Course XXIII

Module 3, Frankfurt a.M. “Mergers & Acquisitions”: 17th – 22nd September 2018

LIST OF SPEAKERS

GREVEN TOBIAS, LL.M (COLUMBIA)
Senior Corporate Counsel at Merck KGaA
Darmstadt, Germany

Tobias Greven is a Senior Corporate Counsel at Merck KGaA in Darmstadt and practices in the areas of M&A, corporate transactions and general corporate law. Tobias went to law school in Freiburg am Breisgau and New York. He qualified as a German Rechtsanwalt in 2004 and earned his LL.M. degree from Columbia University in 2005. Tobias practiced M&A and corporate law in the Frankfurt offices of Cleary Gottlieb Steen & Hamilton LLP until 2008 and Allen & Overy LLP until 2014. From 2014 to 2015, Tobias was Associated Partner at GÖRG in Frankfurt, joining the Group Legal Department of Merck in April 2015. In Merck’s legal team, Tobias is responsible for M&A transactions of the group, including its GBP 1.6 billion public takeover of AZ Electronic Materials and the USD 17 billion public takeover of Sigma Aldrich, expected to close in 2015. He is also involved in corporate transactions and reorganizations as well as general corporate law and corporate governance matters. As an outside counsel, Tobias has advised German and international industrial conglomerates as well as financial investors on their acquisitions and disposals on the German market. He frequently publishes on current topics regarding legal aspects of M&A transactions.

MARTIN HEUBER, Dr., LL.M
Attorney at law (Rechtsanwalt) and partner at Mayer Brown LLP
Frankfurt, Germany

Martin Heuber is a partner in the Frankfurt office of Mayer Brown's Banking & Finance practice. He advises corporates, financial institutions and sponsors on all aspects of debt financing, in particular on syndicated lending, acquisition finance as well as real estate finance. Martin has also advised on various restructurings. Transactions Martin has been involved in include acquisitions financings for Infineon and Porsche and LBOs in a wide range of sectors and industries such as automotive, health, IT and energy. Real estate financings include various landmark projects such a OpernTurm and Messeturm.
He is a regular speaker at conferences on banking and finance law related topics.
Before joining Mayer Brown in 2016, Martin worked for Freshfields Bruckhaus Deringer LLP in Frankfurt. Martin holds a PhD in capital markets law and a Master of Laws degree in Banking and Finance.

HOLGER ERWIN, DR. IUR., M.JUR. (OXFORD)
Rechtswalt & Solicitor (England & Wales – non practicing)
La Valletta, Malta / Zurich, Switzerland

Holger Erwin studied law at the Universities of Heidelberg, Tübingen and Oxford and is admitted to the bar in Germany, England & Wales and Switzerland. After practicing as a lawyer with Hengeler Mueller and Allen & Overy in Frankfurt and London he joined Heuking Kühn Lüer Wojtek as head of their German-Swiss operations to set up the firm's new Zurich office in 2008. In 2014 he established himself as a specialist legal consultant based in Malta and Switzerland. His practice areas are M&A, corporate compliance, international trade and investment agreements as well as certain aspects of international private client practice.

NÄGELE PETER
Rechtsanwalt & Attorney at Law (New York)
Frankfurt am Main, Germany

Peter Nägele, attorney-at-law, advises board members and entrepreneurs at Peter Nägele | Executive Advice. He has a 25-years record in leading positions in the service sector and industry. From 2009 to 2015, he was a member of the management board of Siemens' largest business division Energy, responsible as general counsel for all legal affairs. At times, he also acted as general counsel for Siemens' regions Asia/Australia, North America and Middle East across all business sectors.

Prior thereto, he was a partner at international law firms, including more than 15 years with Clifford Chance where he also served as member of the firm's global executive board with responsibility for 16 offices in continental Europe.
Peter Nägele has extensive experience in complex business transactions, including in the areas of equity capital markets (IPOs), M&A, as well as issue management.

After his legal education at Goethe University in Frankfurt and bar admission in Germany, Peter Nägele worked at a major U.S. law firm in its New York office and became admitted to the New York bar. He participated in a leadership program of Harvard Business School, Boston.

