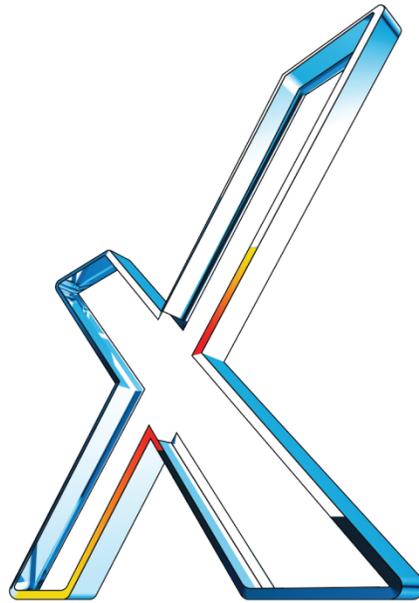


# PARTICIPANTS



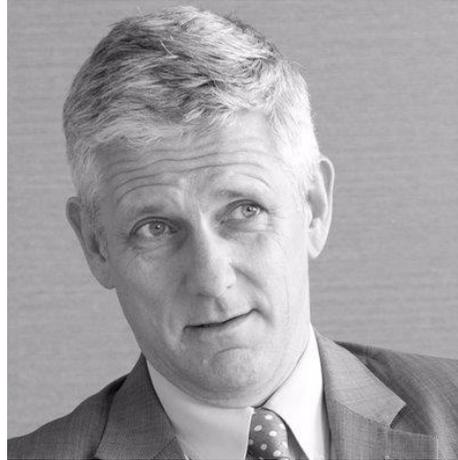
Silicon Valley 2017





## **Johan Aalto**

Senior Partner, *Hannes Snellman*



### **PRACTICE AND EXPERIENCE**

Johan Aalto is Hannes Snellman's Senior Partner. He specializes in mergers and acquisitions, corporate finance and capital markets, with an emphasis on public takeovers. During the last few years, Johan has been involved in some of the largest and most complex transactions in Finland. He also focuses on corporate governance issues and acts as the chairman of general meetings of several listed companies in Finland.

Johan has been awarded the honorary title Lagman by the President of the Republic of Finland.

### **MEMBERSHIPS AND POSITIONS OF TRUST**

- Member of the committee preparing the first Finnish guidelines on takeovers (the Helsinki Takeover Code), 2007
- Board memberships in several companies
- Member of the Finnish Bar Association, 1991

### **EDUCATION AND PROFESSIONAL BACKGROUND**

- Senior Partner, 2009
- Managing Partner, Hannes Snellman, 2005-2009
- Partner, Hannes Snellman, 1994
- Master of Laws, University of Helsinki, 1987



## Nigel Boardman

Partner, *Slaughter and May*



Nigel's broad practice includes domestic and international corporate finance, mergers and acquisitions, joint ventures, IPOs, demergers, private acquisitions and disposals, private equity, public takeovers, issues of compliance and corporate governance, investigations and insolvency, restructurings, investigations and sports law.

Nigel has received a number of accolades, including:

- *The Financial Times*' Special Achievement Award
- *Chambers Directories* Lifetime Achievement award
- Lawyer of the Decade award from *Financial News* (2015)
- included in *Debrett's 'Who's Who'*
- ranked as a "star performer" for Corporate and M&A work by *Chambers* in its U.K., Europe and Global directories
- identified as a "Thought Leader" for M&A and Corporate Governance work in *Who's Who Legal: Thought Leaders 2017*

Nigel is a consulting editor of the *Oxford University Press*' 'Annotated Companies Acts' and is on the Editorial Board of the 'Journal for Corporate and Commercial Law and Practice'. He is a Deputy Chairman of the British Museum and a Vice President of Save the Children U.K.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Andrew R. Brownstein

Partner, Corporate, *Wachtell, Lipton, Rosen & Katz*



Andrew R. Brownstein has been a partner at Wachtell, Lipton, Rosen & Katz since 1985 and serves as co-chair of the firm's Corporate group. His practice concentrates on mergers and acquisitions and corporate governance matters, and he has been engaged in many high-profile matters that include cross-border transactions, leveraged buyouts, complex restructuring deals, proxy fights and takeovers. Andrew is consistently listed in the top ranks in his areas of expertise by the *Chambers Guide*, *International Who's Who of Business Lawyers* and other similar publications.

Andrew's significant representations include: Hewlett Packard in its separation into two new publicly traded Fortune 50 companies; Perrigo in its defense against a takeover bid by Mylan; Samsung C&T in its merger with Cheil Industries and its response to an activist campaign by Elliott Management; Johnson Controls in its merger with Tyco and the separation of its automotive business; Sotheby's in responding to an activist campaign by Third Point; Walgreen Co. in its entry into a long-term partnership with Alliance Boots and AmerisourceBergen, its acquisition of a 45% stake in Alliance Boots GmbH and its later acquisition of the remaining 55%, for an aggregate value of approximately \$27 billion; ConocoPhillips in its \$33 billion spin-off of its downstream businesses as Phillips 66 and in its \$35.6 billion acquisition of Burlington Resources, as well as Phillips Petroleum in its \$35 billion combination with Conoco; Forest Laboratories in successive proxy contests with Carl Icahn and in its \$25 billion merger with Actavis; Genzyme in its \$20 billion sale to Sanofi-Aventis; Novartis in its \$49.7 billion multistep acquisition of Alcon; Schering-Plough in its \$41 billion combination with Merck and its \$14 billion acquisition of Organon; and BEA Systems in responding to an activist campaign by Carl Icahn and in its merger with Oracle.

Andrew is a 1979 honors graduate of Harvard Law School where he was an articles editor of the *Harvard Law Review*. He holds an M.B.A. degree (1976) from the Wharton School



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

of the University of Pennsylvania and also has undergraduate degrees in English and Economics (1975) from the University of Pennsylvania, where he was elected to Phi Beta Kappa. Following law school, Andrew clerked for the Honorable Leonard I. Garth of the U.S. Court of Appeals for the Third Circuit.

Andrew is a frequent author and lecturer on corporate-related topics. He has been an adjunct professor of securities law at Rutgers University Law School, serves on the Executive Planning Committee and is past chairman of the Ray Garrett Jr. Corporate and Securities Law Institute at Northwestern University School of Law.

Andrew is active in numerous civic and charitable organizations and is a member and past president of the Board of Trustees of the Trinity School in New York City, a member of the Board of Overseers of the Annenberg Center at the University of Pennsylvania and a member of the board of directors of the New York City Public Art Fund.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## **Benjamin Burman**

Partner, *Darrois Villey Maillot Brochier*



Ben Burman has been a partner of Darrois Villey Maillot Brochier since 2008, where he practices in the corporate law department focusing on cross-border mergers & acquisitions. He has advised clients from developed and emerging markets making inbound acquisitions in France, as well as French clients on their outbound transactions, including in Brazil, Russia, Ukraine and Thailand.

He has significant experience in public market M&A in France as well as in the U.S. and routinely handles U.S. securities law matters for the firm.

Prior to joining Darrois Villey, he was an associate with Wachtell, Lipton, Rosen & Katz in New York from 2000 to 2006. From 1990 to 1996 he worked for Bain & Company in London and San Francisco and for three years in Moscow. He graduated with first class honors from Oxford University (1989), where he was a scholar at Christ Church, attended Yale University Graduate School on a Henry Fellowship and holds a J.D. from Yale Law School (1999). After graduating from law school, he served as a law clerk to Judge Pierre N. Leval of the U.S. Court of Appeals for the Second Circuit. He is admitted to both the New York and Paris bars.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Professor Hongbin Cai

Dean/Chair of Economics, *Faculty of Business and Economics, The University of Hong Kong*



Professor Hongbin Cai received his B.A. in Mathematics from Wuhan University in 1988, his M.A. in Economics from Peking University in 1991, and his Ph.D. in Economics from Stanford University in 1997. He is currently the Dean and Chair of Economics at Faculty of Business and Economics, The University of Hong Kong.

From 1997 to 2005, he taught at University of California, Los Angeles. From December 2010 to January 2017, he served as Dean of Guanghua School of Management, Peking University. He is a National Chang Jiang Scholar (awarded by Ministry of Education of China) and a National Outstanding Young Researcher (awarded by National Science Foundation of China). Professor Cai has published many academic papers in top international journals in economics and finance, in a wide range of areas including game theory, Chinese economy, industrial organization and corporate finance.

Professor Cai was elected as a Fellow and a Council member of the Econometric Society. He is a member of the National People's Congress, and a member of the Central Committee of China Democratic League and Vice Chairman of its Committee of Economic Affairs. He was the founding president of The Chinese Finance Association (TCFA, overseas) and served on the boards of Sinopec Group, China Unicom, Everbright Bank and other private corporations.



## Peter Callens

Partner, *Loyens & Loeff's*



Peter is a member of Loyens & Loeff's Corporate and M&A Practice Group in Belgium.

Peter has extensive experience in national and international corporate transactions. His focus is on mergers and acquisitions and private equity investments in a wide variety of economic sectors including insurance, manufacturing, healthcare, utilities and the IT business.

He also represents clients in litigation and arbitration proceedings often in post-M&A or shareholder disputes, and he is regularly appointed as an arbitrator in both ad hoc and institutional arbitration proceedings.

Peter is mentioned as leading lawyer by *Chambers & Partners Global & Europe* (Dispute Resolution, Corporate and M&A), *Legal 500 EMEA* (Corporate and M&A), *IFLR 1000* (M&A). He is also recognised as an expert in corporate law, litigation and mergers and acquisitions law by the *Best Lawyers Guide* (2017). Peter is a former Secretary of the Brussels Bar and a former co-Chair of the International Sales Committee of the International Bar Association. He is the Chairman of the Belgian-Dutch Society (BENEV) in Brussels. He has published articles on various corporate law related subjects, such as takeover bids and corporate governance in the energy sector.

Peter has been a member of the Brussels Bar (*Nederlandstalige Orde van Advocaten*) since 1986.

Peter holds a Bachelor's Degree from Université de Namur (Belgium, 1978), a Master's Degree in Law from KU Leuven (Belgium, 1981) and a specialisation degree from Università degli Studi di Siena (Italy, 1982).



## **Bertrand Cardi**

Partner, *Darrois Villey Maillot Brochier*



Bertrand Cardi is a partner at Darrois Villey Maillot Brochier. He joined the firm in early 2010, after having been a partner at Linklaters since 2004. He has more than 20 years of experience with securities law and is one of the leading experts in mergers and acquisitions, securities and capital market laws (and also has experience in related litigation, arbitration and regulatory investigations). He has acted for industrial clients or investment funds in numerous major French or cross-border transactions.

He also advises companies (listed or not) in financial difficulties and acts regularly on public law matters, for example to advise the French State or CDC (the main French public financial institution).

Finally, Bertrand Cardi advises a number of listed companies on their governance and their strategic developments abroad.

In addition to his Assas University law diploma, he is a graduate of Ecole des Hautes Etudes Commerciales (HEC), the leading French business school. He is a Director of the Board of the HEC Foundation/Trust, and advised HEC on ITS improvement of its corporate form and governance from 2010 until today. He is ranked in the top tier in various legal guides (including *Chambers* and *Legal 500*). He is an Officer of the M&A Committee of the International Bar Association (IBA) and regularly speaks at legal conferences on governance as well as M&A and Capital Market issues. The French Stock Exchange Authority (AMF) has invited him to joint its consultative Commission on Disclosures and Corporate Finance as one of the few securities law experts.



## **Santiago Carregal**

Partner, *Marval O'Farrell Mairal*



Santiago Carregal is a partner in Marval, O'Farrell & Mairal, head of its Banking & Finance Department and a member of the Management Committee of the firm. He specializes in corporate finance and has represented companies and investment banks in many sophisticated transactions, including public offerings, private placements and tender and exchange offers, structured and project financings and mortgage securitization involving a variety of equity, debt and hybrid instruments.

In recent years he has been increasingly active in M&As, handling a number of notable transactions, including the sale of GE Money Argentina to Banco Supervielle, the sale of GE Money's branches to Banco Columbia, the purchase of two of Argentina's largest call center operators by the Indian Group Aegis, the acquisition by Dufry of the leading airport retailer in Argentina Interbaires, as well as airport retail operations in Uruguay, Ecuador and Armenia, and a wholesale platform in Panama, in a combined transaction of US\$950 million, and the sale of the controlling stake in chemical company Indupa by Belgian giant Solvay.

Mr. Carregal also has extensive experience in restructuring and workouts. During the 2001/02 Argentine financial crisis he represented bank steering committees and debtors in workouts totaling US\$7 billion, which included representing the Telecom Argentina group, comprising four companies in two countries, in its US\$4 billion debt restructuring, the largest cross-border insolvency case in Argentina's history (2002-2006).

From 2012 to 2014 Mr. Carregal led, together with Mr. Héctor Mairal, the team of lawyers that represented Repsol and Repsol Butano in all matters relating to the expropriation of Repsol's participation in YPF, including representation in arbitral and judicial proceedings, and in the expropriation agreement signed with the Argentine Government, which constitutes Argentina's first-ever expropriation deal.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

*Chambers Latin America* describes Santiago as “a brilliant lawyer and among the best in the country.” He is also recognized as a leading specialist in banking and finance, capital markets, corporate/M&A and project finance in several other legal publications including *Who’s Who Legal*, *PLC*, *The Legal 500*, *Which Lawyer* and *IFLR 1000*.

