

# Private Equity DEAL ORIGINATION



Phil Robinson  
CVC CAPITAL PARTNERS



Luca Bassi  
BAIN CAPITAL



Howard Leigh  
CAVENDISH



James Morris  
LDC CAPITAL



Andrew Hayden  
SOVEREIGN CAPITAL

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

Wednesday 25th November 2015, London

Register Today: **Tel:** +44 (0) 20 7017 7790 or **Fax:** +44 (0) 20 7017 7824 **Email:** [kmregistration@informa.com](mailto:kmregistration@informa.com)  
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09.15 Chair's Opening Remarks

09.30 **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**

**James Morris**, Investment Director, **LDC**

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



Lars Eriksson



James Morris



Phil Robinson

10.15 **Secondary Buyout Origination**

- How to source assets for sale from other PE funds
- How does the process differ from buying from a trade seller?
- Structuring a secondary buyout
- The management team relationship

11.00 Networking Coffee Break

11.30 **Managing Relationships with Intermediaries**

- Effective methods of communication with intermediaries
  - is email sufficient or is a face to face preferred?
- Using existing intermediary relationships to source deals
- What do intermediaries most value in the sale process when dealing with PE firms?
  - realistic valuations
  - quick responses
  - thoughtful strategy for the acquisition
- What else beyond price will an intermediary consider when dealing with bidders?

**Jonathan Arrowsmith**, Managing Director, **DC ADVISORY PARTNERS**



Jonathan Arrowsmith

12.15 **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

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



Luca Bassi

13.00 Lunch

14.30

## 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

**Andrew Hayden**, Managing Partner, **SOVEREIGN CAPITAL**

**Igor Zax**, Managing Director, **TENZOR**



Andrew Hayden



Igor Zax

15.15

## 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

**Lord Leigh of Hurley**, Senior Partner, **CAVENDISH CORPORATE FINANCE**



Howard Leigh

16.00

## Deal Financing

- Understanding the importance of having financing in place to ensure a close
- Preparing finance before bidding
- Sourcing alternative lenders
- Remaining disciplined with leverage levels
- Understanding the ideal levels of debt to take on

**Romain Cattet**, Managing Director, **MARLBOROUGH PARTNERS**



Romain Cattet

16.45

End of Conference & Afternoon Coffee

### SPEAKING & SPONSORSHIP OPPORTUNITIES

A limited number of speaking opportunities remain for those who wish to raise their profile and demonstrate their expertise to a targeted audience.

Exhibition space is also available

For further information please contact **Max Tattersall** on **+44 (0) 20 7017 4673** or email **max.tattersall@informa.com**

# Private Equity Deal Origination 2015

FKW53245

VIP CODE

Wednesday 25th November, London

Please quote the above VIP code when registering

## WHEN AND WHERE

FKW53245

Venue: Central London, UK, venue tbc

25th November 2015  
London

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