



German M&A and Private Equity Forum 2011

10 February 2011 InterContinental, Düsseldorf

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- 9:00** **Chair's welcome remarks:**
Prof Dr Gerhard Wegen, Partner, M&A and Arbitration, Gleiss Lutz
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- 9:10** **Head-to-Head Discussion: Assessing the German regulatory environment for 2011**
Jella Benner-Heinacher, Managing Director, Deutsche Schutzvereinigung für Wertpapierbesitz
Dr Hendrik Leber, Managing Partner, ACATIS Investment GmbH
Prof Dr Gerhard Wegen, Partner, M&A and Arbitration, Gleiss Lutz (moderator)
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- 9:30** **Panel: Comparing and contrasting Public and Private Company Activity**
 - Regulatory changes effect on M&A strategy?
 - What are 2011's prospects? Will deal rationale shift?
 - Has hostile takeover willingness increased?**Ulrich Dickel**, Head of M&A, Franz Haniel & Cie GmbH
Jack Artman, Senior Director and Head of M&A, Infineon Technologies
Horst Rottbeck, Manager of Corporate M&A, Brenntag
Dietrich Becker, Partner, Perella Weinberg Partners
Hans-Christoph Stadel, Partner, MCF Corporate Finance GmbH
Dr Christian Cascante, Partner, Corporate/M&A, Gleiss Lutz (moderator)
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- 10:30** **Coffee and networking break**
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- 11:00** **Case Study: Sustainable investment - does green due diligence affect M&A?**
Dr Ignacio Campino, Representative of the Board of Management for Sustainability and Climate Change, Deutsche Telekom AG
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- 11:15** **Panel: Private equity**
 - Private equity's role in German M&A activity
 - Financial investors vs. strategic buyers
 - What sectors are the most attractive for investors?**Stephan Illenberger**, Member of the Executive Board, Paris, and CEO, Germany, AXA Private Equity
Dr Mirko Meyer-Schonherr, Partner, PAI Partners
Hanns Ostmeier, President, BVK
Stefan Zuschke, Partner, BC Partners
Dr Jan Bauer, Partner, Corporate/M&A, Gleiss Lutz
David Cayet, Managing Partner Germany, Accuracy
Catherine Ford, Managing Editor - Remark, The Mergermarket Group (moderator)
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- 12:15** **Presentation: Accenture's 'Inside Corporate M&A - The formula of the fittest' study and analysis**
Moritz Kübel, Manager, Corporate Strategy, M&A Practice, Accenture
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- 12:30** **Panel: Post-merger integration**
 - How do you measure milestones and deal success?
 - Addressing the integrational and cultural issues of a deal
 - What are the most common failures post-deal?**Marc Gründler**, Head of M&A/Transaction Services, REWE Group
Christoph Jores, Head of M&A and Integration, TNT Post Holding Deutschland GmbH
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- Marcus Mueller**, Senior Manager, M&A Integration, Siemens AG
Lysander Christofels, Integration Officer, Merck KgaA
Jonathan Sherry, EVP, M&A and Private Equity Group, Zurich Financial Services
Dr Stefan Ohl, Managing Director, Alix Partners
Mirko Dier, Executive Partner, Global Head of M&A and Merger Integration, Accenture
Catherine Ford, Managing Editor - Remark, The Mergermarket Group (moderator)
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- 13:30** **Networking lunch**
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- 14:30** **Panel: Acquisition finance and refinancing Germany's buyout boom**
 - What are the main sources of acquisition finance?
 - When is the optimum time to refinance 2013-14 maturities?
 - Refinancing distressed companies**Michael Bork**, Managing Director, Barclays Private Equity
Per Wehrmann, Portfolio Management, High Yield, DWS Investment GmbH
Oskar von Kretschmann, Head of High Yield & Distressed Debt, Germany & Austria, Deutsche Bank
Ralph Hagelgans, Managing Partner, Livingstone Partners
Robert Schach, Assistant Editor High Yield, Debtwire (moderator)
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- 15:15** **Presentation: Insurance in M&A - alternatives to traditional risk allocation**
Georg von Mangoldt, VP, Marsh Private Equity and M&A Practice
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- 15:25** **Networking Coffee**
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- 15:45** **Panel: Strategic growth of Mittelstand - future development in a German economy**
 - How are Mittelstand dealing with succession issues?
 - What are the key drivers of primary deals?
 - China vs. Mittelstand - friend or foe?**Razvan Olosu**, CEO, Novero GmbH
Philipp Schack, Managing Director, Tital GmbH
Guido May, Managing Director, Silverfleet Capital
Dr Ralf Pampel, Co-Head and Managing Director, METZLER Corporate Finance
Christian Grandin, Managing Partner, Livingstone Partners
Giovanni Amodeo, Global Editor-in-Chief, mergermarket (moderator)
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- 16:30** **Panel: Germany's role in emerging markets M&A**
 - What is driving deal flow into emerging markets?
 - Opportunities vs. challenges of cross-border deals**Michael Rolle**, CFO, DHL Central Europe
Dr Mathias Wagner, SVP of Corporate Business Development/M&A, Fresenius SE
Florian Ley, Head of Finance, ItN Nanovation AG
Dr Stefan Odenthal, Managing Director Energy & Industry, Hilti Group
Philip Whitchelo, VP Product Marketing - M&A, IntraLinks
Thomas Williams, Head of Germany Coverage, mergermarket (moderator)
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- 17:15** **Closing remarks**
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- 17:30** **Networking drinks reception and canapés**