He worked as a foreign attorney for Shearman & Sterling in New York, is a former General Counsel of JP Morgan’s Buenos Aires Branch, and was a partner in the law firm Carregal & Funes de Rioja. Mr. Carregal graduated as a lawyer at the University of Buenos Aires in 1984 and went on to earn a Masters in Law from the University of Illinois in 1987.

Santiago is currently a member of the Board of the Argentine Bank’s Lawyers Committee (*Comité de Abogados de la República Argentina*) and a professor of post-graduate studies in banking and finance at the Universidad de Buenos Aires, Universidad Austral and Universidad Católica Argentina.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Ronald C. Chen

Partner, *Wachtell, Lipton, Rosen & Katz*



Ronald C. Chen is a partner at Wachtell, Lipton, Rosen & Katz in the Corporate Department, focusing primarily on mergers and acquisitions, corporate governance and securities law matters. Ron has represented numerous public and private entities in a variety of industries and transactions, including domestic and cross-border merger and acquisition transactions, private equity transactions, joint ventures, divestitures and corporate governance matters.

Ron received his A.B. *summa cum laude* from Harvard College, where he received the John Williams Prize as the top graduate in economics. Following graduation from Harvard, Mr. Chen served as a staff economist on the President's Council of Economic Advisers and was the recipient of a Marshall Scholarship to study at the University of Oxford, where he received an M.Sc. in Economic and Social History and an M.B.A. While at Oxford, Ron was also a lecturer in economics at Keble College, Oxford. After completing his M.B.A., Ron was a management consultant at McKinsey & Company.

Ron received his J.D. *magna cum laude* from Harvard Law School where he was the recipient of a Paul & Daisy Soros Fellowship for New Americans. After law school, he was a Charles Hamilton Houston Fellow at Harvard Law School and a law clerk to the Honorable Robert D. Sack of the U.S. Court of Appeals for the Second Circuit.



## **Costas Condoleon**

Partner, *Gilbert + Tobin*



Costas Condoleon is co-head of Gilbert + Tobin’s Corporate Advisory team. He has significant experience in Mergers and Acquisitions (“M&A”), Takeovers, Corporate and Securities Law, Capital Markets, Directors, Duties and Corporate Governance and the Listing Rules. Costas is widely recognized as one of Australia’s leading strategic M&A and securities lawyers, and is known for his in-depth industry knowledge and experience in advising on some of Australia’s most prominent, novel and complex deals.

Some of his experiences include representing Yancoal Australia Independent Board Committee on its \$3.2 billion capital raising as well as its \$3.36 billion acquisition of Coal & Allied from Rio Tinto, and related Takeovers Panel proceedings, Investa Property Group on the purchase of Cromwell’s stake in IOF, and the proposed sale of its investment management platform to IOF, and Iron Mountain on its successful and innovatively designed \$3.8 billion acquisition of Recall Holdings by scheme of arrangement, and its associated dual listing on ASX.

### **Qualifications**

- B.E.C. (University of Sydney, 1990)
- LL.B. (HONS) (University of Sydney, 1992)



## **Albrecht Conrad**

Partner, *Hengeler Mueller*



Albrecht Conrad advises and represents clients in the telecommunications, media and technology sector on strategically important contracts, transactions and litigation.

Albrecht has broad experience with the structuring and negotiation of complex contracts in the media and technology industry on such matters as distribution of content over platforms and networks, internet technology, IT and telecommunications infrastructure. For many years, Albrecht has been advising on transactions, in particular in the telecommunications, media and technology industries, covering a wide range of businesses including television, fixed and mobile telephony, broadband cable, IT, internet platforms, gambling, games and e-commerce. In addition, Albrecht has developed an outstanding copyright litigation practice, having represented clients in landmark proceedings before German and European courts on questions of liability of service providers and platforms.

Another focus have been proceedings with collecting societies on questions of equitable remuneration, rate setting and other terms of use. In this field, Albrecht has leveraged his expertise for major industry players and associations in high profile cases relating to the performance and distribution of audio-visual and music content over networks and distribution platforms.

### **Career**

- Admitted to bar 1999
- Universities of Heidelberg (Dr. jur.) and Freiburg
- Università di Bologna
- Columbia University (LL.M.)



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Peter Cook

Partner, *Gilbert + Tobin*



Peter Cook is one of the most recognized lawyers in the Australian market, having over 25 years' experience in the industry, including time as an Investment Banker. Peter's practice is broad ranging, covering Public and Private Mergers and Acquisitions, Capital Markets and Private Equity. Peter's recent recognition includes: Chambers Asia Pacific 2016, ranking Peter in Band 1 for Corporate and M&A, Private Equity and Capital Markets: Equity – the only lawyer in Australia to be ranked across band 1. Best Lawyers 2016 recognise Peter for Mergers and Acquisitions, Private Equity, Corporate/Governance, Corporate Law and Equity Capital Markets. *Best Lawyers Australia* has again awarded Peter “Lawyer of the Year – Private Equity, Sydney” in 2016 (and in 2012) and “Lawyer of the Year – Capital Markets: Equity, Sydney” in 2013. IFLR1000 2016 named Peter as a Leading Lawyer in Mergers and Acquisitions, Capital Markets – Equity and Private Equity. *Who's Who Legal* has recognised Peter for Mergers and Acquisitions and Capital Markets – Debt and Equity.



**NYU STERN**  
NEW YORK UNIVERSITY · LEONARD N. STERN SCHOOL OF BUSINESS



**光华管理学院**  
**PEKING UNIVERSITY**  
Guanghua School of Management

 **UNIVERSITY OF  
CAMBRIDGE**  
Judge Business School

INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Carlos G. Cordero**

Founding Partner, *Alemán, Cordero, Galindo & Lee*



Carlos Cordero joined Alemán, Cordero, Galindo & Lee in 1985 as a founding partner. His professional practice is concentrated on Corporate Law, Commercial Law, Telecommunications, Banking and Administrative Law. Mr. Cordero has advised domestic and international companies on a broad array of legal and commercial matters.

Mr. Cordero has served on Special Missions for the Defense of the International Services from 1999 to 2012; as vice minister of Foreign Affairs from 1993 to 1994; and on the National Council of Foreign Affairs in the periods from 1993 to 1994 and from 1999 to 2004. He is also on the board of directors of Cable & Wireless Panama, SA, Electra Noreste, SA, and he is a member of the Panama Bar Association.

Mr. Cordero has a Bachelor of Law and Political Sciences from Universidad de Panama. He has been recognised as a Senior Statesman in the areas of Banking & Finance, Corporate and M&A and Projects by the prestigious publication *Chambers & Partners*. He has also been recognised as a leading lawyer in the areas of corporate M&A and corporate governance by *Who's Who Legal*. He is fluent in Spanish and English.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Jim Cowie**

Senior Vice President, General Counsel and Corporate Secretary,  
*Cadence Design Systems, Inc.*



Jim Cowie is Senior Vice President, General Counsel and Corporate Secretary at Cadence Design Systems, Inc. (NASDAQ:CDNS).

Cowie is responsible for Cadence® worldwide legal operations, covering matters such as commercial transactions, corporate governance, employment, export compliance, finance, government affairs, intellectual property, litigation, mergers and acquisitions, and stock administration activities. Under his leadership, his organization deploys professionals in Asia-Pacific, Europe, Japan and North America.

Cowie, who has been with Cadence since 2000, most recently served as Corporate Vice President - Business Development and Associate General Counsel, a role in which he was responsible for the execution of Cadence's acquisitions, divestitures and other strategic transactions as well as being the company's lead lawyer for corporate and securities matters.

Before joining Cadence, Cowie was counsel for several divisions of National Data Corporation, a provider of health information services and electronic commerce solutions. Prior to that, he was an associate at Troutman Sanders LLP in Atlanta.

Cowie received his undergraduate degree in economics, *magna cum laude*, from Duke University and his Juris Doctor degree from Stanford Law School. Before law school, he served four years of active duty in the United States Navy, the last three years aboard the aircraft carrier USS Kitty Hawk, leaving active service as a Lieutenant.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Paul Cronheim

Partner, *De Brauw Blackstone Westbroek N.V.*



Paul has a well-established international corporate practice, representing listed companies, large multinationals and private equity firms. Paul has handled a wide range of Dutch and cross-border public takeovers, private acquisitions and disposals, auctions and joint ventures. He has also acted as counsel or arbitrator in numerous ICC, AAA and NAI arbitrations.

Paul is a member of the Netherlands Bar, and has been admitted to the New York and California Bar. He is a former resident partner of De Brauw's New York office. Paul is a member of the faculty of the Amsterdam Institute of Finance, and Chairman of the Strategy Working Group of the Law Firm Management Committee of the International Bar Association. He also serves on the Legal Committee of the American Chamber of Commerce in the Netherlands and is included on the list of arbitrators of the Netherlands Arbitration Institute and the International Panel of Arbitrators of the American Arbitration Association.

Paul has been nominated for "Best M&A lawyer of the Netherlands" several times. Clients say he is "highly skilled in corporate governance and private equity work" (Chambers Europe 2013), "valued for his negotiation abilities, he really bridged the gap between the parties" (Chambers Global 2014), "very client focused and an excellent negotiator" (Legal 500 EMEA 2016), "a very good dealmaker, very dedicated and matter-of fact" (Chambers Global 2016), "a great strategic thinker" and "a very thoughtful adviser" (Chambers Europe 2017), and "very experienced" (Legal 500 EMEA 2017).



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Robert M. Daines

Pritzker Professor of Law and Business, Associate Dean for Global and Graduate Programs,  
*Stanford Law School*



Robert M. Daines is the Pritzker Professor of Law and Business, Associate Dean and Senior Faculty for the Rock Center on Corporate Governance at Stanford. He is also Professor of Finance (by courtesy) at the Stanford Graduate School of Business.

His research focuses on the intersection between law and finance, including CEO pay, corporate governance, mergers and acquisitions, mandatory disclosure regulations, IPOs, shareholder voting and takeover defenses. Professor Daines' work has appeared in such top publications as the *Journal of Financial Economics*, the *Journal of Law, Economics and Organization* and *The Yale Law Journal*. His research has also been covered by *The Economist*, the *New York Times*, the *Wall Street Journal*, *Financial Times*, *Forbes*, *Fortune* and other media.

Before entering academia, he was an investment banker at Goldman Sachs, where he advised firms on bank and bond financings. He clerked for Judge Ralph K. Winter of the U.S. Court of Appeals for the Second Circuit.

### Education

- B.S. B.A. Brigham Young University, 1989
- J.D. Yale Law School, 1992



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Monika Driscoll

Partner, *Brunswick Group LLP*



Monika advises clients on a wide variety of critical issues, including mergers and acquisitions, IPOs, shareholder activism, as well as other capital markets advisory and corporate reputation work.

Prior to joining Brunswick in 2007, she was in equity research and investment banking, including as an Associate Director at Bear Stearns where she covered the retail sector on an Institutional Investor-ranked team in New York.

Monika has advised on a number of major cross-border transactions and projects including Anheuser-Busch InBev's combination with Grupo Modelo, Kraft Foods' acquisition of Cadbury plc, InBev's acquisition of Anheuser-Busch, Kraft Foods' split into two companies, Groupon's IPO, 3G Capital's acquisition of Burger King and CF Industries' acquisition of Terra Industries.



## Peter Dunne

Partner, *Herbert Smith Freehills*



Peter's private equity practice has extensive experience in debt financing, private equity fund raisings, management and leveraged buy outs, and trade sale and IPO exits. His understanding of private equity, in conjunction with public markets expertise and M&A credentials provides significant competitive advantage to clients.

He has worked with a number of private equity houses on the disposal of portfolio investments and has been involved in leveraged acquisition market, advising both private equity houses and leveraged financiers on the financing aspects of many landmark transactions.

Peter assisted the federal government on its reforms to the federal tax system to facilitate start up capital raisings and employee share schemes.

Recently, Peter was recognised as a 'Leading Lawyer' in *Australasian Legal Business Magazine's* Private Equity practice area guide and ranked as one of Australia's 20 'Leading Experts' in private equity law on ExpertGuides.com.

Peter has a Bachelor of Economics and Bachelor of Laws (Honours) from Monash University, and a Graduate Diploma of Applied Finance from the Securities Institute of Australia. He is admitted to practise in New South Wales and Victoria, as well as England and Wales.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## **Patrick Dziejowski**

Partner, *Bredit Prat*



Patrick Dziejowski is a member of the Corporate team. He specializes in mergers and acquisitions, privatizations and capital markets and also advises listed companies on securities law matters. He has particular expertise in the energy, construction and financial sectors.

He has for many years lectured in contract negotiation techniques at the University of Paris V Descartes.

He is heading the Asian practice and development of the firm. As such, Patrick is often retained by foreign investors, notably from Asia, for their matters in France. He has great expertise and experience in public M&A and is regularly involved in operations in sensitive sectors such as defense, energy, health and other state regulated sectors. He has longstanding relationship with the AMF and other French regulators.

Admitted to the Paris Bar in 1998, Patrick is a M.B.A. graduate of the ESSEC business school (1997), the University of Paris II *Panthéon-Assas* (DESS in business law and tax, 1994) and the University of Paris I *Panthéon-Sorbonne* (DEA in English and American business law, 1997).



