



# THE FIFTH ANNUAL CROSS BORDER M&A CONFERENCE

Monday 26 February 2018 - Evening Drinks & Dinner Reception

Tuesday 27 February 2018 - Conference & Networking



Millennium Hotel, 44 Grosvenor Square,  
Mayfair, London, W1K 2HP United Kingdom

## BRIEF PROGRAMME

### Monday 26 February

- 18.30 onwards Registration..... Millennium Hotel  
19.00 - 22.00 Drinks & Dinner Reception ..... Millennium Hotel

### Tuesday 27 February

- 9.00 - 9.30 Registration..... Millennium Hotel  
9.30 - 17.00 Conference ..... Mayfair Suite, Millennium Hotel  
17.00 - 19.00 Drinks Reception ..... Mayfair Suite, Millennium Hotel

---

## TOPICS

- Valuation Methodologies in the European & Asian M&A Markets
- Insurance Solutions in M&A
- The Thunderhead sale of Smart Communications to Accel-KKR
- Identifying Pre-Closing Synergies and Managing Post-Closing Integration
- Cross Border Restructuring and Brexit
- Immigration and Employment
- Tax
- Cyber Security and Data Protection
- Thailand, Germany and Luxembourg

## WHO SHOULD ATTEND

- In-house Counsel
- Corporate Lawyers
- Corporate Finance Advisers
- PE/VC Managers
- Accountants
- Bankers
- Tech Deal Managers
- Other M&A Professionals

---

## DELEGATE COSTS

### Full Conference - £336 (£280 + VAT)

*Monday 26 & Tuesday 27 February - includes Monday evening drinks, dinner and Tuesday conference, lunch & evening drinks.*

## DELEGATES WILL BE COMING FROM:

- |           |               |               |
|-----------|---------------|---------------|
| • Belgium | • Italy       | • Switzerland |
| • Denmark | • Luxembourg  | • Thailand    |
| • France  | • Netherlands | • UK          |
| • Germany | • Spain       | • USA         |
| • Hungary | • Sweden      |               |

---

## VENUE

**Millennium Hotel London Mayfair**, 44 Grosvenor Square, Mayfair, London, W1K 2HP  
Located in the heart of London's fashionable Mayfair. [www.millenniumhotels.co.uk](http://www.millenniumhotels.co.uk)

## SCHEDULE

TIME	TOPIC	DETAIL
<b>MONDAY 26 FEBRUARY</b>		
19.00 - 22.00	Drinks and Dinner Reception in the Manhattan Suite	Dress - Business casual
<b>TUESDAY 27 FEBRUARY</b>		
9.00 - 9.20	Day Registration	Dress - Business (Ties not essential)
<b>CONFERENCE</b>		
9.25 - 9.30	Welcome & Programme	Simon Rous (Ashfords LLP)
9.30 - 10.00	Brexit - M&A Challenges & Opportunities	Philip Jones (Head of Legal Services, The City UK)
10.00 - 10.30	Valuation Methodologies in the European & Asian M&A Markets	Jan P. Weidner (Managing Director, Houlihan Lokey, Frankfurt)
10.30 - 11.00	<b>MORNING COFFEE</b>	
11.00 - 11.30	Insurance Solutions in M&A	Brian Hendry and Dean Andrews (Directors, Paragon Insurance Brokers)
11.30 - 12.00	The Thunderhead sale of Smart Communications to Accel-KKR	Simon Pearson (Partner, EY)
12.00 - 12.30	Identifying Pre-Closing Synergies and Managing Post-Closing Integration	Mike Tucker and Russell Howard (Directors, HowTu Pharma Consult Ltd)
13.00 - 14.30	<b>LUNCH</b>	
Workshop A	Cross Border Restructuring and Brexit	Alan Bennett (Partner, Ashfords LLP), Mike Rollings (Partner, Rollings Butt), Patrick Birney (Partner, Robinson Cole, Boston, USA) and Gavin Smith (Partner, Walkers Global, Ireland)
Workshop B	Immigration and Employment in context of Cross Border M&A: Are you getting the workforce you bargained for?	Charles Pallot & Kirsty Cooke (Ashfords LLP) and Farhod Moghadam (Patron Capital Advisers LLP)
Workshop C	Tax in context of Cross Border M&A	Angus Bauer, Nicola Manclark (Ashfords LLP) and Sabine Unkelbach-Tomczak (LSV, Frankfurt)
Workshop D	Cyber Security and Data Protection in M&A	Dominic Holden & Chris Coughlan (Ashfords LLP) and Lyndsey Bauer (Paragon Insurance Brokers)
15.15 - 15.45	<b>AFTERNOON TEA</b>	
15.45 - 16.45	Latest developments in Cross Border M&A: <ul style="list-style-type: none"> <li>• Thailand</li> <li>• Germany</li> <li>• Luxembourg</li> </ul>	<ul style="list-style-type: none"> <li>• Apisith John Sutham (Managing Partner, Apisith &amp; Alliance Ltd)</li> <li>• Burkhard Herzog (Schellenberg Unternehmeranwälte)</li> <li>• Denis Van Den Bulke (Founder, VDB Law)</li> </ul>
16.45 - 16.55	Round up and Q&A	All Speakers
17.00 - 19.00	<b>EVENING DRINKS</b>	

## BOOKING FORM

Ref: Cross Border M&A 235345-00061

To register please complete the form below in capital letters and send your delegate fees to [events@ashfords.co.uk](mailto:events@ashfords.co.uk) or call **+44 (0)20 7544 2406**

Fees can be paid by cheque (made payable to Ashfords LLP) or by BACs transfer (details in the bottom right hand corner below)

Please RSVP as soon as possible to [events@ashfords.co.uk](mailto:events@ashfords.co.uk) by Monday 19 February 2018 at the latest.

TITLE: ..... FIRST NAME: ..... SURNAME: .....

POSITION: ..... ORGANISATION: ..... PROFESSION: .....

ADDRESS: ..... TOWN: .....

MOBILE: ..... EMAIL: .....

DIETARY REQUIREMENTS: .....

We will share your name, profession, organisation and town with other attending delegates and speakers to help maximise networking opportunities. If you do not want this data to be shared please let us know.

### Full Conference

(Monday 26 & Tuesday 27 February)

**£336 (£280 + VAT)**

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



Please circle which workshop you would like to attend:

A. Insolvency B. Immigration & Employment C. Tax D. Cyber Security

## HOTEL BOOKING INFORMATION

For your hotel accommodation contact The Millennium Hotel directly on **+44 (0) 20 7629 9400** or [reservations.mayfair@millenniumhotels.com](mailto:reservations.mayfair@millenniumhotels.com)

You may wish to quote reference ASHL260218 to receive the Conference rate of £250 + VAT (includes breakfast and WiFi) per night (available until 30 days prior to arrival), or book independently.

### 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.
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 acting 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

WITH THANKS TO OUR SPONSORS

