

08:30 – Registration

09:00 – Chair’s welcome remarks

Catherine Ford, Editor-at-Large, Mergermarket

09:10 – Keynote address: The Next 25 Years

- Changes coming from technology and artificial intelligence, demographics, migration and the ever growing role of business in solving society’s needs

Mark Florman, Principal, Florman Family Trust and Chairman, Time Partners

Live Q&A with: **Catherine Ford, Editor-at-Large, Mergermarket**

09:40 – On-Stage Q&A: How do you manage assets and portfolios effectively?

- A Managing Director of a major Family Office will examine macro trends and developments in the market, how to create value by investing in private equity and where they think you should be looking for investment opportunities?

Thomas Etzel, Managing Director, HQ Capital Private Equity

Amedeo Gorla, Reporter, unquote” (moderator)

10:10 – Panel: Funds appetite for private equity direct and co-investments

- The speakers will discuss the importance of co-investing in hope to build and strengthen LP/GP relationships and how to strike the right balance between direct, secondary and fund commitments?
- Will examine recent case studies of fund closures and the prospects for market growth in the German region.

Benjamin Alt, Executive Director, Adveq

Kaarina Suikkonen, Partner, Lyrique

Matthias Wilcken, Partner and Director, Gilde Buyout Partners

Catherine Ford, Editor-at-Large, Mergermarket (moderator)

10:40 – Presentation: Attractive M&A Targets - what do buyers look for?

- Can an analysis of financial measures, such as growth, size, profitability, leverage, liquidity and valuation provide insights into which companies are likely to become acquisition targets?
- How do these measures differ for private vs. public targets?
- And what is the relative importance of these measures in predicting the probability of a company becoming an acquisition target?

This presentation, based on a 23-year study of 34,000 firms and 14,000 deals by Cass Business School and Intralinks, seeks to answer these questions, revealing how the financial characteristics of companies correlate with M&A activity in often unexpected ways.

Philip Whitchelo, Vice President, Strategy & Product Marketing, Intralinks

11:00 – Morning Break and Networking Opportunity

11:30 – On Stage Q&A: Chinese buyers investing into Germany

- The speakers will discuss their investment experience on sourcing and executing deals in the region.

Heiko von Dewitz, Managing Partner, AGIC Partners

Insa Cornelia Müller, Partner, Beiten Burkhardt

Catherine Ford, Editor-at-Large, Mergermarket (moderator)

11:55 – Panel: DACH Exit Analysis and the Outlook for H2 2017 – How does this compare to the rest of Europe?

- Overview of Multiples across Europe versus the DACH region - H2 2016 and H1 2017 analysis

- What are the important factors to consider for an exit and what steps should be taken to ensure the best outcome?
- What are the preferred route for exits in the current market for GPs?

Axel Oltmann, *Managing Partner, Clearwater International*

Alexander Friedrich, *Partner, Quadriga Capital*

Katrien Van Hoof, *ECM Reporter, DealReporter*

12:25 – Panel: Leading By Example – The DACH Private Equity Debate

- The panel will discuss how to deliver returns in a low growth market and how they ensure value when investing in start-ups, Mittelstand and large cap deals?
- The leaders’ debate their views on key investment geographies, what has been the driving force of investments in the last 12 months and what future trends can we expect to see in the market.

Goetz Hertz-Eichenrode, *Board Member, HANNOVER Finanz Group*

Ralf Flore, *Managing Partner, Ufenau Capital Partners AG*

Andreas Bösenberg, *Managing Director, Sun European Partners, GmbH – Frankfurt*

Amedeo Gorla, *Reporter, unquote” (moderator)*

12:55 – Lunch

13:55 – Presentation: Digitalisation - How do you become Digital leaders?

- How do you create value through enhancing your digitalisation?
- Why is it so difficult for organisations to evolve into the digital era – what strategies are the most effective?
- How will the new European General Data Protection Regulation (GDPR) coming into effect in May 2018 impact companies and portfolios?
- What can companies do to navigate through the highly protected legal environment?

Olof Hernell, *CDO, EQT*

Dr. Axel von Walter, *Partner, Beiten Burkhardt*

14:20 – Panel: Insurance solutions for dealing with risks

- Current innovations in the German insurance market - how does this differ to the rest of Europe?
- Tax, cyber and environmental risk considerations
- The rise of Chinese and US bidders looking into European and German targets
- What time length for deals are underwriters currently working to with the increased competition?
- Packaged insurance deals – why has this become a growing trend in Germany and what deals are these used for?
- The future of insurance for German deal processes

Robert Engels, *Head of M&A Solutions, Aon Risk Solutions*

Niki Demirbilek, *Global Head of M&A Insurance, DUAL Specialty M&A*

Catherine Ford, *Editor-at-Large, Mergermarket (moderator)*

14:50 – Afternoon Break and Networking Opportunity

15:20 – Presentation and On Stage Q&A: The implications of the global green industrial revolution for a family office’s investment strategy

- Is private equity the right vehicle to push the ‘Green Industrial Revolution’?
- What are the short-term and long-term challenges for private equity investors?
- How can private equity ensure lower risk and higher returns?
- What can private equity be doing in 5 years to impact this revolution of investing?

Jochen Wermuth, *Senior Fund Partner, Green Gateway Fund 2, Wermuth Asset Management*

Live Q&A with: **Catherine Ford**, *Editor-at-Large, Mergermarket (moderator)*

15:45 – Panel: Venture capital and Growth Capital success stories

- The panel will debate why German start-ups are becoming interesting attractive for foreign investors and corporate investors?
- The expert will share their real life experiences on how a VC and PE have worked harmoniously together on deals.

Nikolas Samios, *Managing Partner of the COOPERATIVA Venture Group and Chief Investment Officer, German Startups Group*

Hendrik Brandis, *Partner, Earlybird*

Roland Dennert, *Managing Partner, Cipio Partners*

Johann Reich, *Managing Partner, Rheingau Capital*

Lars Härle, *Managing Director, Co-Head of IEG Internet Desk and Technology Desk, IEG – Investment Banking Group (moderator)*

16:15 – Chair’s closing remarks followed by networking drinks