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Alex Edmondson

Partner, *Macfarlanes*



Alex advises on a broad range of M&A transactions and corporate advisory matters, with a particular focus on alternative asset manager investment activity, private company M&A and restructurings.

Alex's experience extends to advising a broad spectrum of alternative asset managers on their investments and structuring matters, including private equity, hedge, credit, special opportunities, distressed and secondaries funds. He also routinely advises private companies and founders of businesses on their M&A and fund-raising transactions.

Alex also has a particular focus on the technology sector and is head of the firm's cross-departmental technology practice group

His areas of expertise include corporate and M&A, growth/venture capital, private equity, restructuring and insolvency, and secondary transactions.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Adam O. Emmerich

Partner, *Wachtell, Lipton, Rosen & Katz*



Adam O. Emmerich practices in Wachtell Lipton's corporate department, focusing primarily on mergers and acquisitions, corporate governance and securities law matters. His practice has included a broad and varied representation of public and private corporations and other entities in a variety of industries throughout the United States and globally, in connection with mergers and acquisitions, divestitures, spin-offs, joint ventures and financing transactions. He also has extensive experience in takeover defense.

Adam led the Wachtell Lipton teams for Tim Hortons in its \$12.2 billion combination with Burger King Worldwide and Covidien plc in its \$49.9 billion acquisition by Medtronic, which were named by *The American Lawyer* as 2015 Global M&A Deal of the Year: Canada and Global M&A Deal of the Year: Ireland.

Adam is recognized as one of the 500 leading lawyers in America by [Lawdragon](#), one of the world's leading lawyers in the field of Mergers and Acquisitions in the [Chambers Guide to the World's Leading Lawyers](#), an expert in each of M&A, Corporate Governance and M&A in the real estate field by [Who's Who Legal](#), and as an expert both in M&A and in Corporate Governance by *Euromoney Institutional Investor's Expert Guides*.

Among the other transactions in which he has taken a leading role are: Deutsche Telekom in its agreed \$39 billion sale of T-Mobile to AT&T and Deutsche Telekom and T-Mobile USA in the combination of T-Mobile USA and MetroPCS Communications at a \$30 billion enterprise valuation; Creative Artists Agency in a \$95 million minority investment by Temasek Holdings; Medtronic plc in its \$6.1 billion sale of a portion of its Patient Monitoring & Recovery Division to Cardinal Health; XPO Logistics in its €3.24 billion acquisition of Norbert Dentressangle S.A.; Mallinckrodt plc in its \$5.6 billion acquisition of Questcor Pharmaceuticals; the Special



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

Committee of Activision Blizzard in the \$8.2 billion purchase of shares of Activision from Vivendi, S.A.; the board of Wyeth in its \$68 billion acquisition by Pfizer; the acquisition by Wal-Mart of an interest in Seiyu in Japan and in transactions in Brazil, China, Puerto Rico and the U.K.; and many others.

After serving as a law clerk to Judge Abner J. Mikva, of the United States Court of Appeals for the District of Columbia Circuit, Adam joined the firm in 1986 and was named partner in 1991. He attended Swarthmore College and The University of Chicago, from which he received his J.D. with honors. While at the University of Chicago, Adam served as topics and comments editor of *The University of Chicago Law Review*, was elected to the Order of the Coif, and was the recipient of an Olin Fellowship in law and economics. He is a frequent author and speaker on topics relating to mergers and acquisitions and corporate governance, including at MIT's [Sloan Convocation](#) and on India's [CNBC-TV18](#).

Adam is co-chair of the International Institute for the Study of Cross-Border M&A, co-chair of the advisory board of New York University's REIT Center for the Study of Public Real Estate Companies, and a member of the American Law Institute. He has served as co-chair of the NYU Real Estate Institute's Annual Symposium on REITs since its inception. He is a member of the Corporate Academic Bridge Group of the NYU Pollack Center for Law & Business, and a frequent contributor to the Harvard Law School Forum on Corporate Governance and Financial Regulation. Adam serves on the board of the American Friends of the Israel Museum, and as president of the Friends of the Israel Antiquities Authority and also of the Friends of Rambam Medical Center. He was previously a member of the board of the Lawyers Alliance for New York, the Visiting Committee of the University of Chicago Law School, The Ramaz School and co-chair of the Young Lawyers Division of the UJA-Federation in New York.



NYU STERN  
NEW YORK UNIVERSITY · LEONARD N. STERN SCHOOL OF BUSINESS



光华管理学院  
PEKING UNIVERSITY  
Guanghua School of Management



UNIVERSITY OF  
CAMBRIDGE  
Judge Business School

INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## David Enrich

Finance Editor, *The New York Times*



David Enrich is the Finance Editor at the *New York Times*. He previously served as Financial Enterprise Editor of the *Wall Street Journal*, heading a team of investigative reporters. Before that, he was the *Journal's* European Banking Editor, based in London, and a reporter covering the U.S. banking industry in New York. He is the author of *The Spider Network*, one of six books on the short list for the 2017 Financial Times & McKinsey Business Book of the Year Award. He currently lives in New York with his wife and two sons.



**NYU STERN**  
NEW YORK UNIVERSITY · LEONARD N. STERN SCHOOL OF BUSINESS

 **PEKING UNIVERSITY**  
1898  
**光华管理学院**  
PEKING UNIVERSITY  
Guanghua School of Management

 **UNIVERSITY OF CAMBRIDGE**  
Judge Business School

INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Jeffrey Freedman**

General Counsel, *Creative Artists Agency*



Jeffrey Freedman is General Counsel of Creative Artists Agency (CAA) and its affiliates and has senior management responsibilities that include all legal, compliance, litigation and M&A support, as well as assisting in human resource matters and day-to-day operations of CAA. He serves as an officer of the company and a director of many of its affiliates. CAA is an entertainment and sports agency based in Los Angeles, with offices in New York, London, Nashville and Munich, as well as JV relationships in Beijing and Switzerland.

Mr. Freedman was born in Detroit, Michigan. He received his undergraduate degree in Economics and Political Science from the University of Michigan, Ann Arbor and graduated with high distinction. Mr. Freedman received his J.D. from the UCLA School of Law and is a member of the California State Bar.

Mr. Freedman began his career at Skadden, Arps, Slate, Meagher & Flom as a corporate associate, where he worked on corporate finance transactions, mergers and acquisitions. In 1994, he joined the law firm of Sinclair, Tenenbaum, Olesiuk & Co. as an entertainment transactional associate. In 1995, Mr. Freedman became the youngest member of the Motion Picture Legal Department at Paramount Pictures. He was the production lawyer and business affairs executive for numerous motion pictures. In addition to his responsibilities for Paramount Pictures, Mr. Freedman was involved with Paramount Classics since its formation, providing business affairs advice and support on many films, as well as acquiring completed motion pictures. In March 2006, when Paramount Vantage launched as a successor to Paramount Classics, he was named Executive Vice President of Business Affairs and Operations for the division.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

In November, 2002, Mr. Freedman was chosen by the *Hollywood Reporter* for inclusion in the Next Generation Class of 2002, the Reporter's annual issue profiling of 35 executives under the age of 35 who have distinguished themselves early in their careers. Recently, *Daily Variety* selected Mr. Freedman for the 2014 *Variety Legal Impact Report*, *Variety's* annual issue highlighting those individuals in the legal field who have made an impact in the industry in the past year. In April, 2016, *The Hollywood Reporter* chose Mr. Freedman as a Dealmaker of the Year in its annual Power Lawyer's issue.

In 2009, Mr. Freedman joined Creative Artists Agency as an executive working in all areas of the agency's businesses. CAA is a leading talent agency with a worldwide business representing clients in all areas of entertainment, including film, television, music, sports, video games and lifestyle, among others.

Mr. Freedman has taught courses in the UCLA Film School Producers Program, as well as UCLA Extension's Entertainment Studies. He is also a 25-year member of the UCLA Entertainment Symposium Advisory Committee that plans, oversees and presents the annual UCLA Entertainment Symposium. In 2014, he was selected by the UCLA School of Law to participate in its Distinguished Alumni Lecturer Series. Mr. Freedman is a member of the Academy of Motion Picture Arts and Sciences and also currently serves as a board member for the Association of Talent Agents (ATA) California Political Action Committee, and is Chairman of the ATA New York Political Action Committee. In 2016, Mr. Freedman joined the board of directors of UCLA's Ziffren Center for Media, Entertainment, Technology and Sports Law.

Jeffrey is a member of YPO Malibu and YPO Wilshire Gold. He has three boys, Ethan, Aidan and Ben, from his first marriage, and he and his wife Karen have a daughter, Brady.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Manuel Galicia Romero

Founding Partner, *Galicia Abogados, S.C.*



Manuel Galicia Romero is founding partner of Galicia Abogados. He specializes in commercial transactions, and his practice is focused on representing and advising domestic and international companies and financial institutions on loans, private and public issuances of securities, financial leasing, restructurings, mortgage-backed loans, high-yield issuances, exchange of debt, joint ventures, privatizations, M&A and corporate restructurings.

Prior to founding Galicia Abogados in 1994, he worked for Santamarina y Steta, S.C. for 14 years, four of which he was partner, and also was a member of the management committee.

Mr. Romero also participated as legal advisor to the International Commercial Business Committee Coordinator (Coordinadora de Organizaciones Empresariales de Comercio Exterior) (COECE) during the NAFTA negotiations. He is member of the board of directors of various financial companies.

Mr. Romero graduated from the Universidad Iberoamericana and earned a Masters in International and Comparative Law from Southern Methodist University in Dallas, Texas.



## **Juanmi Goenechea Domínguez**

Partner, *Uría Menéndez*



Juan Miguel Goenechea is a partner located in the Madrid office of Uría Menéndez. He joined the firm in 1982 and became a partner in 1990. He headed the Latin America Practice Group from 1996 to 2000 and from 2004 to 2007.

Juan Miguel has been named as a recognised lawyer by *Chambers Global*, *IFLR*, *Legal 500* and other major legal directories. His practice focuses on M&A and he has extensive experience in public and private transactions, both domestic and international.

### **Education**

- Law Degree, Universidad Pontificia Comillas, Madrid, 1982
- Degree in Business Administration, Universidad Pontificia Comillas, Madrid, 1983

### **Membership of Professional Associations**

- Madrid Bar Association
- International Bar Association



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Irving S. Gomez

Assistant Secretary, Senior Counsel, Securities and Corporate Governance, *Intel*



Irving S. Gomez is an Assistant Corporate Secretary and Managing Counsel in the Corporate Legal Group for Intel Corporation. Irving is responsible for the company's corporate-level legal activities, including certain securities filings with the SEC, providing advice and counsel to the Board, the Corporate Governance and Nominating Committee and senior management in the areas of emerging corporate governance, securities laws, and executive compensation. He leads the proxy statement team, is legal lead of Intel's annual stockholders meeting, and part of Intel's integrated stockholder outreach team. Irving continues Intel's tradition of thought leadership on corporate governance issues, including adopting Proxy Access, expanding on the risk assessment, and pioneering the virtual annual meeting and stockholder forum.

Prior to joining Intel, Irving was in private practice working on a variety of matters including venture investments, mergers & acquisitions, and financing transactions as an Associate at Morrison & Foerster in San Francisco. He began his legal career as a tax attorney in Los Angeles where he focused on tax-free mergers & acquisitions and nontaxable reorganizations.

Irving earned his B.A. degree in Economics from the University of California, Berkeley, his J.D. degree from the University of California, Los Angeles, School of Law, and his LL.M. degree in Taxation from New York University School of Law.



## Mark Gordon

Partner, Corporate, *Wachtell, Lipton, Rosen & Katz*



Mark Gordon is a partner and 22 year veteran of *Wachtell, Lipton, Rosen & Katz*'s Corporate Department, where he focuses on advising public companies and major leveraged buyout firms in domestic and cross-border mergers and acquisitions, shareholder activism, takeover defense, restructurings, corporate governance and securities law matters.

Mr. Gordon is also a Robert B. and Candice J. Haas Lecturer in Corporate Finance Law at Harvard Law School, where he has taught a winter term advanced Mergers & Acquisitions course annually since 2009.

Mr. Gordon joined *Wachtell Lipton* in 1994 and was elected partner in 2001. He received his B.A. *magna cum laude* from Yale University, and his J.D. *magna cum laude* from Harvard University. While at Harvard, he was executive editor of the *Harvard Civil Rights-Civil Liberties Law Review* and was a member of the winning team in the Ames Moot Court Competition.

