

Home

Outline

Programme

Sponsors

Booking Form



*The Third Annual*

# Global M&A Conference

Sunday 28 February 2016 - Evening Drinks & Dinner Reception  
Monday 29 February 2016 - Conference & Networking

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

Home

Outline

Programme

Sponsors

Booking Form

## Brief Programme

### Sunday 28 February

18.30 onwards  
19.00 - 22.00

Registration  
Drinks & Dinner Reception

Millennium Hotel

### Monday 29 February

9.00 - 9.30  
9.30 - 17.00  
17.00 - 19.00

Registration  
Conference  
Drinks Reception

Millennium Hotel  
Ballroom Suite, Millennium Hotel

## Who should attend

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

## Delegate Costs

**Full Conference** £270 (£225 + VAT)

*Sunday 28 & Monday 29 February - includes Sunday evening drinks, dinner and Monday conference, lunch & evening drinks.*

**Monday Only** £192 (£160 + VAT)

*Monday 29 February - includes Monday Conference, lunch and evening drinks.*

## 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)

## Already attending

- China
- Denmark
- France
- Germany
- Italy
- Luxembourg
- Malaysia
- Netherlands
- Norway
- Poland
- Sweden
- UK
- USA

[Home](#)[Outline](#)[Programme](#)[Sponsors](#)[Booking Form](#)

Time	Topic	Detail
Sunday 28 February		
19:00 - 22:00	<b>Reception at the Millennium Hotel</b> Expected 150 Corporate clients, General Counsel, Accountants, VCs Corporate Finance Advisers, Bankers, M&A Lawyers and other delegates.	The Millennium Hotel, Mayfair, London, W1K 2HP
Monday 29 February		
9:00 - 9:20	<b>Day Registration</b>	
9:25 - 9:30	<b>Welcome &amp; Programme</b>	Simon Rous, Ashfords
Conference		
9:30 - 10:15	<b>Valuation Methodologies in Global M&amp;A Markets</b> Valuing the target business, including observations on sector multiples, differing conditions in world markets and maximizing value pre-sale	Thomas Kardos, Blackwood Capital Group
10:15 - 11:00	<b>Dual track exit strategies</b> IPO & Trade Sale run in parallel	Stuart Fleet, Ashfords
11:00 - 11:30 Morning Coffee		
11:30 - 12:15	<b>Triumphs and tribulations of securing Media and Digital Deals</b> Exit strategies: "Harvesting" returns - Strategic buyers - Financial buyers	Linda Sullivan Partner and Head of Media and Digital, Cavendish Corporate Finance
12:15 - 13:00	<b>Orchestrating a successful sale - The client perspective</b> Negotiating, closing and post-sale integration Real experience from the coal face	Morley Sage, MD Stovax Heating Group, Director NIBE Stoves
13:00 - 13:10	<b>Ruby Datum</b> - Next generation Data Room platform for the professional services market - simple, powerful and effective across multiple devices	Alastair Banks, Nick Watson & Tom Godwin, Ruby Datum
13:10 - 14:30 Lunch		

[Home](#)[Outline](#)[Programme](#)[Sponsors](#)[Booking Form](#)

Alternative Workshops	<b>Workshop (A):</b> Businesses in Distress - Conduct and finance transactions	Andy Pear - BM Advisory, Alan Bennett, Ashfords
	<b>Workshop (B):</b> Venture capital - investment and exit trends in the Tech sector	Chris Dyson, Ashfords
	<b>Workshop (C):</b> Cyber security and Data Protection features in M&A	Josh Ellis, Jumpsec, Suzie Miles & Chris Coughlan, Ashfords
	<b>Workshop (D):</b> M&A and Joint Ventures in China	Chelsea Li, Senior Partner, Jincheng Tongda & Neal of Beijing and Shanghai
15:30 - 16:00	<b>Afternoon Tea</b>	
16:00 - 16:45	Contrasting latest developments in the conduct of M&A transactions in China, Denmark, Germany, Luxembourg, Malaysia and the UK.	Ashfords / Cheang & Ariff / Delacour / Seufert / Vandenbulke
16:45 - 16:55	Round up and Q&A	All Speakers
17:00 - 19:00	<b>Evening Drinks</b>	

Home

Outline

Programme

Sponsors

Booking Form



Thank you to our sponsors



Home

Outline

Programme

Sponsors

Booking Form

## Booking form

Ref: Global M&A 235345-39

To register please complete the form below in capital letters and send your delegate fees to a.noonan@advoc.com or call +44 20 7544 2485

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 a.noonan@advoc.com**

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

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

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

Mobile / Cell: \_\_\_\_\_ Email: \_\_\_\_\_

**Full Conference (Sunday 28 & Monday 29 February)**

£270 (£225 + VAT)

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

*or*

**Monday Only (Monday 29 February only)**

£192 (£160 + VAT)

## Hotel booking information

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

You may wish to quote reference **ASHF290216** to receive the Conference rate of £190 (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 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 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 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.

### *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