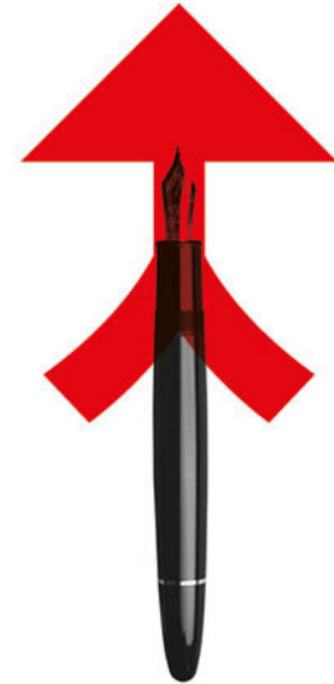


M&A trends in 2020: doing global deals in the face of regulatory and digital tax changes

Wednesday, August 26



Speakers

- **Robin Johnson**
Partner, Eversheds Sutherland (London)
- **Lance Phillips**
Partner, Eversheds Sutherland (Chicago)
- **Dan Counsell**
Director – Mergers & Acquisitions, Kohler & Co.
- **Jason Baab**
Vice President, Oshkosh Corporation

*What issues had affected the market
pre-COVID-19?*

How has COVID-19 impacted the state of the M&A market?

How can buyers and sellers navigate the unique issues of cross-border M&A during this time?

How can companies effectively perform risk mitigation measures in the COVID era?

What does this mean for the future of global supply chains and trade to be doing deals in distressed times?

How has protectionism effected the efficiency and reliability of global supply chains?

How have nationalism and increased tensions between the global economic powers affected doing deals?

Key points to takeaway

1. M&A is significantly down
2. Buyers can dictate terms
3. Bridging the valuation gap is key
4. Understanding regulatory approvals in a protectionist regime is important - for sellers deal certainty can be more important than price
5. Financial sponsors still have dry powder but are as cautious as strategic
6. Strategics may look at more corporate venture mechanisms to reduce risk but also participate in the upside

Robin Johnson

Partner

Eversheds Sutherland – London

robinjohnson@eversheds-sutherland.com

+44 207 919 4754

Lance Phillips

Partner

Eversheds Sutherland – Chicago

lancephillips@eversheds-sutherland.com

+1 312 535 3064

eversheds-sutherland.com

This information pack is intended as a guide only. Whilst the information it contains is believed to be correct, it is not a substitute for appropriate legal advice. Eversheds Sutherland (International) LLP can take no responsibility for actions taken based on the information contained in this pack.