In addition, Mr. Gordon serves as:

- a member of the Next Generation Council of the USC Shoah Visual History Foundation,
- a permanent advisor to the Next Generation Leadership group of G100 (an organization focused on the development of future CEOs) and
- a member of the board of the Yale Daily News Foundation.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

His recent M&A representations include:

- **Medivation** in its \$14.6 billion sale to Pfizer
- **Analog Devices** in its \$14.8 billion acquisition of Linear Technology
- **Valspar** in its \$11.3 billion sale to Sherwin-Williams
- **Airgas, Inc.** in its \$13.4 billion acquisition by Air Liquide S.A.
- **Alexion** in its \$8.4 billion acquisition of Synageva Biopharma
- **PetSmart** in its \$8.3 billion sale to a buying group led by BC Partners
- **Steris Corp.** in its \$1.9 billion acquisition of Synergy Health plc



**NYU STERN**  
NEW YORK UNIVERSITY · LEONARD N. STERN SCHOOL OF BUSINESS

 **PEKING UNIVERSITY**  
1898  
**光华管理学院**  
Guanghua School of Management

 **UNIVERSITY OF CAMBRIDGE**  
Judge Business School

INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Adam Green**

Partner, *Mannheimer Swartling Advokatbyrå AB*



Adam Green heads Mannheimer Swartling's Mergers & Acquisitions practice and also chairs the firm's Corporate & Transactions group. Adam's work focuses primarily on mergers & acquisitions, joint ventures, majority and minority investments, and corporate advice, generally. Adam works regularly with media and technology clients, and frequently represents foreign clients in Swedish matters, as well as Swedish clients in transactions with an international element.

Adam is actively engaged in training the firm's M&A lawyers and is a regular lecturer at Stockholm University, Handelshögskolan (the Stockholm School of Economics) and Domstolsakademin (Academy of Swedish judges). Adam is ranked as a leading Swedish M&A lawyer in *Chambers*, *IFLR 1000*, *Legal 500*, *Who's Who Legal*, and *Expert Guide's World's Leading M&A Lawyers*.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Leo Groothuis

Partner, *NautaDutilh*



Leo Groothuis focuses his practice on public and private M&A work. Most of his current clients are domestic or international financial institutions and corporations. He has been involved in a wide variety of corporate transactions, including public offers, share and asset transactions, LBOs, auction sales, joint ventures and corporate restructurings.

Recent transactions in which Leo was involved include the acquisition by Randstad of staffing activities of USG in six European countries and the EUR 3.3 billion investment by Intel in ASML. Other noteworthy experience of Mr. Groothuis consists of various acquisitions and divestments by ABN AMRO, Deutsche Bank, SNS REAAL, Binck Bank, ASR and other financial institutions.

He spent more than three years in NautaDutilh's New York office. He graduated from Utrecht University in 1995 and obtained an LL.M. from University College, London.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Juan Francisco Gutiérrez

Partner, *Philippi Prietocarrizosa Ferrero DU & Uría*



### Career

Partner of Philippi Prietocarrizosa Ferrero DU & Uría; Member of the Management Board and also Co-Chair of the firm; Lawyer of Confederation of Production and Commerce, principal Chilean Business Association (1985-88); Curtis, Mallet-Prevost, Colt & Mosle, New York (1982-84). Mr. Gutiérrez is fluent in Spanish and English.

### Member

Bar Association of Chile

### Education

Lawyer of Confederation of Production and Commerce, principal Chilean Business Association (1985-88); Master of Law, New York University (1982); law degree, Pontificia Universidad Católica de Chile, Santiago, Chile, 1980.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Fang He

Partner, *JunHe LLP*



Fang He's legal experience includes over two years in the Trademark Bureau of the Chinese State Administration for Industry and Commerce, where she reviewed trademark applications and adjudicated trademark disputes; one year practicing in the legal department of Itochu Corporation in Tokyo, where she advised Itochu on Chinese-related transactions; and one year practicing in the Chicago office of Baker & McKenzie LLP, where she advised U.S. clients on investment and trade in China.

Ms. He has practiced in China since March 2001 with Jun He Law Offices and has dealt with many merger and acquisition transactions (inbound and outbound) where she designed deal structures, conducted due diligence, drafted and revised legal documents, negotiated with other parties on behalf of the clients, and assisted in the completion of the deals. Ms. He has provided legal services in connection with the establishment, operation, alteration and liquidation of foreign-invested and domestic enterprises.

Ms. He is a visiting professor at the Lawyer College of Renmin University of China and the National Lawyers College, teaching M&A courses. She was awarded "Outstanding Woman Lawyer" of Beijing for 2009-2011 by the Beijing Lawyers Association.

Ms. He received her L.L.M. from University of Virginia School of Law in 2008 and her LL.B. from Southwest University of Political Science and Law 1998.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Christian Herbst

Partner, *Schönherr*



Christian Herbst has been a partner of Schoenherr Vienna since 1990. Christian's main areas of practice are M&A, public takeovers and corporate finance transactions. Christian advises and represents mostly foreign clients in cross-border financial and corporate transactions. In over 25 years of transactional practice, Christian has been involved, in many cases as lead counsel, in highly publicized privatizations, M&A deals and takeovers in Austria and the CEE. Recent headline transactions included advising Carso Telecom/America Movil (NL/Mexico) on the public takeover of VSE-listed Telekom Austria (EUR 1.4 billion) with a subsequent capital increase (EUR 1 billion) (2014), advising Cubic (London) on the public offer for VSE-listed asset manager C-Quadrat (2016) and subsequent sale to HNA (2017, pending), advising listed Kansai Paint (Japan) on the acquisition of Helios Coatings Group (EUR 0.57 billion) (2016/17) and advising 01 Group/Terim Limited on the EUR 0.6 billion sale of a significant stake in VSE-listed CA Immo (2016).

Christian holds law degrees from the University of Salzburg (*Dr. iur.*, 1982) and Harvard University (LL.M., 1984), and has practiced with a New York City firm.

Christian Herbst is a lecturer on international M&A transactions at the Vienna University of Economics and Business Administration, and has published extensively on issues relating to M&A, corporate and takeover law. Christian served as Co-Chair of the Corporate & M&A Law Committee of the International Bar Association (2015-2016).



## **Lodewijk Hijmans van den Bergh**

Partner, *De Brauw Blackstone Westbroek N.V.*



Lodewijk Hijmans van den Bergh's practice focuses on corporate law, including governance, advisory and M&A.

From 2009 to 2015, he was Chief Corporate Governance Counsel and member of the Management Board and the Executive Committee of Royal Ahold. At Ahold, his portfolio of responsibilities included legal, governance and compliance, M&A, corporate responsibility and product integrity. He rejoined De Brauw in January 2016.

Lodewijk joined De Brauw in 1988, and was a partner from 1994 to 2009. He was resident partner at De Brauw London from 1994 to 1998. From 2005, he was a member of De Brauw's managing committee and headed De Brauw's Corporate practice until 2009.

Lodewijk has extensive experience across the field of corporate law. He has also handled a variety of corporate finance matters, with a focus on cross-border equity capital market transactions. Clients have included Royal Dutch Shell, Unilever, Banco Santander, AkzoNobel, APG and Corus Group.

Lodewijk is vice-chairman of the Supervisory Board of HAL Holding N.V. and a member of the Supervisory Councils of Netherlands Air Traffic Control and the Netherlands Cancer Institute/Antoni van Leeuwenhoek Hospital. He is the Chairman of the Utrecht University Fund.



## **Hein Hooghoudt**

Partner, *NautaDutilh*



Hein Hooghoudt is a corporate and M&A partner who has served as a member of the Peters Committee on Corporate Governance. He regularly advises on corporate governance issues and shareholder activism and he assisted the Amsterdam Stock Exchange in its negotiations with the VEUO (the association of listed companies) regarding the regulation of protective devices implemented by Dutch companies listed in Amsterdam.

Mr. Hooghoudt is also active in the field of mergers and acquisitions (both domestic and cross-border) of listed and private corporations (including public offers, public-to-private transactions, assets transactions, share transactions, spin-offs, legal mergers, auction sales, private equity, buy-in and buy-out transactions and minority interests), joint ventures, equity offerings (including IPOs), corporate finance, securities and general corporate advice.

Many of his transactions were in the financial services sector, such as acting for ABN in its merger with AMRO Bank; for those two banks in their subsequent legal integration; for ABN AMRO in the competing bids by Barclays and the Consortium for the divestment of LaSalle Bank and the disputes with certain of its shareholders; for the National Investment Bank (presently NIBC) in the public offer for its shares by ABP and PGGM and the sale of their shares to a consortium of investors lead by J.C. Flowers; for ABN AMRO Bank in the auction sale of MeesPierson; and for insurance company ASR in the public offer for its shares by Fortis and in the current privatization process.

He represented the Dutch government in various transactions, including privatizations of Fokker, DSM, KLM and Sdu and the failed merger attempt of KLM and British Airways. He was also active in other sectors, such as the public offers for Van Leer (on behalf of Huhtamaki), Benckiser (on behalf of Reckitt), Alpinvest (twice on behalf of Alpinvest) and HBG (for Dragados), and the auction sales of the cable television networks of Amsterdam and The Hague



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

(for those municipalities), the Tobacco Business of SaraLee (for purchaser Imperial Tobacco), the industrial division of Huhtamaki Van Leer (for the seller Huhtamaki Van Leer), the consumer information division (including the magazines) of VNU (for purchaser Sanoma), the sale of HBG by Dragados to BAM NBM (on behalf of Dragados), the Euro 3.5 billion secondary placement of Aegon shares by the Association Aegon (on behalf of Aegon), the purchase of all assets of Equant N.V. (listed in Paris and New York), the sale of the Dutch operations of Orange by France Telecom (both for France Telecom), and the first ever public tender offer in the Netherlands by Bergson for shares in Hunter Douglas (for Hunter Douglas).

Other transactions concern, among others, the first ever public repurchase offer by a company for its own shares under the Dutch rules (for Hunter Douglas) and the EUR 11 billion public offer by Unibail for Rodamco Europe (for Unibail). In 2007, Hein headed the team acting for ABN AMRO in connection with the EUR 66 billion and EUR 71 billion public offers of Barclays and the Consortium consisting of the Royal Bank of Scotland, Fortis and Banco Santander and the divestment of LaSalle Bank, and he acted for NIBC in connection with the intended acquisition by Kaupthing. He also represented the supervisory board of Stork N.V. in relation to shareholder activism and the public offer by Candover and majority shareholder Casino in the sale of the entire business of Super de Boer to Jumbo. He advised major shareholder Flint in relation to the competing public offers for Draka, EADS (Airbus) on its aborted merger plans with BAE Systems and subsequently on the overhaul of its corporate governance and shareholder base, and Publicis on its aborted US\$35 billion merger with Omnicom.

In 2014 and 2015 he advised Casino on the combination of various international e-commerce businesses into a new Dutch holding company, CNova, and its listing on NASDAQ and Euronext Paris, insurance company ASR on attracting investors and its intended acquisition of insurance company Vivat, Airbus on its conversion from an NV into an SE, and the two defense companies Krauss-Maffei Wegmann and Nexter on their business combination under a Dutch top holding company. He is currently advising ASR on its privatization by the Dutch State.

He graduated from Leiden University in 1973 and from Cambridge University in 1974. He became partner of NautaDutilh in 1983.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Javier Illescas Fernandez Bermejo**

Head of Corporate Legal, *Banco Santander, S.A.*



Javier Illescas is Head of Corporate Legal at Banco Santander. In that capacity he reports to the Group General Counsel and, together with the team he leads, is in charge of legal advice on corporate governance and corporate finance matters, including mergers and acquisitions, corporate development and securities/capital markets/funding transactions for the Bank's own account.

Prior to joining the bank in 2012, Javier was a corporate finance partner with Spanish law firm Uría Menéndez. Javier was then based in the Madrid office, with a stint in the firm's Buenos Aires office from 2001 to 2002 and a secondment to the New York office of Davis Polk in 2006. While with Uría Menéndez, his practice focused on mergers and acquisitions, banking and finance and capital markets, all with a special emphasis on cross-border work.

Javier is a Spanish national, admitted to practice in Spain, and holds a double degree in Law and Business Administration.



## **Klaus Ilmonen**

Partner, *Hannes Snellman Attorneys Ltd*



### **Practice and Experience**

Klaus Ilmonen heads Hannes Snellman's Capital Markets practice in Helsinki. His practice includes equity capital markets and other corporate transactions involving public corporations. He has considerable experience in public takeovers, as well as from cross-border transactions. He also works with governance of public corporations.

Klaus serves on a consultative group for developing EU corporate finance regulation and has participated in drafting Finnish takeover regulation. He also teaches securities regulation at the University of Helsinki.

Klaus has qualified as an attorney in the State of New York, and practiced U.S. securities law in London, where he represented European issuers and underwriters in international securities offerings. He also worked on international M&A transactions.

Klaus has been a visiting researcher at Harvard Law School. He holds an LL.M. degree from Columbia Law School in New York and a doctorate in law from the University of Helsinki.

He has served as an officer with Finnish forces in Kosovo and Afghanistan. He has lectured on operational law in Finland and abroad.

### **Memberships and Positions of Trust**

- Member of the Consultative Working Group on Corporate Finance of the European Securities Markets Authority (ESMA)



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

- Member of the expert group on securities regulation of the Finnish Bar Association
- Managing director of the Mannerheim Foundation

### **Education and Professional Background**

- Doctor of Laws, University of Helsinki, 2016
- Harvard Law School, Visiting Researcher, 2011-2012 (Jan.)
- Partner, Hannes Snellman, 2007
- Associate, Cleary, Gottlieb, Steen & Hamilton, London, 1999-2002
- LL.M. (Stone Scholar), Columbia University, 1999



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Christopher Ing**

Associate General Counsel, Corporate, *Pivotal Software*

Christopher Ing is currently the Associate General Counsel, Corporate, at Pivotal Software in the San Francisco Bay Area. Prior to Pivotal, he was Assistant General Counsel, Corporate, at Oracle Corporation and has previously worked at the law firms of Davis Polk & Wardwell and Wilson Sonsini Goodrich and Rosati. He is a graduate of NYU Law School.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Fulvio Italiani

Partner, *D'Empaire Reyna*



Fulvio Italiani is considered one of the leading M&A and corporate lawyers in Venezuela. He has participated in most of the significant acquisition, financing and oil and gas transactions taking place in Venezuela in the last years. Fulvio Italiani has been consistently ranked as a star individual for M&A/Corporate by *Chambers Latin America*.

