



# Mergers, Acquisitions & other options for finality

**Wednesday 17 April 2024, 10:30 to 17:30**

## Overview

This session is constructed to appeal to a range of involved personnel and interested parties who wish to gain an end to end overview of Mergers & Acquisitions. The content is designed to be of value to those with any involvement in the buying or selling of a portfolio or looking for economic finality through other solutions.

## Learning Outcomes

By the end of the session the delegates will have:

- Received a comprehensive picture of the key processes at work in deciding upon and then executing a process for finality
- Explored the key processes required by both sides within a typical sale which needs to be analysed
- Considered the choice of whether to dispose of a portfolio and if so how

This training event will contain a number of relevant case studies for delegates to test their understanding. Through interaction with the experienced senior speakers drawn from the industry, it will provide a vital insight and valuable perspectives on this specialist area.

All workshop trainers have many years' practical experience in their professional fields, and their real-life practical responses to some of the workshop's do's and don'ts will help every delegate. Biographies can be found on the event page of our website.

## Venue

America Square  
Conference Centre  
1 America Square  
London EC3N 2LB

## Cost

MEMBERS £299 Incl. VAT / non-members £395 Incl. VAT.  
Cancellations can be agreed up to 7 days prior to the event only; please refer to the IRLA Cancellation & Refund policy.

- 10:15** Registration and refreshments
- 10:30** Welcome and Agenda, **Liam Bedford, IRLA Director**
- 10:45** Introduction to Legacy Transactions, **Kevin Gill, Ernst & Young LLP**
- 11:15** Reinsurance Solutions, **Efe Tokmen, Guy Carpenter**
- 11:45** Legal perspectives: insurance business transfers, M&A or reinsurance? **Matthew Foster, Norton Rose Fulbright LLP**
- 12:15** What the regulator wants to see in Part VII's, **Christopher Clarke, Milliman**
- 12:45** Buffet lunch: Session networking
- 13:15** Valuations & due diligence considerations, **James Bolton, Quest Consulting**
- 14:00** Case Study 1: Due diligence and valuation considerations, **Mediated by Suhrid Joshi & Harold Wyber, Ernst & Young LLP**
- 14:45** Perspectives from the "sell" & "buy" side, **"Sell" side, Victor Nelligan, AON & Phil Bulgin, Zurich LS, "Buy" side, James Bolton, Quest Consulting & Nicola Gaisford, RiverStone**
- 15:45** Relevant legal issues in the key areas of a deal, **Bob Haken, HFW**
- 16:15** Refreshment break
- 16:30** Financing the "buy"; assessing the "sell", **Joe Pearce, Barclays**
- 17:00** Case Study 2: Reviewing offer letters from buyers, **Kevin Gill, Ernst & Young LLP and Victor Nelligan, AON**
- 17:30** Feedback and close **Liam Bedford**

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## Up to 6 hours CPD

Delegates participating in this IRLA training event can claim up to 6 CPD hour towards their CPD.