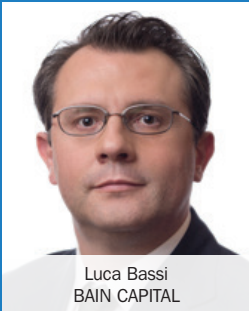


Private Equity DEAL ORIGINATION



Phil Robinson
CVC CAPITAL PARTNERS



Luca Bassi
BAIN CAPITAL



Howard Leigh
CAVENDISH



James Morris
LDC CAPITAL



Lars Erikssen
RIVERSIDE GROUP

Best Practices in European
Deal Origination & Sourcing
in a Highly Competitive
Private Equity Market

Wednesday 25th November 2015, London

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Private Equity Deal Origination

Wednesday 25th November 2015
St James Court Hotel, London

09.30 *Chair's Opening Remarks*

09.45 **Where are the Deals: The Current Origination Landscape**

- As sellers become savvier and competition increases how can PE firms stand out from the crowd?
- Dealing with the increasing demands from LPs to show effective deal sourcing
- Will we continue to see an increasing number of business development / dedicated deal origination roles?
- The importance of having a solid brand when sourcing deals
- Building a solid track record of partnering with management teams

Lars Eriksson, Managing Director, Head of European Origination, **RIVERSIDE GROUP**

Phil Robinson, Director, **CVC CAPITAL PARTNERS**

Florus Plantenga, Director, **HOULIHAN LOKEY**

110.45 *Networking Coffee Break*

11.20 **Due Diligence Best Practice**

- Techniques for effective vetting of buyout targets
- Developing an accurate assessment of key performance indicators
- Evaluation of projected financial information
- Developing an agenda for value creation once the deal is closed

Lushani Kodituwakku, Managing Partner, **NEOVIAN PARTNERS**

11.50 **Sourcing Proprietary Deals**

- Proactively approaching acquisition targets
- The benefits of a dedicated origination team
- Building a specialised origination programme
- The importance of advisory boards and industry contacts
- Leveraging existing management team relationships

Leon Gillespie, Head of Private Equity Coverage, **KPMG**

Andrej Babache, Director, **MID EUROPA PARTNERS**

James Morris, Investment Director, **LDC**

Luca Bassi, Managing Director, **BAIN CAPITAL**

12.45 *Lunch*

14.00 **Buy and Build Strategies**

- How to successfully identify a platform company
- The importance of putting together an effective management team
- Financing the initial purchase and add-on acquisitions
- Successfully integrating add-on acquisitions

Kenneth Barry, Partner, **WHITE & CASE**

Igor Zax, Managing Director, **TENZOR**

James Bakewell, Manager, **AUGUST EQUITY**

14.50 **Bid Tactics and Offer**

- Identifying and assessing potential acquisition targets
- Understanding the best time to start the offer process
- Managing relationships with management teams in advance
- Bidding high to gain exclusivity: is it worth it?
- What else can incentivise a seller besides price?
- Operational and commercial due diligence requirements

Howard Leigh, Senior Partner, **CAVENDISH CORPORATE FINANCE**

15.30 **Deal Financing**

- Preparing finance before bidding
- Sourcing alternative lenders
- Remaining disciplined with leverage levels
- Understanding the ideal levels of debt to take on
- Preparing contracts

16.00 *End of Conference & Afternoon Coffee*

WHEN AND WHERE

FKW53245

Venue: Central London, UK, venue tbc

25th November 2015
London

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Telephone Fax

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