



Panel Discussion

23 January 2023



BAYES
BUSINESS SCHOOL
CITY UNIVERSITY OF LONDON

**M&A Research
Centre**

13th Annual Outlook for M&A
in 2023



[Always learning]

Introduction by



Professor Scott Moeller

Director of the M&A Research Centre,
Bayes Business School

Scott Moeller is the director and founder of the M&A Research Centre at Bayes Business School where he also Professor in the Practice of Finance. Scott teaches M&A and corporate finance-related courses on the MBA, MSc and executive programmes. Scott is widely published as an author, co-author or editor of seven books, including his forthcoming book to be published on 3 February 2023: 'The Deal Paradox: Mergers and Acquisitions Success in the Age of Digital Transformation'. 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).

Agenda

- 17:00 Registration
- 17:30 Event begins: welcome from the Director of the M&A Research Centre at Bayes
- 17:35 Introduction from the Chair and predictions from the panelists
- 18:15 Floor debate (questions from the audience)
- 18:30 Closing remarks, followed by drinks
- 19:30 Event end

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 Bayes. 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, amongst others and Sponsors, Ardian, ICAEW, Mergermarket, 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.

Panel Chair



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 Bayes Business School. 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.

Panelists



Cyril Auger

Managing Director (Ardian)

Cyril Auger joined Ardian in Paris in 2007 as Investment Manager within the Fund of Funds team.

In 2011, he moved from Paris to London. He then joined the Co-investment team in 2017, in London. He was previously Vice President in charge of mergers and acquisitions in BNP Paribas since 2004.

He worked in the past with Calyon (CACIB). Cyril studied Law in Paris and holds a Master in Finance from ESSEC Graduate School of Management.



Lucinda Guthrie

Executive Editor, (ION Analytics)

Lucinda manages the global editorial teams for all of the M&A and ECM divisions at ION Analytics.

She has been reporting and editing news on mergers and acquisitions, private equity, IPOs and corporate actions for more than 15 years.

Lucinda is a frequent media commentator and panel moderator, with appearances on CNBC, BBC World and Sky News. Her editorial coverage spans the full M&A process from fundraising and forward looking analysis, through to public buyouts and shareholder activism.



William Mansfield

EMEA Head of M&A (Credit Suisse)

William Mansfield is a Managing Director in the Investment Banking Capital Markets of Credit Suisse, based in London. He is a member of the European Mergers and Acquisitions Group. Mr Mansfield joined Credit Suisse in September 1996. Mr Mansfield has broad and extensive M&A experience throughout Europe and across a broad range of industry sectors. Mr. Mansfield has had a number of leadership roles, including head of the EMEA Sell-Side Advisory team, head of Financial Sponsor M&A and head of Consumer and Retail M&A. Mr Mansfield holds a BA in Modern History from the University of Oxford (Magdalen College).



Amanda Scott

Global Mergers & Acquisitions (M&A) Leader
(Willis Towers Watson)

At WTW, Amanda Scott is the Global Mergers & Acquisitions (M&A) Leader and is based in London. She leads a global team that helps clients evaluate and address the critical people-related issues, assets, liabilities, risks and opportunities surrounding corporate transactions. She inspires people to think differently about the future as they implement large-scale organizational change to drive innovation, diversity, and positive growth.

She is also the CEO/Founder of Mike's Mates, a mental health charity in the UK. Additionally, Amanda is a Board Member for Global Women 4 Wellbeing (GW4W) and the Viviana Durante Ballet Company. She was also presented as a 2021 HERoes for Inclusion and Diversity by Yahoo Finance; and was awarded as one of the UK 50 Leading Lights for Leadership & Kindness from Women of the Future. She regularly publishes industry thought leadership, provides commentary to the UK press and social media, and is an active public speaker.

Amanda graduated with an MBA in Management & Organization, and Finance from the Smith School of Business at the University of Maryland. There she was the 2007 President and 2006 Vice President of Finance of the Board of Directors for the Part-Time MBA Association. Additionally, she holds a BA in Natural Sciences from Johns Hopkins University.



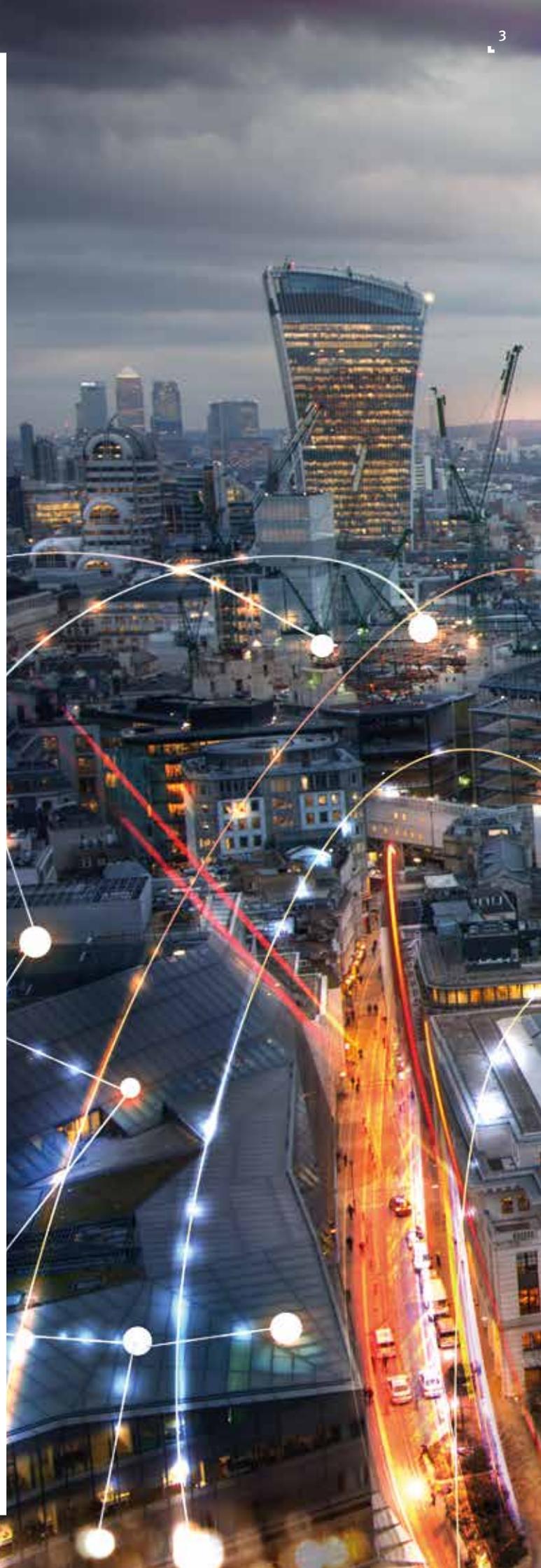
Matthew Wells

VP, Global Product Marketing and Strategy
(S&SC 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.



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All the information contained within this brochure was correct at the time of going to print.

