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Eleventh Annual M&A Research Centre

Outlook for M&A in 2021

Online panel discussion

25th January 2021

Panelists:

Susan Kilsby – Chair, M&A Research Centre Advisory Board



Susan Kilsby is the Chair of the Advisory Board of the M&A Research Centre at the Business School (formerly Cass). She is Chair of Fortune Brands Home and Security and is also Senior Independent Director and Chair of the Remuneration Committee at Diageo and on the Boards of Unilever, BHP and NHS England. Susan is

a member of the Takeover Panel and brings to her roles extensive M&A and finance experience having enjoyed a distinguished global career in investment banking. She held senior positions with The First Boston Corporation, Bankers Trust, Barclays de Zoete Wedd and most recently Credit Suisse where she was Chairman of the EMEA Mergers & Acquisitions team until 2009 and a part-time senior advisor until 2014.

Susan is the former Chair of Shire plc and also a former Director of BBA Aviation, Goldman Sachs International, Keurig Green Mountain, Inc., L'Occitane International S.A. and Coca-Cola HBC AG. She holds a BA in Economics from Wellesley College, an MBA from the Yale School of Management and a Doctor of Science (honoris causa) from City, University of London.

Cathal Deasy – Head of M&A for EMEA, Credit Suisse



Cathal Deasy is a Managing Director of Credit Suisse International in the Investment Banking division, based in London. He is Head of Merger & Acquisitions for Europe, Middle East and Africa.

During his career Cathal has advised corporate clients on strategic transactions, including acquisitions, divestments, mergers, public auctions, and unilateral takeover and defence assignments. He has also advised clients on reorganisation and restructuring assignments, and strategic capital raisings. Selected clients he has worked with include, A.on, Atlantia, China Molybdenum, DuPont, Inmarsat, Paysafe, Potash Corp, Rio Tinto, Scout24, Smurfit Kappa, Shell, and Xstrata.

Cathal joined Credit Suisse in 2016 from Deutsche Bank. At Deutsche Bank he was a Managing Director in the investment banking division, with responsibility for Natural Resources M&A which included the power, oil & gas, chemicals, and metals & mining industries. Prior to joining Deutsche Bank in 2006, he worked at Merrill Lynch.

Cathal holds Bachelor of Commerce (Hons) from University College Cork, Ireland and a Masters of Business Studies (Hons) also from University College Cork.

Giovanni Amodeo – Chief Research Officer, Acuris

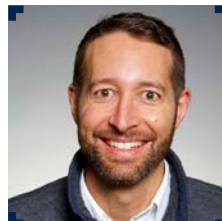


Giovanni manages the global research team of Acuris, which includes well known products such as Mergermarket, Debtwire, Perfect Information and Inframation Group, to name a few. In his role, Giovanni's team is responsible to produce valuable insights from data to enable effective decision making for

Acuris clients. Previously, Giovanni managed Mergermarket's global team of journalists, and his responsibilities included moderating and speaking at M&A events and hiring new talent. He also comments regularly about the markets on TV and gives academic lectures.

Giovanni joined Acuris in 2001 and has held a number of positions within the company, including Frankfurt Bureau Chief, Italian Correspondent, telecommunications, leisure and media reporter and research analyst, based in London. Prior to this, he worked with Commerzbank in Germany. Giovanni studied a degree in Economics at the University of Brescia and is a member of Giornalista Pubblicista enrolled at the Journalist Corporation in Milan.

Matt Wells – VP, Global Product Marketing and Strategy, SS&C Intralinks



Matthew Wells joined Intralinks in December 2012 upon the acquisition of PE-Nexus (now Intralinks DealNexus™), a company he co-founded in 2010, which pioneered the concept of online deal origination and buyer identification.

As the leader of the Intralinks product marketing and strategy team, Matt also oversees the development and go-to-market strategy for Intralinks' M&A, Alternative Investments and Banking and Securities business lines. This includes Intralinks' award winning Virtual Data Room and other end-to-end deal lifecycle solutions for the mergers and acquisitions community. Matt regularly serves as a subject matter expert at various events and industry conferences either serving as a panelist or presenting key industry reports.

