

GCG M&A DEALMAKERS MEETING 24 FEBRUARY 2018 DELEGATE PROGRAMME

SATURDAY, 24 FEBRUARY 2018

09:00	GCG M&A Dealmakers Meeting in the hotel <i>Carmelo Meeting Room</i>	
09:00 – 09:05	GCG Welcome	Claudio G. Cocca & Tim van der Meer
09:05 – 09:15	Welcome from the Host Firm	Javier Carretero
09:15 – 10:45	A GCG success story: KKR and its first PE deal on African soil	Tim van der Meer Marlon Putter Dolf Helmann Rosanne van Kleef

In 2014, the successful private equity firm, KKR, closed its first deal in Africa. KKR invested in the largest rose farm in the World owned by Dutch Family Barnhoorn. Thanks to the close cooperation between several GCG/GGI members the largest M&A transaction on the African continent (USD 200m) became a great success for all stakeholders. During this session we will discuss how an integrated approach between different GGI members helped to obtain an interesting M&A mandate and to convert this mandate into a successful deal.

10:45 – 11:00	Coffee Break / Networking	
11:00 – 11:30	Negotiation and Influence Techniques	Michael Reiss von Filski
11:30 – 12:45	Dealmarket / Speed-Networking Session	
	<i>Five minutes of 1-on-1 meetings with fellow members. Please prepare your elevator pitch, covering:</i>	
	<ul style="list-style-type: none"> ○ <i>Your firm's introduction;</i> ○ <i>Special expertise in M&A transactions;</i> ○ <i>Deal opportunities to share with other members;</i> ○ <i>Fee-sharing policies.</i> 	
12:45 – 14:00	Private lunch for GCG Meeting participants <i>Bar Noble</i>	

The rest of the programme follows that of the GGI ITPG Global Tax Summit.