Fulvio was honored with an award for “Outstanding Contribution to the Legal Profession” at the 2013 Chambers Latin America Awards for Excellence. According to Chambers & Partners, he was selected for the prestigious award in recognition of “his business skills and legal expertise which have been of great benefit to national and multinational companies investing in the challenging economic climate of Venezuela.”

He has also represented international and Venezuelan clients in arbitrations under several rules systems, including the ICC rules, and acted as the chairman of an arbitration panel in connection with a dispute involving a joint venture agreement between a Venezuelan company and a U.S. company.

Fulvio has been considered over the years one of the best corporate/M&A and finance lawyers in Venezuela by *Chambers Global*, *Chambers Latin America*, *The Legal 500* and *Latin Lawyer 250* and was included in the list of top Venezuelan lawyers under 40 by *Latin Lawyer (2003)*. He has also been ranked as a Venezuelan leading lawyer by *PLC Which Lawyer* and *IFLR 1000*.

Fulvio is a partner in D'Empaire Reyna Abogados. Before becoming a partner at D'Empaire, he worked as an associate at the New York office of Skadden, Arps, Slate, Meagher & Flom LLP from 1993 to 1996. He studied law at Universidad Católica Andrés Bello, Caracas (J.D. *summa cum laude*, 1990). He is fluent in Spanish, English and Italian.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Masakazu Iwakura

Partner, *TMI Associates*



Masakazu Iwakura has handled a variety of large-scale and unprecedented mergers and acquisitions, intellectual property, tax and insurance matters and litigations. He handled, among others, the integration of UFJ Bank Group and Mitsubishi Tokyo Financial Group (MUFG), the acquisition of AIG Edison Life and AIG Star Life by Prudential Financial, the acquisition of VeriSign's identity and authentication business by Symantec, the demutualization and GPO of the Daiichi Mutual Life Insurance Company, the business swap between Mitsubishi Chemical and DSM Engineering Plastics, the hostile takeover defense by Bull-Dog Source against a U.S. activist fund, the patent infringement litigation regarding Canon's ink cartridge, the litigation regarding the bank tax of the Tokyo and Osaka metropolitan governments against the largest banks in Japan, the patent litigation brought by Texas University against NTT regarding the lithium-ion secondary battery and Mitsubishi UFJ Securities (and MUFG) on its integration with Morgan Stanley Japan Securities.

He has lectured on corporate law, mergers and acquisitions law, intellectual property law and tax law at various law schools and universities for more than 25 years. He was a Visiting Professor of Law at Harvard Law School in the 2007-2008 and 2013-2014 academic years and a Lecturer at Kyoto University Law School from 2005 to 2007, and has been a Professor of Law at Hitotsubashi University, Graduate School of International Corporate Strategy since 2006. He has served as an independent director (board member) and an independent statutory auditor of



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

various companies listed on the Tokyo Stock Exchange, and is an independent statutory auditor of Imperial Hotel (listed on the Tokyo Stock Exchange).

He has authored various textbooks and articles, including *Casebook Mergers & Acquisitions*, together with Professor J. Mark Ramseyer of Harvard Law School in 2015, *Japan Chapter-International Mergers & Acquisitions Review 2016* published by Euromoney Trading in 2016, *Japan Chapter-The PLC, The Mergers and Acquisitions multi-jurisdictional guide 2016/17*, published in 2016, *The Leading Edge of M&A Legal Work*, published in 2010, “Intellectual Property Laws” published in 2010 and *Practical Consultation of the New Corporate Law*, published in 2016.

Mr. Iwakura obtained an LL.B. from the University of Tokyo in 1985 and an LL.M. from Harvard Law School in 1993, and is admitted to practice law in Japan and the State of New York. He worked at Nishimura & Asahi from 1987 to 2016 (Senior Partner & Executive Management Committee Member) and joined TMI Associates (Senior Partner) as of January 2017. Previously, he worked at Debevoise & Plimpton (New York) from 1993 to 1994 and Arnold & Porter (Washington, D.C) from 1994 to 1995.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Abhijit Joshi

Managing Partner, *Veritas Legal*



Abhijit Joshi, the Founding and Managing Partner of Veritas Legal, is a qualified Solicitor in India and England and one of India's leading Corporate and M&A lawyers, with more than 20 years experience. Having started his career in 1993 with Amarchand & Mangaldas & Suresh A. Shroff & Co., he then went on to practice with Dua Associates in Mumbai, before joining AZB & Partners as one of their first partners in 2001 and thereafter to become its CEO. He has been involved in several noteworthy transactions, advising both Indian and multinational companies.

Abhijit has been ranked more recently in Band 1 of the *Chambers & Partners Asia Pacific Guide 2016* for Corporate/M&A and the *India Business Law Journal* "A" list of top 100 lawyers in India in 2016.

Abhijit is a member of the Bar Council of Maharashtra & Goa, India, International Bar Association, Bombay Incorporated Law Society, Law Society (England & Wales), Entrepreneurs Organization, Young Presidents' Organization and is on the Advisory Board of the Oberoi International School.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **K.T. Jung**

Partner, *Kim & Chang*



K.T. Jung is a senior attorney at Kim & Chang who serves as the Chair of the firm's Mergers & Acquisitions Practice and Antitrust & Competition Practice.

Mr. Jung practices in a wide range of areas of corporate law, with a focus on mergers and acquisitions and antitrust/competition law. He has extensive experience in the corporate aspects of domestic and cross-border M&A transactions, including corporate restructurings, private equity transactions, and joint venture transactions. His expertise in antitrust/competition law spans over thirty-five years and involves many of the most prominent antitrust/competition law cases in Korea over those years. Because of his knowledge and experience in such cases, Mr. Jung is highly regarded by clients and peers and is regularly sought out by the Korean Fair Trade Commission to advise on policy matters. He also advises clients in IT, pharmaceutical, energy, and automobile industries.

He is also the recipient of numerous notable awards and citations for distinguished service to clients. He has consistently been named as a leading lawyer in antitrust/competition, M&A and corporate law by many highly respected professional publications, including Chambers and Partners, Euromoney, and Legal 500. Mr. Jung is the Co-Chair of the International Bar Association Korea Advisory Board and serves as the Chairman of the Antitrust Community of the Seoul Bar Association.

Mr. Jung received his LL.M. from Harvard Law School in 1986 and his LL.B. from College of Law, Seoul National University in 1974. He attended Judicial Research and Training Institute of the Supreme Court of Korea in 1977. He is admitted to the Korea bar.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## David Karp

Partner, *Wachtell, Lipton, Rosen & Katz*



David C. Karp is a corporate partner at Wachtell, Lipton, Rosen & Katz. His practice concentrates on mergers and acquisitions, corporate governance, shareholder activism defense and corporate and securities law matters.

Mr. Karp was named Dealmaker of the Year by the *American Lawyer* in 2006 for his work advising the New York Stock Exchange in its acquisition of Archipelago Holdings and the NYSE's subsequent initial public offering. In 2008, the *International Financial Law Review* recognized the cross-border merger of the NYSE Group and Euronext, in which Mr. Karp advised the NYSE Group, as the M&A Deal of the Year. Mr. Karp is regularly recognized by *Lawdragon*, *Superlawyers* and *Best Lawyers* as a leader in his field.

In the area of corporate governance, Mr. Karp served as counsel to the New York Stock Exchange Corporate Accountability and Listing Standards Committee, which drafted the NYSE Listed Company Manual's corporate governance listing standards.

Mr. Karp is an Adjunct Professor of Law at New York University School of Law, where he teaches mergers and acquisitions law. He also writes and speaks frequently on corporate governance and merger and acquisition topics.

Mr. Karp earned a J.D. with honors from the University of Chicago Law School in 1993, where he was a member of *The University of Chicago Law Review*, and an A.B. *magna cum laude* from Harvard in 1990. Following graduation from law school, he clerked for the Honorable J. Daniel Mahoney of the U.S. Court of Appeals for the Second Circuit.

Mr. Karp is a member of the American Bar Association, where he is a past vice-chair of the International Securities Transactions Committee in the Section of International Law and Practice. He is also a member of the New York State Bar Association and the Association of the



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

Bar of the City of New York. He is a trustee of the Scarsdale Foundation and a past chairman and member of the Scarsdale Village Planning Board.

Mr. Karp is a member of the Professional Advisory Board of the NYU Journal of Law & Business. He is also a member of the University of Chicago Law School Visiting Committee.

Mr. Karp lives in Scarsdale, New York with his wife and three children.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Michael Katz

Chairman, *ENSafrica*



Professor Michael Katz is chairman of ENSafrica. Michael specializes in corporate commercial law, including advising on M&A, competition law, tax, privatization and deregulation, project finance and nonrecourse financing, public private partnerships, empowerment ventures, and banking and financial markets.

Recognition of Michael's significant expertise and experience is reflected in his numerous professional and academic appointments and affiliations. Michael is often quoted in the media and is regularly invited to speak at international and domestic conferences and high-profile events. In addition, Michael has published numerous articles, chapters and papers on legal and fiscal topics.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Emily Keeton

Global Head of M&A, *WeWork*



Emily Keeton is the Global Head of Mergers & Acquisitions for WeWork, which provides companies of all sizes with the space, community and services they need to make a life, not just a living. Ms. Keeton is responsible for WeWork's corporate M&A initiatives, partnerships and international strategic development.

Previously, Ms. Keeton was Head of M&A for IAC. Prior to that, she was SVP of Corporate Development for Scripps Networks Interactive Inc.

Ms. Keeton started her career as an investment banker at Donaldson, Lufkin and Jenrette and Credit Suisse, where she worked with and advised media companies. She has an M.B.A. from Harvard Business School and a B.A. from Columbia University. She sits on the Board of Directors of ezCater, the only nationwide online marketplace for corporate catering. She is also a Senior Advisor to the Mercury Fund; co-founder of Station Houston, an incubator for software-enabled startups in Houston, Texas; and serves on the board of the Lilie Lab for Entrepreneurship at Rice University.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Andrew Kim

Senior Vice President, Corporate Development and General Counsel, *Netgear*



Andrew Kim serves as Netgear's Senior Vice President of Corporate Development, General Counsel and Company Secretary. Prior to joining Netgear, Mr. Kim served as Special Counsel in the Corporate and Securities Department of Wilson Sonsini Goodrich & Rosati, where he represented public and private technology companies in a wide range of matters, including mergers and acquisitions, debt and equity financing arrangements, securities law compliance and corporate governance.

In between two terms at Wilson Sonsini Goodrich & Rosati, he served as Partner in the Business and Finance Department of Schwartz Cooper Chartered in Chicago, Illinois, and was an Adjunct Professor of Entrepreneurship at the Illinois Institute of Technology. Mr. Kim began practicing law with the New York firms Thacher Proffitt & Wood and Morgan Lewis & Bockius, advising clients on all aspects of corporate and securities law. Mr. Kim holds a J.D. from Cornell Law School, and received a B.A. in history from Yale University.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Joon B. Kim

Partner, *Kim & Chang*



As a member of the firm's corporate group, Joon Kim extensively advises foreign corporations and large domestic conglomerates on a range of issues in connection with mergers and acquisitions, real estate transactions, fair trade law and cross-border corporate transactions.

Joon's primary areas of expertise include both inbound and outbound mergers and acquisitions of public and private companies as well as disputes and investigations relating to foreign direct investment and antitrust issues involving multinational corporations.

Joon has received his J.D. from Vanderbilt University Law School in 2002, M.B.A. from Seoul National University in 1999 and B.A. in economics from Seoul National University in 1993. Before joining the firm in 2006, Joon was associated with the New York and Hong Kong offices of Milbank, Tweed, Hadley & McCloy LLP.

Joon is fluent in English and Korean.



**Edward J. Lee**

Partner, *Wachtell, Lipton, Rosen & Katz*



Edward J. Lee is a partner at Wachtell, Lipton, Rosen & Katz. Ed's practice focuses on both friendly and hostile mergers and acquisitions, corporate governance and complex capital markets transactions. Ed has significant experience in both cross-border and domestic transactions, as well as spin-offs and carve-outs, joint ventures, LBOs, and initial public and other securities offerings. He also frequently advises companies and their boards of directors on takeover defense and shareholder activism situations. He has advised a broad range of public and private clients across many industries, including aerospace, technology and digital, pharmaceutical, automotive, telecom, industrial, media and advertising, energy, private equity, and financial institutions.

