

# 15<sup>TH</sup> ANNUAL MERGERS AND ACQUISITIONS INSTITUTE

*America's Premier Private M&A Conference*



October 10–11, 2019 ■ The Ritz-Carlton ■ Dallas, Texas

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15<sup>TH</sup> ANNUAL  
**MERGERS AND ACQUISITIONS INSTITUTE**

October 10–11, 2019 ■ The Ritz-Carlton ■ Dallas, Texas

**SATISFY YOUR FULL TEXAS MCLE REQUIREMENT**

Live Institute: 10.75 hours of credit (including 1.00 hours of ethics)  
On-Demand E-Supplement: 4.25 hours of credit (including 2.00 hours of ethics)

**THURSDAY MORNING, OCT. 10, 2019**

**Presiding Officers:**

**Fergus Bolster, Matheson,  
Dublin, Ireland**

**Warren Silversmith, Stikeman Elliott LLP,  
Montreal, Quebec, Canada**

**7:30 a.m. Continental Breakfast and  
Registration Opens**

**8:15 a.m.**

**Welcoming Remarks by Institute Co-Chairs**

Wilson Chu, McDermott Will & Emery LLP, Dallas, TX  
Larry E. Glasgow, Jackson Walker LLP, Dallas, TX

**8:30 a.m. 1.00 hr**

**New Kids on the Block: State-of-the-Art  
New(ish) M&A Clauses That You Need to  
Know**

In the always-evolving M&A market, it's critical that counsel be up-to-speed on the latest deal provisions for buyers and sellers. Hear from seasoned practitioners on the key clauses that savvy dealmakers are including in their agreements to avoid pitfalls and give their clients the edge.

**Moderator:**

Rita-Anne O'Neill, Sullivan & Cromwell LLP, Los Angeles, CA

**Panelists:**

Samantha Hale Crispin, Baker Botts L.L.P., Dallas, TX  
Robert R. Kibby, Munsch Hardt Kopf & Harr, P.C., Dallas, TX  
Robert B. Little, Gibson, Dunn & Crutcher LLP, Dallas, TX  
Michael G. O'Bryan, Morrison & Foerster LLP, San Francisco, CA

**9:30 a.m. .75 hr**

**Public Company Creep Update**

Explore the good, the bad, and the ugly of latest concepts and developments from public target deals that bleed into private target M&A.

**Moderator:**

Kimberly R. Spoerri, Cleary Gottlieb Steen & Hamilton LLP, New York, NY

**Panelists:**

Jenny Hochenberg, Cravath, Swaine & Moore LLP, New York, NY  
Christina A. Tate, Winston & Strawn LLP, Dallas, TX  
Krishna Veeraraghavan, Sullivan & Cromwell LLP, New York, NY

**10:15 a.m. Break**

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**10:30 a.m. 1.00 hr**

**Digital Health M&A: A Survival Guide When  
the Worlds of Tech and Health Collide**

dig-i-tal /dij'i-t'l / health /helTH/ • The digitization of human beings spurred by the convergence of digital technologies and healthcare to create innovations in artificial intelligence, mobile health, health information technology, wearable devices, telehealth and telemedicine, and personalized medicine. This panel will focus on practical need-to-know insights into structuring and executing deals in this brave new world with the potential to not only save lives but also dominate economies and transform societies.

**Moderator:**

Rick Jordan, Polsinelli PC, Dallas, TX

**Panelists:**

Scott C. Craig, Wilson Sonsini Goodrich & Rosati, P.C., Austin, TX  
Joanna Lin, McDermott Will & Emery LLP, Dallas, TX  
Craig Menden, Wilkie Farr & Gallagher LLP, Palo Alto, CA  
Ridwan Obaray, Perella Weinberg Partners, New York, NY

**11:30 a.m. 1.00 hr ethics**

**Conflict Transactions: Developments in  
Navigating Perilous Waters**

Recent developments in navigating the actual and potential conflicts of interest that often surface in M&A transactions when dealing with significant stockholders, boards of directors, senior executives and investment bankers.

**Moderator:**

Igor Kirman, Wachtell, Lipton, Rosen & Katz, New York, NY

**Panelists:**

Luke J. Bergstrom, Latham & Watkins LLP, San Francisco, CA  
Melissa A. DiVincenzo, Morris, Nichols, Arshat & Tunnell LLP, Wilmington, DE  
Byron F. Egan, Jackson Walker LLP, Dallas, TX  
Noelle M. Reed, Skadden, Arps, Slate, Meagher & Flom LLP, Houston, TX

**THURSDAY AFTERNOON**

**Presiding Officers:**

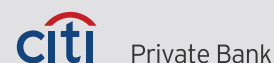
**John Clifford, McMillan LLP, Toronto,  
Ontario, Canada**

**Frédéric Franckx, Loyens & Loeff N.V.,  
Rotterdam, Netherlands**

**12:30 p.m. Signature Ritz Buffet Lunch**

Included in registration. Please proceed to luncheon presentation.

