the Thistle Marble Arch Hotel at 08 71-977-0218, or
- email: [groupsmarblearch@thistle.co.uk](mailto:groupsmarblearch@thistle.co.uk) (make sure to include booking dates and credit card information)
- Booking Code: AMAA/Primerus





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### **About the AM&AA ([www.amaaonline.com](http://www.amaaonline.com))**

The AM&AA is the leading association and credentialing body for 750 + middle market M&A professionals in 19 countries, providing connections, best practices and education. AM&AA members represent sellers and buyers of businesses ranging from \$5 to \$500 million in transaction value. Their services are due diligence, accounting financing, business valuation, tax planning, legal, strategic, other advisory and transaction support services.

Our primary goals are to help members improve their level of knowledge, give them access to the tools to help them better market and deliver their services, and provide them with a network of knowledgeable professionals with whom they can share information and resources.

Our Alliance offers members a solid platform for professional collaboration. Our professional members work to provide the entire spectrum of consulting and corporate financial advisory services to measure, build, finance, and convert business value into personal wealth. For more information, Please visit the website [www.amaaonline.com](http://www.amaaonline.com) or contact Diane Niederman at (312) 856-9590.

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