Before co-founding PE-Nexus, he was a Vice President at Cross Keys Capital, a boutique advisory firm, where he focused on middle-market M&A transactions. At Cross Keys he worked on over 50 middle market buyouts and recapitalizations in the healthcare and technology sectors. Mr. Wells holds a Bachelor's degree from the University of Wisconsin-Madison.

Lina Saigol – Head of Corporate News, EMEA, the Barron's Group



Lina has more than two decades experience as a business journalist working as a reporter, editor and columnist for several global media organisations.

After working as a reporter on the personal finance and city desk at The Guardian in 1996, she moved to help launch Sunday Business in 1998 where she held the role of Banking Editor, responsible for generating weekly scoops and writing analyses, including all the twists and turns in the year-long hostile takeover of Royal Bank of Scotland.

She joined the Financial Times in 2000 to cover M&A, and later investment banking, landing hundreds of scoops over an 11-year period. These included Chevron's blockbuster takeover of Texaco, the merger between Boots and Alliance, Chinalco's attempted acquisition of Rio Tinto and Qatar's majority stake in Sainsbury's.

In 2007, she started the FT's Real Deal, an award-winning weekly opinion column on M&A, which she wrote for four years. Between 2011 and 2013, Lina worked on the investigative team at the FT and as a senior reporter on the FT's Live Desk, covering breaking news and instant analysis online, before taking up the position of UK Companies News Editor where she oversaw daily news and deep-dive series. Most recently, Lina was the Companies News Editor, EMEA at Reuters, where she led the corporate news file coordinating journalists across several industries, economies and time zones critical to the news agency's clients.

Agenda

13:00	Event begins: welcome from Professor Scott Moeller, Director of the M&A Research Centre
13:05	Introduction from the Chair and predictions from the panelists
13:30	Floor debate (questions from the audience)
13:45	Closing remarks
13.50	Event end

Introduction by:

Professor Scott Moeller – Director of the M&A Research Centre, The Business School (formerly Cass)





Scott Moeller is the director and founder of the M&A Research Centre at the Business School (formerly Cass) where he also Professor in the Practice of Finance. Scott is widely published as an author or co-author, including *Why Deals Fail & How to Rescue Them: M&A Lessons for Deal Success* (in The Economist business book series, published in September 2016), *Surviving M&A: Making the Most of Your Company Being Acquired* (John Wiley, 2009) and the award-winning *Intelligent M&A: Navigating the Mergers and Acquisitions Minefield* (second edition, John Wiley, 2014). Prior to his teaching and research, Scott was at Deutsche Bank in London for six years in several senior banking positions. He worked first at Booz Allen & Hamilton management consultants for over five years and then at Morgan Stanley for over 12 years in New York, Japan, and then as co-manager of Morgan Stanley in Germany. Scott is a graduate of Yale College (BA with honours), the Yale Graduate School (MA) and the Yale Management School (MBA).

M&A Research Centre (MARC)

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MERGERS & ACQUISITIONS RESEARCH CENTRE (MARC)

The M&A Research Centre (MARC), founded in 2008, is a breakthrough – the first time a major business school has established a focused centre for research into the global M&A industry. With its proximity to the City of London, MARC is perfectly placed to maintain close contacts with M&A bankers, lawyers, consultants, accountants and other key players. MARC is one of over 20 research centres at Cass. A number of corporations, regulators, professional services firms, exchanges and universities have been using MARC for swift access to the latest research and practical ideas. MARC is proud to have its Senior Sponsor, Credit Suisse and Sponsors, Acuris, Ardian, SS&C Intralinks and Willis Towers Watson, as research partners. In recognition of its research excellence and links to the community, MARC was chosen by AACSB to be the ‘Spotlight’ feature in its Research/Scholarship Resource Centre.



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