Significant transactions include, among others:

- **United Technologies** in its \$30.3 billion acquisition of Rockwell Collins
- **Harman International Industries** in its \$8.8 billion acquisition by Samsung Electronics Co., Ltd.
- **Regency Centers** in its \$15.6 billion merger with Equity One
- **FMC Corporation** in the acquisition of a significant portion of DuPont's crop protection business and simultaneous sale to DuPont of FMC's Health and Nutrition business
- **The Bank of N.T. Butterfield & Son** in its \$250 million initial public offering
- **Verizon Communications** in its \$4.83 billion acquisition of Yahoo!'s operating business
- **Riverstone** in its \$5.2 billion acquisition of Talen Energy
- **United Technologies** in its \$9 billion sale of **Sikorsky Aircraft** to Lockheed Martin
- **Samsung C&T** in connection with its announced merger with Cheil Industries



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

- **Warburg Pincus and The Carlyle Group** in their acquisition of DBRS Holdings Limited
- **Publicis Groupe S.A.** in its \$3.7 billion acquisition of Sapient Corporation
- **Tim Hortons Inc.** in its \$12.2 billion combination with Burger King Worldwide, Inc.
- **Walgreens** in its \$27 billion two-staged acquisition of Alliance Boots GmbH
- **Publicis Groupe S.A.** in its \$35.1 billion agreed combination with Omnicom
- **The Wertheimer family and IMC International Metalworking Companies B.V.** in Berkshire Hathaway's \$2.05 billion purchase from the Wertheimer family of the 20% stake in IMC it did not already own
- **Thermo Fisher Scientific** in its \$13.6 billion acquisition of Life Technologies Corporation
- **Walgreens** in establishing a long-term partnership with AmerisourceBergen, including a 10-year distribution agreement, a global joint procurement agreement, and the right of Walgreens to acquire an equity interest in AmerisourceBergen through open market purchases and warrants
- **Walgreens** in its acquisition of a 45% stake in Alliance Boots GmbH and option to acquire the remaining 55% of Alliance Boots, valued at \$27 billion
- **Pacific Capital Bancorp** in its \$1.5 billion acquisition by UnionBanCal Corporation/The Bank of Tokyo-Mitsubishi UFJ
- **United Technologies** in its \$18.4 billion acquisition of Goodrich Corporation
- **Goldman Sachs, Highstar Capital, The Carlyle Group and Riverstone Holdings** in connection with their investments in Kinder Morgan, Inc. and Kinder Morgan's \$3.2 billion initial public offering
- **Thermo Fisher Scientific** in its \$2.1 billion acquisition of Dionex
- **Novartis AG** in its acquisition of a majority stake in Alcon from Nestlé, and of Alcon's public minority shares, in a transaction valued at \$49.7 billion

Ed has also represented issuers in connection with many securities offerings and other capital raising transactions, totaling over \$30 billion.

Ed received a B.S. from Cornell University and a J.D. *cum laude* from Harvard Law School.

Ed is actively involved in city and national civic and professional organizations. He is a David Rockefeller Fellow, Class of 2017-2018, and a member of the Legal Advisory Group for the Partnership for New York City's Innovation Council. Ed is also currently a member of the Council of Korean Americans, Co-Chair of the Corporate Law Committee of the Asian American Bar Association of New York, and a member of the Board of Governors of the Korean American Lawyers Association of Greater New York.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Rocky Lee

Partner, *King & Wood Mallesons*



Rocky T. Lee represents investment banks, VC/PE/hedge funds in their investments in China and works with numerous Chinese funds, conglomerates to acquire businesses in the U.S. Mr. Lee has practiced in Beijing for almost two decades and he is highly regarded in China for his cross-border legal experience.

Rocky is widely recognized as one of the top legal advisors to funds and founders with numerous awards and accolades from the likes of Asia Law & Practice, Chambers Asia, China Business Law Journal, the Financial Times, and Legal 500.

Rocky serves as a bridge between U.S. and Chinese companies and he regularly spearheads M&A projects on behalf of Chinese acquirers in the United States.

Rocky has particular expertise in China's "restricted industries" which often involves the use of "VIE" structures, as well as complex regulations governing foreign investment to and from China. Amongst his many cross-border transactions Mr. Lee led Xiaomi's financing, breaking ground for billion-dollar tech deals in Asia and multi-billion dollar valuations. Didi (the Uber of China), Tujia (the AirBnB of China), Grab Taxi, Lufax and OFO (China's leading shared bike company) and Lime Bike (U.S.'s leading shared bike company) are some of the unicorn deals Mr. Lee managed for investors.

Prior to joining KWM, Mr. Lee was the Asia Managing Partner and Head of China Corporate Practice of Cadwalader, Wickersham & Taft LLP.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

Rocky graduated from the University of California Berkeley, with high honors and academic distinction, and received his law degree, from the University of California Los Angeles School of Law. Rocky is qualified in the State of California.

Prior to joining KWM, Rocky was the Asia Managing Partner and Head of China Corporate Practice of Cadwalader, Wickersham & Taft LLP.

Rocky graduated from the University of California Berkeley, with high honors and academic distinction and received his law degree from the University of California Los Angeles School of Law.

Rocky is qualified in the State of California and is fluent in Mandarin and English.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Adam Li

Partner, *JunHe LLP*



Adam Li is a partner at JunHe LLP, where he specializes in cross-border mergers and acquisitions of businesses in China, acquiring, financing and investing in U.S. businesses by Chinese investors. Mr. Li has advised both public and private companies, state-owned enterprises, financial institutions, funds and venture capitalists, governments and NGOs from around the world in M&A transactions, IPOs, bond offerings, other equity and debt financing, foreign direct investments, joint ventures, general corporate, commercial and compliance matters. Mr. Li regularly counsels several industry leaders in artificial intelligence, automobile, aviation, bioscience, consumer products, information technology, funds, manufacturing, medical devices, services, wholesale and retail industries.

Mr. Li received his LL.B. and LL.M. from Fudan University, and has J.D. and LL.M. degrees from Columbia Law School. He formerly served as the Vice-Chair of the American Bar Association's China Committee, and is a member and former director of the Shanghai Bar Association's Foreign Affairs Committee. A regular ranked lawyer by Chambers and other publications, Mr. Li has been honored by the Ministry of Justice of the PRC as one of China's Ten Best Lawyers.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Martin Lipton

Partner, Corporate, *Wachtell, Lipton, Rosen & Katz*



Martin Lipton, a founding partner of *Wachtell, Lipton, Rosen & Katz*, specializes in advising major corporations on mergers and acquisitions and matters affecting corporate policy and strategy. Lipton is a Trustee of New York University (Chairman 1998-2015), a Trustee of the New York University School of Law (Chairman 1988-1998), a Trustee of the NYU Langone Medical Center, an emeritus member of the Council of the American Law Institute, a member of the Board of Advisors of the Institute of Judicial Administration and an Honorary Chair of The American College of Governance Counsel. Lipton is a member of the Executive Committee of the Partnership for New York City and served as its Co-Chair (2004-2006).

Lipton has a B.S. in Economics from the Wharton School of the University of Pennsylvania and an LL.B. from the New York University School of Law. He is an Adjunct Professor of Law, New York University School of Law, a member of the American Academy of Arts & Sciences, a member of the International Advisory Council of Guanghua School of Management of Peking University, and a *Chevalier de la Légion d'Honneur*. Mr. Lipton is an Emeritus Chairman of Prep for Prep, having served as Chairman from 1990 to 2002.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Albert Liu

Executive Vice President, *Verifone*



Albert Liu joined Verifone (NYSE:PAY), a global provider of payment solutions, as executive vice president of Corporate Development and General Counsel in October 2008. Currently, Albert is responsible for overseeing corporate development, legal and management of Verifone's China business, working with its solutions organization to address emerging markets' product needs. He also serves as the company's corporate secretary and chief compliance officer.

Prior to joining Verifone, Albert led corporate development and legal for NETGEAR Inc. (NASDAQ: NTGR), Turnstone Systems, Inc. (NASDAQ:TSTN), and Yipes Enterprise Services. Albert began his legal career as a corporate associate at Sullivan & Cromwell. Before entering the legal field, he was a software engineer at Tandem Computers.

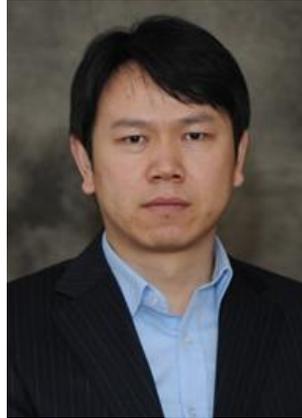
Albert holds dual degrees in computer science and political science from Stanford University and a J.D. (*magna cum laude*) from the University of California, Hastings College of the Law. He is a member of the State Bar of California.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Dean Qiao Liu

Dean and Professor of Finance, *Peking University Guanghua School of Management*



Qiao Liu currently serves as Professor of Finance and Dean of the Guanghua School of Management, Peking University. Before he joined Guanghua, Qiao Liu taught at the Faculty of Business and Economics, University of Hong Kong, and was a tenured professor at HKU. Qiao Liu also worked at McKinsey & Company's Asia-Pacific Corporate Finance and Strategy Practice from December 2001 to July 2003, where he advised various MNCs and leading Asian companies on issues related to corporate finance and strategy. Qiao Liu holds a Ph.D. in financial economics from UCLA (2000), an MA in international finance from the Graduate School of People's Bank of China (1993), and a BS in Economics and Mathematics from the Renmin University of China (1991).

Qiao Liu's primary academic research interests are in corporate finance, empirical asset pricing models, financial markets, and the Chinese economy. He has published dozens of articles in leading academic journals, including the *Journal of Financial Economics*, *Journal of Financial and Quantitative Analysis*, *Journal of Accounting Research*, *Management Science*, *Economic Journal*, *Journal of Corporate Finance*, *Journal of Accounting, Auditing and Finance*, *Financial Analysts Journal*, etc. He has co-edited two books on Asian finance: *Asia's Debt Capital Markets: Prospects and Strategies for Development* (Springer, 2006); and *Finance in Asia: A Critical Concept* (Routledge, 2013). His co-authored book with Paul Lejot and Douglas Arner, *Finance in Asia: Institutions, Regulation, and Policy* was published in March 2013 by Routledge. It is the first book in the world that systematically examines the loopholes of current Asian finance and makes an effort to characterize the second generation of Asian finance.

Qiao's new book *Corporate China 2.0: The Great Shakeup*, published by Palgrave Macmillan in early 2017, explores a puzzle challenging Chinese business people and policy makers — how come China has so many Fortune 500 companies but very few great companies? Qiao provides very detailed analysis of this puzzle and offers his two cents in this bestselling book.



## **Andrew Mac**

Partner, *Egorov Puginsky Afanasiev & Partners*



Andrew Mac heads Egorov Puginsky Afanasiev & Partners, based in Washington, D.C.. He specializes in cross-border transactions with the involvement of Russia, Ukraine and other CIS states. He is an expert in M&A, corporate and competition law, corporate compliance, FCPA/Bribery Act, capital markets and state regulations.

His experience in corporate compliance includes, but is not limited to:

- Conducting an internal investigation of employees of the Russian representative office of a U.S.-based medical and healthcare products manufacturer to ensure compliance with applicable legal requirements and ethical norms.
- Advising an international pharmaceutical company on its Ukrainian office's compliance to the FCPA legislation, including conducting an internal investigation.
- Directing a team performing FCPA due diligence on two Russian telecommunications companies in light of their subsequent acquisition by a Russian telecom major.
- Protecting interests of one of the world's largest nuclear companies in a case related to the alleged fraudulent interaction of its assignor with Ukrainian and European officials. Andrew directed an in-depth internal audit of the company's operations in Russia and Ukraine and subsequently assisted in implementing FCPA compliance policy for the company's Russian and Ukrainian staff.
- Representation of a leading international investor in Ukraine related to allegations of customs fraud.

In 2005-2011 Andrew was a Partner, Head of M&A Practice and later Managing Partner of the Kyiv office at Magisters, a pan-CIS law firm that merged with Egorov Puginsky Afanasiev & Partners. In this capacity he advised leading multinational and CIS-based companies on their



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

operations in Ukraine, Russia and other CIS states, including support for M&A deals, joint ventures, greenfield investments, restructurings, labor law issues, corporate compliance, and other matters.

At Magisters, he played a key role in advising: Altimo in the USD 23.8 billion merger of telecom assets in the CIS with Telenor; CEDC on various acquisitions in Russia; Sanyo Foods on acquisition in Russia and Ukraine; Stock Spirits Group on the planned acquisition of Nemiroff; Intesa Sanpaolo on its US\$750m acquisition of Pravex-Bank; Shell on its market entry and operations in Ukraine; Erste Bank in the acquisition of a controlling stake in Prestige Bank; EastOne Group in the acquisition of Ekonomika Publishing House; Goldman Sachs in its acquisition of a stake in Dragon Capital; Saint-Gobain on the development of a gypsum quarry and adjacent road construction in Ukraine; and PZU in a number of projects in Ukraine. For around two years, he had been the representative of Ukraine in ICC FraudNet, a global organization of lawyers combating fraud.

Before joining Magisters, Andrew worked at PwC in Ukraine, directing legal support for M&A transactions. Most notably, he advised on the acquisition of a leading Ukrainian cleaning products manufacturer by a multinational investor and supported a leading global steel company in its bid for Krivorizhstal and other acquisitions in Ukraine.