PFEIL OLIVER, DR.
Director and Senior Portfolio Manager at Deutsche Asset Management
Frankfurt am Main, Germany

Dr. Oliver Pfeil is a Director and Senior Investment Strategist in the Passive Strategic Beta Team in Frankfurt. Having joined Deutsche AM (formerly DWS) in 2006, he was a Senior portfolio manager for active global equity income, responsible for over EUR 18 bn in mutual funds and separate accounts until 2015. Previously, he was an Executive Assistant to the Management Board of Deutsche Bank (2003 – 2006). Oliver holds a Master's degree and a PhD in business administration from the University of St. Gallen and a CEMS Master in International Management from ESADE, Barcelona, and St. Gallen. During his dissertation, he spent time as a visiting scholar at the Sloan School (MIT). Oliver worked as a research and teaching assistant at the Swiss Institute of Banking and Finance (2000 – 2002) and was part-time Lecurer in Finance in St. Gallen from 2005 until 2010.

RIEHMER KLAUS, DR.
Partner, Attorney at law (Rechtsanwalt) at Mayer Brown LLP
Frankfurt

Klaus Riehmer is a partner in the Frankfurt office of Mayer Brown where he heads the firm's German Corporate/M&A practice. He advises on national and cross-border M&A transactions, including public takeovers, as well as private M&A and corporate projects. He has been involved in significant M&A transactions such as the Vodafone/Mannesmann takeover, the Unicredit/Hypovereinsbank merger and the acquisition of Energy from Waste by Beijing Enterprises.

He is also widely published, especially on German takeover law and corporate law. Klaus is co-editor and co-author of Being a Board Member in Germany, an English-language guide for board members of German companies.

Before joining Mayer Brown in 2015, Klaus was a partner at Cleary Gottlieb Steen & Hamilton LLP. Klaus studied law in Freiburg, Munich, Austin, Tx, (LL.M.) and Kiel (Dr. jur.). Before starting as an attorney in Frankfurt he served as an assistant to Prof. Ernst-Joachim Mestmäcker at the Max-Planck-Institute for Comparative and International Private Law in Hamburg.

SCHMITZ MARK
Director Mergers & Acquisitions, Deutsche Bank AG
Frankfurt am Main, Germany

Mark Schmitz studied at the University of St. Gallen, Switzerland, Universita Commerciale Luigi Bocconi, Italy and WHU Otto Beisheim School of Management, Germany. He graduated with a Bachelor of Arts in Business Administration from University of St. Gallen and a Master in Business Administration from WHU Otto Beisheim School of Management.
Mark is a Director in Deutsche Bank's German Mergers & Acquisitions team in Frankfurt. Throughout his career, Mark has worked on numerous corporate finance transactions for both German and international corporates. Mark joined Deutsche Bank beginning of 2009, also having spent one year with Deutsche Bank's M&A team in New York. Prior to joining Deutsche Bank, Mark worked for Lehman Brothers in its Frankfurt M&A team.

SIDHU SURINDER
Director Debt Finance, OakNorth Bank
London, UK

Surinder studied Business and Accountancy at Monash University, Melbourne Australia and is an Australian CPA. He also holds a Master in Applied Valuation, Finance and Investments from Securities Institute Australia.
Surinder has over 25 years' experience in the finance industry where he started his career with Ernst & Young before moving into investment banking where he was a leverage financier executing private equity transactions in Australia for nabCapital and in London for Straumur, an Icelandic investment bank. In the latter, post crisis, he managed an asset portfolio of over €400m which he helped divest after undertaking extensive restructure and reorganisation of the assets under management. Many of these assets were distressed and involved extensive negotiation between creditors and equity stakeholders. He has also undertaken pre-pack acquisitions from administrators of distressed assets and managed these before divesting same for a profit.
He is now a Director, Debt Finance in a new fintech called OakNorth focussing on the underserved SME market having helped built a loan book of over £1.25b in 30 months.

SYRÉ MADELEINE
International Tax Partner at PwC
Frankfurt am Main, Germany

Since 2001 Madeleine Syré works for PwC in Frankfurt in the fields of international tax services to private equity portfolios and corporate investors. She has a wide experience in advising multiple service providers and manufacturing companies on a broad range of tax issues including cross-border tax planning, M&A, corporate restructurings, tax accounting and complex transfer pricing schemes. Before joining PwC she worked in a medium-sized tax consultancy firm where she was seconded to Elmvale/Barrie (Canada) in 1999. In the year 2004 she got her certificate as tax advisor and 2006 she was seconded to PwC Nicosia in Cyprus.