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**LUNCHEON PRESENTATION**

**12:50 p.m. .75 hr**

**Dealmaker's Guide to Interrupting  
Gender Bias**

A lively discussion to address real world situations in which many forms of bias disproportionately impact women in the dealmaking world, spanning from career advancement to team building and professional relationships. Discussions will include dynamic audience participation, candid "in the field" personal experience, and current scientific studies on bias in the workplace. The panel will also focus on identification of the manifestations of unconscious bias in the deal world and solutions-oriented strategies for women and men in M&A.

Samantha Horn, Stikeman Elliott LLP, Toronto, Ontario, Canada  
Stacey Maris, AT&T, Dallas, TX

**1:35 p.m. Break**

**YOUR FULL TEXAS HOURS IN  
ONE REGISTRATION**

With the Institute's new e-Supplement, complete your Texas MCLE requirement with just one registration. Come for the live program, and complete your hours online!

1:45 p.m. 1.00 hr

### Not My First Rodeo: Key Issues, Provisions, and Processes for the Next Buyer's Market

What goes around comes around? Our panel of dealmakers, who've all experienced a business cycle (or two), will peer into the crystal ball to share their insights into M&A practices and provisions that we could expect if, as, and when we flip from a seller's market to a buyer's market.

**Moderator:**

Elizabeth C. Brandon, Reed Smith LLP, Dallas, TX

**Panelists:**

Rick A. Lacher, Houlihan Lokey, Dallas, TX  
Michael A. Saslaw, Vinson & Elkins LLP, Dallas, TX  
Paul J. Shim, Cleary Gottlieb Steen & Hamilton LLP, New York, NY  
Ann Williams, Practical Law, Houston, TX

2:45 p.m. 1.00 hr

### Oil & Gas M&A in Today's Market: It's Complicated

With volatile commodity prices and ever-tightening capital markets, the days of simple all-cash M&A deals in the Oil & Gas industry are dead. Industry players are getting creative (or desperate) in structuring deals when acquiring or selling interests. Joint ventures, preferred equity investments and more complexity is the flavor of the day. Our panel discusses how these trends affect specific provisions in purchase agreements, LLC agreements and other transaction documents.

**Moderator:**

J. Holt Foster III, Thompson & Knight LLP, Dallas, TX

**Panelists:**

Carla Tharp, Raymond James, Houston, TX  
Cliff W. Vrielink, Sidley Austin LLP, Houston, TX  
Jeffrey A. Zlotky, NGP Energy Capital Management, LLC, Irving, TX

3:45 p.m. Break

### 9<sup>TH</sup> ANNUAL BYRON EGAN WHISKEY TASTING & COFFEE BREAK

Join us for a tasting of Byron Egan's favorite Irish and Scotch whiskeys

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### E-CONFERENCE AVAILABLE

Can't attend the Institute in person this year? While nothing can replace the experience and networking opportunities of the live event, you can still catch up on all the latest M&A development with the video eConference, available 4-6 weeks following the conference. Pre-order yours today.

4:15 p.m. 1.25 hrs

### More Mock Negotiation... Plus a Salute to the Strine Era in M&A

The panelists will engage in an illustrative negotiation to shed light on one of the most contentious provisions in the definitive agreement for the acquisition of a privately held company – the closing condition addressing the buyer's ability to walk away from an announced deal because of inaccurate representations by the seller. They will devote the remainder of their session to a discussion of the lessons M&A practitioners have learned from retiring Delaware Chief Justice Leo Strine over the course of his two decades as a Delaware judge.

Richard E. Climan, Hogan Lovells US LLP, Silicon Valley, CA

Joel I. Greenberg, Arnold & Porter Kaye Scholer LLP, New York, NY

5:30 p.m. Adjourn

### COCKTAIL RECEPTION

Join us for adult beverages and hors d'oeuvres with program faculty and attendees

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FRIDAY MORNING, OCT. 11, 2019

### Presiding Officer:

Jamie Koumanakos, Blake, Cassels & Graydon LLP, New York, NY

7:30 a.m. Continental Breakfast and Conference Room Opens

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8:30 a.m. 1.00 hr

### Trending Topics in Indemnification

Risk allocation continues to be one of the most important and nuanced subjects in structuring private target M&A transactions. Review recent trends and developments in the indemnification arena and learn what practitioners need to know today and tomorrow.