Prior to PwC, Andrew practiced law in the United States with a regional law firm based in Pittsburgh. He focused on mergers and acquisitions, securities, antitrust, banking and general corporate matters. His most notable projects include advising a US\$6 billion pharmaceutical company with respect to a US\$20 billion merger, and advising a US\$2.5 billion private equity fund on its bid in a bankruptcy sale of the assets of a leading American automotive supplier.

Andrew is recommended as an M&A and corporate law expert by authoritative guides, including *Chambers Global*, *Chambers Europe*, *IFLR1000*, *Legal Experts: EMEA*, *Best Lawyers*, *Who's Who Legal: CIS* and others. In 2010, he was also recognized as one of the most influential foreigners in Ukraine in the Kyiv Post's Most Successful Expats list.

A member of the American Bar Association, he earned his J.D. at The Vanderbilt University School of Law, Nashville, U.S. (2000), and his Bachelor of Arts degree in International Relations and Russian Studies at the Political Science Department of Lehigh University, Bethlehem, PA, U.S. (1997). Andrew is a member of the District of Columbia Bar.

He speaks English, Russian and Ukrainian.



## **Alain Maillot**

Founding Partner, *Darrois Villey Maillot Brochier*



Since finishing law school in Paris, Alain Maillot has been active in advising clients in international transactions, with the exception of a one-year study at the University of Chicago Law School.

As a merger and acquisitions lawyer, he has been involved in representing buyers or sellers of companies, and creating joint ventures between European and non-European entities. He has also represented investors acquiring companies in connection with privatizations. He regularly represents both industrial buyers and private equity investors.

He has recently been engaged in teaching cross-border mergers in Paris primarily and has also been an adjunct professor in New York and in Singapore.

### **Education**

- Doctorat Paris Law School
- Institut d'Administration des Entreprises – Paris
- Institut de Droit Comparé – Paris
- MCL Chicago Law School



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## **Patrik Marcelius**

Partner, *Mannheimer Swartling*



Patrik Marcelius specializes in securities law, and his principal areas of practice include public takeovers and mergers. His practice also includes equity offerings and IPOs. Patrik also advises listed companies on corporate governance and disclosure matters.

He is fluent in English and Swedish. He received his LL.M. degrees from Stockholm University in 1998 and from the University of Cambridge in 2000.

Some of his past experiences include working as an associate at Mannheimer Swartling and as a visiting lawyer at Slaughter and May.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Oene Marseille

Foreign Counsel, *Ali Budiardjo, Nugroho, Reksodiputro*



Oene J. Marseille graduated from the Faculty of Law, University of Amsterdam, the Netherlands, in 1995 and earned a Masters of Law at Duke University, School of Law, Durham, North Carolina. He worked for almost six years with NautaDutilh in their offices in Rotterdam and New York and their associated Jakarta office, and also with White & Case in their Jakarta and Singapore offices from August 2001 until April 2005. He is involved in the following practices: corporate, foreign investment, capital markets, corporate and financial restructurings, project finance, energy & resources, aircraft financing, leasing, and mergers & acquisitions.

He is ranked by *IFLR1000*, *Chambers Asia*, *The Asia Pacific Legal 500* and *Asialaw Profiles* in various practice areas.



## **Charles Martin**

Senior Partner, *Macfarlanes LLP*



Charles Martin joined Macfarlanes in 1983 and became Senior Partner in 2008. He works principally in M&A and private equity, acting for sponsors and corporates. Much of his work is cross-border in nature.

He is rated in the top tiers of the most highly recommended M&A and private equity lawyers in the U.K. by the leading directories, including Chambers.

Clients look to him particularly for strategic counsel and tactical input on a wide variety of legal matters, including M&A, litigation and family office issues. He writes regularly on M&A, Takeover Code and private equity related issues, as well as on law firm management matters.

Highlights include leading the team advising Verizon Communications Inc. on its acquisition of Vodafone's interest in Verizon Wireless for >30 billion. He has worked for many of the firm's major clients. He is a trustee of the Visitors' Art Foundation and Pallant House Gallery, and is actively involved in supporting a number of other charities.

He was named Management Partner of the Year 2017 at the Legal Business Awards.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Pavlos Masouros

Managing Partner, *Masouros & Partners* – Greece | Assistant Professor, *Leiden Law School*



Pavlos Masouros is the Managing Partner of *Masouros & Partners*, an Athens-based corporate/M&A boutique featured as the only Greek law firm with foreign expertise in the *Chambers Global 2017* guide. The firm has advised a number of international financial institutions and foreign corporations doing business in Greece and is very active in advising the buyer's side in Greek privatizations.

Pavlos is also Assistant Professor of Corporate Law at Leiden Law School in the Netherlands and the Co-Managing Director of the *Centre for European Company Law (CECL)*, the business law think tank of the Universities of Leiden, Utrecht, Maastricht (Netherlands) and Uppsala (Sweden), LUISS (Italy) and Allerhand Institute (Poland). He is the author of many law review articles, of the first complete practitioner's handbook for corporate litigation in Greece and of the highly cited book *Corporate Law and Economic Stagnation: How Shareholder Value and Short-termism Contribute to the Decline of the Western Economies*. He is regularly interviewed on current developments in Greece and beyond and his opinions have appeared in high-profile publications, such as the *The Washington Post*, *Reuters Opinion*, *Slate*, etc.

Apart from his academic appointment at Leiden, Pavlos is a visiting professor at LUISS Guido Carli in Rome, Italy and at the International Hellenic University in Thessaloniki, Greece. He is also a Fellow of the Hellenic Foundation for European & Foreign Policy, has been named a Fellow of the '40 under 40' European Young Leaders, has advised the ELI/UNIDROIT on the European Rules of Civil Procedure and the Serbian government with regard to the modernization of its AML laws.

Pavlos holds an LL.B. from the Athens Law School (1st in class), an LL.M. in Corporate Law and Governance from the Harvard Law School, where he studied as a Fulbright Scholar and was the recipient of the Victor Brudney Prize for Corporate Governance, and a Ph.D. in Corporate Law & Economics from Leiden University.



## **Peter Mendell**

Partner, *Davies Ward Phillips & Vineberg LLP*



For more than 40 years, Peter has been a trusted adviser to clients around the world — particularly in Europe, Asia and the Americas. He works on major transactions for large international public and private companies, operating in a wide variety of sectors.

As a result of his dynamism, responsiveness and good judgment, Peter has developed strong business relationships in China, India, Europe and Latin America. Having worked on transactions involving more than 90 countries, Peter is exceptionally skilled at dealing with people from diverse cultures. He chairs the firm's China practice.

From 1991 to 2000, Peter was Managing Partner in Montréal and Co-Managing Partner of the firm's international offices in Beijing, Hong Kong, New York, Paris and Singapore.

He is a board member of ConCuerda, a Canadian non-profit organization devoted to helping disadvantaged youth orchestras in developing countries.

### **Bar Admissions**

- Québec, 1969

### **Education**

- Faculté de droit, Université de Montréal, LL.B., 1969  
McGill University, B.A., 1965



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Angel L. Mendez

Chief Operating Officer, *HERE*



Angel Mendez is the Chief Operating Officer at *HERE*, the Open Location Platform company that enables people, enterprises and cities to harness the power of location. By making sense of the world through the lens of location, *HERE* empowers its customers to achieve better outcomes — from helping a city manage its infrastructure or an enterprise optimize its assets to delivering drivers to their destination safely. As COO, Angel is responsible for the strategic and operational execution of the company’s core business, with a particular emphasis on operational excellence, business process innovation and systems automation.

A recognized transformation leader, Angel brings over 30 years of management expertise with some of the world’s leading companies. Prior to *HERE*, he served as SVP-Cisco Transformation, leading the Accelerated Cisco Transformation Program, a multi-year effort that helped redirect Cisco’s business model and enabled significant increases in growth and shareholder value. Prior to this role, Mr. Mendez led Cisco’s Customer Value Chain Management organization, responsible for corporate quality, new product introduction, strategic sourcing, manufacturing, logistics, and customer service. Prior to Cisco, he served as SVP of Global Operations for Palm, where he led the company’s operational turnaround. Mr. Mendez began his career at GE, graduating from the Manufacturing Management Program and serving 11 years in increasingly responsible assignments. Following GE, he served in senior executive roles at AlliedSignal, Citigroup, and Gateway, Inc.

Mr. Mendez serves on the BOD of Kinaxis (TXS: KXS), and is an Officer of the Board of Directors of the Association of Governing Boards of Universities and Colleges (“AGB”), as well as the Lafayette College Board of Trustees, where he chairs the Committee on Trustees and Governance. A native of Cuba, Mr. Mendez holds a BS degree in Electrical Engineering from Lafayette College and an M.B.A. from the Crummer School at Rollins College.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Antonio Meyer**

Founding Partner, *Machado, Meyer, Sendacz e Opice*



Antonio Meyer is the founding partner of Machado Meyer and is extremely prominent in the Brazilian legal scene, having provided legal assistance to countless clients and high complexity infrastructure projects. He began his professional career as a specialist in corporate and tax matters, and later moved to the project finance and infrastructure practice. He has assisted clients in relation to concessions, private-public partnerships, privatizations and M&A in the regulated sector, and has also worked in arbitration proceedings.

Mr. Meyer received his LL.B. from Universidade de São Paulo.



NYU STERN  
NEW YORK UNIVERSITY · LEONARD N. STERN SCHOOL OF BUSINESS



光华管理学院  
PEKING UNIVERSITY  
Guanghua School of Management



UNIVERSITY OF  
CAMBRIDGE  
Judge Business School

INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Jung Min

Managing Director, Technology, Media and Telecom (TMT) Group, *Goldman Sachs*



Jung Min is a managing director in the Technology, Media and Telecom (TMT) Group, where he focuses on mergers and acquisitions. He joined Goldman Sachs in 2005 and was named managing director in 2013 and partner in 2016. Prior to joining the firm, Jung worked at Financial Engines as a product manager and at Monitor Group (now Monitor Deloitte) as a management consultant. Jung earned a B.A., with honors, from Stanford University and an M.B.A. from the MIT Sloan School of Management.



**NYU STERN**  
NEW YORK UNIVERSITY · LEONARD N. STERN SCHOOL OF BUSINESS

 **PEKING UNIVERSITY**  
1898  
**光华管理学院**  
PEKING UNIVERSITY  
Guanghua School of Management

 **UNIVERSITY OF CAMBRIDGE**  
Judge Business School

INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Zia Mody

Founding Partner, *AZB & Partners*



Zia Mody is the Founder and Senior Partner of AZB & Partners and one of India's foremost corporate attorneys. She received her law degree from the University of Cambridge in 1978 and was enrolled as an Advocate with the Bar Council of Maharashtra & Goa in 1978. She did her LL.M. at Harvard Law School and was then admitted as a member of the New York State Bar by examination in 1980. Zia worked as a corporate associate at Baker & McKenzie, New York, for five years before moving to India to set up practice, establishing the Chambers of Zia Mody in 1984, which then became AZB & Partners in 2004. The firm has offices in Mumbai, Delhi, Bangalore and Pune with an integrated team of approximately 300 legal professionals.

Listed by *Forbes Asia* as one of "Asia's 50 Power Businesswomen" (2015) and by *Forbes India* (2014) as one of "India's 10 Most Powerful Women," it has been said that few of Zia's peers can match her skills or take her on when it comes to mergers and acquisitions, joint ventures, company restructuring, foreign inward investment related practice and corporate law.

Zia has also been awarded the Leading Individual award for Banking, Finance & Capital Markets, Corporate and M&A and Investment Funds in *The Legal 500 Asia-Pacific* 2013, 2014 and 2015, Star Individual for Corporate/M&A; and Band 1 lawyer for Banking & Finance and Private Equity by *Chambers Global* 2012, 2013, 2014 & 2015 and Leading Lawyer for Mergers and Acquisitions by *IFLR1000 Financial & Corporate Guide* 2015 and has been recommended by *International Who's Who of Merger & Acquisitions* from 2008 to 2015, Private Funds Lawyers from 2008 to 2015, Commercial Arbitration from 2012 to 2015, Corporate Governance Lawyers from 2012 to 2015, Franchise (2015), Business Lawyers (2013) and Professionals for Outstanding Business Professional in India (2014).

Zia's abilities are recognized globally, as is reflected in her appointment as a non-executive director of the HSBC Asia Pacific Board, a member of the World Bank Administrative Tribunal, Washington D.C. (2008-2013), and a Vice President and Member of the London Court of International Arbitration (2010-2013). Zia serves on various advisory committees of the Confederation of Indian Industry, including its National Council and its committees on Corporate Governance, Financial Services, Capital Markets, Legal Services and Retail. Zia was a member of the Godrej Committee on Corporate Governance recently constituted by the Ministry of Corporate Affairs. She was nominated to be part of the "Committee on Rationalisation of Investment Routes and Monitoring of Foreign Portfolio Investments" formed by the Securities and Exchange Board of India under the chairmanship of Shri K.M. Chandrashekar. She was appointed by the Reserve Bank of India as a member of the Committee on Comprehensive Financial Services for Small Businesses and Low-Income Households, which was chaired by Dr. Nachiket Mor.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Hamid Moghadam

Chairman and Chief Executive Officer, *ProLogis*



Hamid Moghadam is chairman and CEO of Prologis. In 1983, Mr. Moghadam co-founded the company's predecessor, AMB Property Corporation, and led it through its initial public offering in 1997, as well as its merger with legacy ProLogis in 2011. He has been a board member since the company's inception and serves on the board's executive committee.