TETZ STEFANIE, Dr.
Of Counsel, Clifford Chance
Munich, Germany

Stefanie Tetz specialises in mergers, acquisitions and corporate finance.
Stefanie advises a broad range of clients on domestic and multi-jurisdictional M&A transactions, primarily on acquisitions and restructuring projects as well as joint ventures, with a focus on the automotive, industrials and capital goods industries.
Stefanie further specialises in investment and business formation as well as technology transfer and licensing in the Peoples' Republic of China. Stefanie heads the Clifford Chance China Desk in Germany.

TRAMM BORIS
CEO, GxP German Properties
Berlin, Germany

Boris Tramm has comprehensive experience with capital market transactions and management functions across various industries. Previously he was among others responsible for Investor Relations / Capital Markets of CONSUS Real Estate AG, the public listing and investor relations of OSRAM Licht AG and Rhön Klinikum AG. Boris studied business informatics and banking & finance management.

VON SALDERN MICHAEL, Dr.
Chief Procurement Officer, Siemens Power Generation Products
Frankfurt am Main, Germany

Dr. Michael von Saldern is the Chief Procurement Officer for Siemens Power Generation Products. Michael focuses on cost reduction in the range of 5 to 10% p.a. relating to 2 - 3 billon € purchasing volume. Key success factors are bundling across 26 Siemens manufacturing sites and invigorating COMPETITION / breaking supplier monopolies. Michael has a staff of more than 600 procurement professionals supporting him with big data analysis to identify & develop poor performing suppliers and improving their quality & innovation.

Michael has a wealth of experience in Strategy formulation (Head of Strategy Siemens Sector Energy) as well as running manufacturing operations for ABB, Alstom and Siemens. His in depth knowledge about customer requirements, competitor moves and technology trends range from nuclear to fossil power generation as well as new technology introduction in the field of renewable energy. Michael has been Lead Negotiator for several M&A deals for Siemens in Russia, UK and China. He carries hands-on Post-Merger Integration experience from these completed deals.

Michael holds a Ph.D. in Mineral Economics from Colorado School of Mines and a Diplom Ingenieur from RWTH Aachen. He started his professional career as Management Consultant at McKinsey & Company.
Michael is a keen offshore sailor and has crossed the Atlantic several times on his own keel. He is married in COPENHAGEN and his two daughters attend liberal arts colleges in Germany.

WINZER THOMAS, Dr.
Partner at Gleiss Lutz
Frankfurt am Main, Germany

Thomas Winzer studied law at the Universities of Heidelberg and Munich and received his doctoral degree in 2001. Since 2002 he works at the Frankfurt office of Gleiss Lutz. 2004/2005 he was seconded to a law firm in New York and San Francisco. Thomas heads the Gleiss Lutz's employment practice. He advises clients on complex matters concerning labour and employment law, in particular in connection with corporate transactions and reorganisations, compliance investigations, works council matters and co-determination as well as on occupational pension schemes.

WRIGHT CHRISTOPHER J., J.D., LL.M.
Barrister & Solicitor (Ontario) at GÖRG Partnerschaft von Rechtsanwälten
Berlin, Germany

Christopher J. Wright is a Counsel with GÖRG Partnerschaft von Rechtsanwälten in Berlin and practices in the areas of M&A, corporate transactions and corporate structuring.
Originally from Toronto, Canada, Christopher studied in Halifax and Heidelberg and obtained his law degree (Juris Doctor) at the University of Toronto in 2001, qualifying as a Barrister & Solicitor (Ontario). He practiced M&A and corporate tax law with Baker & McKenzie (Toronto and Frankfurt) until 2003. In 2004, he obtained his LL.M. from the Freie Universität (Berlin) and served until 2006 as a Research Associate at the Chair for Business Taxation Law at the Heinrich-Heine Universität (Düsseldorf). Christopher joined GÖRG in 2007, becoming a member of the Berlin Bar Association in the same year. Christopher primarily acts for offshore clients in the area of corporate transactions (acquisitions, disposals and restructurings) and the oversight of complex corporate groups. In 2009 and 2010 he assisted with the sale of the distressed subsidiaries of the "Quelle" group throughout Europe and supported Dr. Roland Hoffmann-Theinert and others in advising the insolvency administrator on the sale of Arcandor's "Karstadt" department store business. Since then he has been involved in numerous M&A transactions involving distressed assets. Christopher speaks and publishes frequently on topics involving investment in Germany and comparative corporate and tax law.