**Moderator:**

Mark S. Solomon, Katten Muchin Rosenman LLP, Dallas, TX

**Panelists:**

Alain Dermarkar, Jones Day, Dallas, TX  
William M. Monat, Willis Towers Watson, Chicago, IL  
Jessica C. Pearlman, K&L Gates LLP, Seattle, WA  
Jennifer T. Wisinski, Haynes and Boone, LLP, Dallas, TX

9:30 a.m. 1.00 hr

### Dealmaking Differences Between Strategic and Private Equity Players: A Deeper Dive Into Processes and Provisions

A deeper dive into the differences in how strategic and private equity acquirers do deals, and how those differences play out in the processes pursued and provisions negotiated. The panelists will focus on how drafters can or should reflect those conceptual differences in illustrative definitive agreement provisions.

**Moderator:**

David Rex, Prophet Equity, Southlake, TX

**Panelists:**

Dawud Crooms, 7-Eleven, Inc., Dallas, TX  
Jeremiah Gordon, CapitalG, Mountain View, CA  
Kirsten J. Jensen, Simpson Thacher & Bartlett LLP, Palo Alto, CA and Houston, TX  
Sean T. Wheeler, Kirkland Ellis LLP, Houston, TX

10:30 a.m. 1.00 hr

### Revenge of the Sea Squirts: More Glenn West on Encrusted M&A Boilerplate

The need to understand and appropriately modify "standard" M&A boilerplate to fit your deal cannot be over emphasized. Glenn West builds on last year's presentation and adds additional examples of the problems that unexamined/encrusted boilerplate can create in potentially undoing the specifically negotiated provisions of your deal.

Glenn D. West, Weil, Gotshal & Manges LLP, Dallas, TX

11:30 a.m. Adjourn

### RESEARCH AND SELF-STUDY

Did you know that the quality presentations and papers attendees receive at our conferences are available for self-study as part of our eLibrary? Purchase individual pieces a la carte or subscribe annually for just \$295. See the Registration Form or email service@utcle.org for more details.

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The University of Texas School of Law is a State Bar of California approved MCLE provider (#1944).

#### NEW JERSEY—13.00 hrs | 1.00 hr ethics

As The University of Texas School of Law is a State Bar of Texas approved MCLE provider (Sponsor #13), our courses are presumptively approved for MCLE credit based on a 50-minute credit hour, and in accordance with the Regulations of the Supreme Court of New Jersey Board on Continuing Legal Education.

#### NEW YORK—13.00 hrs | 1.00 hr ethics

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#### OKLAHOMA—13.00 hrs | 1.00 hr ethics

The University of Texas School of Law is an Oklahoma Bar Association presumptively approved provider (#169).

#### PENNSYLVANIA—10.75 hrs | 1.00 hr ethics

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#### TEXAS—10.75 hrs | 1.00 hr ethics

This course has been approved for Minimum Continuing Legal Education credit by the State Bar of Texas Committee on MCLE in the amount of 10.75 hours, of which 0.75 credit hours will apply to legal ethics/professional responsibility credit.

#### OTHER STATES

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#### Individual Registration

- Individual registration by Wednesday, October 2 . . . . . \$895
- Individual registration after Wednesday, October 2 . . . . . \$995

#### In-House Counsel Registration

- In-House Counsel registration by Wednesday, October 2 . . . . . \$595
- In-House Counsel registration after Wednesday, October 2 . . . . . \$695

#### Printed Course Binder – Available for order through Wednesday, October 2

Note: Conference registration includes Electronic Course Binder Download (PDF) in "Your Briefcase".

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\$100 processing fee applied

**October 10, 2019, 8:15 a.m.***Institute begins***WHAT OTHERS ARE SAYING**

"Cutting edge yet practical topics; nationally recognized speakers."

"Timely up to date info ... panel format is entertaining."

"Glenn West is outstanding."

"Multiple points of view from nationally-recognized,  
well-informed and experienced experts."

"Wonderfully brilliant."

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The University of Texas School of Law - Mergers and Acquisitions Institute Endowment for Excellence in Law Scholarship is a permanent endowment for the benefit of The University of Texas School of Law. Funds distributed from the endowment will be used to support students of high academic achievement who exhibit strong interest and potential in the field of mergers and acquisitions.

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