Mr. Moghadam has served as a trustee of Stanford University. He remains active with Stanford, currently serving on the board of the Stanford Management Company, where he was formerly chair. He also serves on Stanford's FSI Council (Freeman Spogli Institute for International Studies) and the Advisory Council of the Stanford Graduate School of Business. Previously, he served as a trustee and as a member on the board's executive committee for the Urban Land Institute, chairman of NAREIT and REITPAC, and as a member of several other philanthropic, community and corporate boards.

Mr. Moghadam received the 2013 Ernst & Young National Entrepreneur of the Year Overall Award and is a recipient of the Ellis Island Medal of Honor. He has been named CEO of the Year and received multiple lifetime achievement awards from leading publications and industry organizations.

Mr. Moghadam received an M.B.A. from the Stanford Graduate School of Business and a Bachelor and Master of Science in engineering from Massachusetts Institute of Technology.



## **Chico Müssnich**

Partner, *Barbosa, Müssnich & Aragão*



Chico Müssnich has unparalleled experience in a wide range of corporate matters and in highly complex M&A transactions. He acts in both national and international arbitrations, and provides strategic advice in hostile takeovers and corporate disputes. He has represented clients, all leaders in their sectors, in historic transactions in Brazil over the last two decades. In 2014, he was named one of the 15 most powerful lawyers in Brazil.

Mr. Müssnich lectures in Corporate Law at the law school of the Pontifícia Universidade Católica do Rio de Janeiro and at the law school of the Fundação Getúlio Vargas (FGV). He is on the faculty in the International M&A course at Vanderbilt Law School and is a member of the Editorial Board of *The M&A Lawyer*. He holds an LL.M. from Harvard Law School and an LL.B. from Pontifícia Universidade Católica do Rio de Janeiro.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Raaj S. Narayan**

*Associate, Wachtell, Lipton, Rosen & Katz*



Raaj S. Narayan joined Wachtell, Lipton, Rosen & Katz's Corporate Department as an associate in 2010. He focuses on mergers and acquisitions, corporate governance and securities law matters, including public and private company and domestic and cross-border transactions.

Mr. Narayan received a B.A. *cum laude* from Yale University in 2004 and completed a J.D. from Stanford Law School in 2010, where he was a member of the *Stanford Law Review* and senior editor of the *Stanford Law & Policy Review*. Mr. Narayan is a member of the New York State Bar Association and he is admitted to practice in California.



## Ophir Nave

Partner, *Tadmor & Co. Yuval Levy & Co*



Dr. Ophir Nave is the Co-Head of the firm's Cross-Border and Domestic M&A practice group.

Ophir is consistently recognized as one of the top M&A lawyers in Israel by the leading international ranking agencies. For example, Ophir was described as “hugely respected” in the Israeli market (*Legal500*, 2014), “a real dealmaker; an excellent negotiator” (*Legal500*, 2015), one of the most recommended corporate and M&A lawyers in Israel (*PLC Which Lawyer*) and one of Israel's leading M&A lawyers (*Who's Who Legal*).

Ophir and his practice group are regularly involved in the largest M&A transactions in the Israeli market. In recent years, Ophir has represented, for example:

- Rafael Defense Systems in its acquisition of fifty percent of a leading Israeli vision technology company, VisionMap.
- Gililot Capital, the major shareholder of Israeli-based security solutions provider Aorato, in its acquisition by Microsoft.
- Rafael Defense Systems, in its acquisition of fifty percent of a leading Israeli sonar technology company, DSIT.
- Adicet Bio, a U.S. biotech company, in its stock-for-stock transaction with AIT, an Israeli leading biotech company in the field of cancer research.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

- The Kearfott Corporation, a leading U.S. inertial system company, in its acquisition, together with a leading Israeli defense company, of Al Cielo, an Israeli company specializing in navigation and control inertial sensors.
- PMC Sierra in its acquisition of the Israeli company Wintegra, constituting the largest sale of an Israeli hi-tech company during such year.

Ophir also worked for many years as an M&A attorney with the leading M&A law firm Wachtell, Lipton, Rosen & Katz in New York. During this time, Ophir represented, among many others:

- Phillip Morris International in its acquisition of Cigatam (Carlos Slim's tobacco company in Mexico) for an enterprise value of approximately U.S.\$4 billion.
- Bausch & Lomb in its sale transaction to the PE firm Warburg Pincus for approximately U.S.\$4.5 billion.
- Danaher Corp. in its acquisition of Sybron Dental Specialties Inc. for approximately U.S.\$2 billion.
- The controlling shareholder of GVT in its sale transaction to Vivendi SA for an enterprise value of approximately U.S.\$4.2 billion.
- Cardinal Health Inc. in its spin-off transaction of CareFusion Corporation (currently traded for approximately U.S.\$12 billion).

Ophir is a graduate of Harvard Law School (Doctor of Juridical Science), Tel Aviv University (LL.B., First in Class) and the Technion (B.Sc. in Computer Engineering, First in Class).

Ophir clerked for Justice Theodor Or of the Israeli Supreme Court, and was a recipient of various prizes and scholarships, including the Wolf Foundation Prize, the John M. Olin Fellowship, the E. David Fischman Scholarship, the Tel Aviv University Academic Excellence Scholarship and the Technion Presidential Prize.

Earlier in his career, Ophir was an M&A partner at the Israeli law firm Herzog, Fox & Neeman. Ophir is admitted to practice law in Israel and New York.

## Education

- S.J.D., Harvard Law School;
- LL.B., First in Class, Tel Aviv University;
- B.Sc. in Computer Engineering, First in Class, Technion - Israel Institute of Technology



## Wai King Ng

Managing Partner, *WongPartnership LLP*



Wai King Ng is the Managing Partner of WongPartnership, and remains active advising clients on M&A and private equity transactions. Wai King spent the better part of September and October 2010 advising Singapore billionaire Peter Lim on his bid to acquire the Liverpool Football Club. A long suffering supporter, he was much disappointed when Liverpool was eventually sold to yet another group of American owners.

Working on the two largest M&A transactions in Singapore's corporate history, Wai King headed the team in advising:

- TCC Assets and Thai Beverage Public Company Limited (a company listed on the Singapore Exchange) on a successful takeover offer for Fraser & Neave, Limited (F&N), fending off a competing offer by another party. The offer valued F&N at approximately S\$13.8 billion and the transaction was awarded "M&A Deal of the Year" for both South East Asia and Singapore, as well as "SE Asia Deal of the Year" at the ALB SE Asia Law Awards 2014 and "Best M&A Deal" at the IFLR Asia Awards 2014.
- (more recently in July 2017) the Nesta consortium as offeror in the proposed scheme of arrangement to acquire Global Logistics Properties Ltd (GLP), a transaction which values GLP at S\$16 billion. This is the largest announced public M&A transaction in Singapore and largest private equity-led transaction in Asia.

Other transactions of significance that he has been involved in include representing Blackstone in the acquisition of Croesus Retail Trust (the first scheme of arrangement of a business trust in Singapore); CWT and its major selling shareholders in the general offer by



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

HNA Group for all the shares in CWT; Temasek in the sale to SingTel of S\$2.47 billion worth of shares in InTouch (a Thai telco) and Bharti (an Indian telco); SMRT Corporation in the privatization by Temasek Holdings via a scheme of arrangement; the transition of SMRT Trains to a new license to be granted by the Land Transport Authority of Singapore (“LTA”) to operate the North-South, East-West line and Circle line mass rapid transit systems and the Bukit Panjang light rail transit system under the new rail financing framework, and the transfer of ownership of the rail operating assets, including trains and signalling systems to the LTA; Tata Communications as Singapore counsel in the sale of a 74% stake in its data center business in India and Singapore to ST Telemedia Global Data Centres; JTC Corporation, a Singapore government statutory body, in the merger with Temasek Holdings Limited of four of their operating subsidiaries; and Temasek Holdings (Private) Limited in partnership with the Singapore Tourism Board in a proposed project to rejuvenate Mandai, a development which consists of the Singapore Zoo, Night Safari and River Safari.

Wai King has an active private equity practice. He led the team in Kohlberg Kravis Roberts & Co. L.P. (“KKR”)’s acquisition of Goodpack Limited, and worked on KKR’s previous buyout of SGX companies, including MMI Holdings Limited and Unisteel Technology Ltd. Wai King also acted for Colony Capital in the acquisition of the “Raffles” and “Swissotel” hotel business from Raffles Holdings Limited.

His experience extends to cross-border transactions where he has advised parties involved in the acquisition of assets/shares in jurisdictions outside Singapore. For instance, Wai King was involved in advising DBS Group Holdings Ltd. in its bid to acquire PT Bank Danamon Indonesia Tbk, Navis Capital’s disposal of King’s Safetywear to Honeywell International, and the sale of Invida Group to A. Menarini S.r.l. Wai King also advised on Kookmin Bank’s sale of its stake in Bank Internasional Indonesia to Maybank.

Wai King graduated from the National University of Singapore, where he was awarded the AV Winslow Prize, and obtained an LL.M. from Columbia University School of Law, where he graduated as a Harlan Fiske Stone Scholar. Wai King is a member of the Board of Trustees at the National University of Singapore. Wai King emerged as one of the 10 winners of the *Financial Times*: Asia-Pacific Innovative Lawyers Outstanding Individuals Awards 2016, and was named winner of the International Law Office (ILO) Client Choice Awards 2015 for the M&A category in Singapore.



**NYU STERN**  
NEW YORK UNIVERSITY · LEONARD N. STERN SCHOOL OF BUSINESS



**光华管理学院**  
**PEKING UNIVERSITY**  
Guanghua School of Management

 **UNIVERSITY OF CAMBRIDGE**  
Judge Business School

INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Sabastian V. Niles**

Partner, *Wachtell, Lipton, Rosen & Katz*



Sabastian V. Niles is a Partner at Wachtell, Lipton, Rosen & Katz, where he focuses on rapid response shareholder activism and preparedness, takeover defense and corporate governance; risk oversight, including as to cybersecurity and crisis situations; U.S. and cross-border mergers, acquisitions, buyouts, investments, divestitures, and strategic partnerships; and other corporate and securities law matters and special situations.

Sabastian advises worldwide and across industries, including technology, financial institutions, media, energy and natural resources, healthcare and pharmaceuticals, construction and manufacturing, real estate/REITs and consumer goods and retail.

He has counseled boards of directors and management teams on self-assessments, engagement with institutional investors and proxy advisory firms and navigating activist situations involving Barry Rosenstein/JANA Partners, Bill Ackman/Pershing Square, Carl Icahn, Daniel Loeb/Third Point, David Einhorn/Greenlight Capital, Glenn Welling/Engaged Capital, Jeff Smith/Starboard Value, Jeffrey Ubben/ValueAct, Jonathan Litt/Land & Buildings, Keith Meister/Corvex, Mick McGuire/Marcato, Nelson Peltz/Trian, Scott Ferguson/Sachem Head, Paul Singer/Elliott Management, Relational Investors and Tom Sandell/Sandell Asset Management, among many others.

In addition to serving as Consulting Editor for the New York Stock Exchange's Corporate Governance Guide, Sabastian writes frequently on corporate law matters and has been a featured speaker at corporate strategy and investor forums. His speaking engagements have addressed topics such as Shareholder Activism; The New Paradigm of Corporate Governance; Hostile Takeovers; Strategic Transactions and Governance; M&A Trends; Board-Shareholder Engagement; Confidentiality Agreements in M&A Transactions; Negotiating Strategic Alliances with U.S. Companies; Current Issues in Technology M&A; Corporate Governance: Ethics, Transparency and Accountability; and Developments in Cross-Border Deals.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

Sabastian received his juris doctorate from Harvard Law School, where he co-founded the Harvard Association of Law and Business (and continues to serve on the Advisory Board) and won the U.S. National ABA Negotiation Championship representing the Harvard Program on Negotiation. He received B.S., B.A., and B.S. degrees in Finance, Economics and Decision & Information Sciences, respectively, from the University of Maryland, where he won two National Championships and four Regional Championships in intercollegiate mock trial.



## **Raquel Novais**

Partner, *Machado, Meyer, Sendacz e Opice*



A Partner since 1990, Raquel Novais is former coordinator of the tax practice and managing partner of the firm. Her practice is currently divided between structuring tax consultancy and high complexity technical tax conflicts settlement. Her practice also includes the taxation of regulated areas of knowledge, such as natural resources and energy.

### **Associations**

Raquel is a member of the Brazilian Bar Association (OAB), the American Bar Association (ABA), the São Paulo Lawyers' Association (AASP) and former vice-president and member of the Tax Committee of the International Bar Association (IBA).

### **Recent Acknowledgments**

Ranked by *Chambers Latin America* 2017 and *Chambers Global*, 2016 edition, in Tax. Classified as a leading lawyer by *Legal 500*, 2017 edition, in Tax.

Classified among the most admired attorneys by *Análise Advocacia*, 2016 edition, in the Tax practice and in Pharmaceutical, Food, Beverages and Tobacco, Pulp and Paper and Packing sectors.

Recognized by *Who's Who Legal*, 2016 edition, in Tax. Recommended by *Latin Lawyer 250*, 2016 edition.

Highlighted as one of the best professionals of her practice by *Women in Business Law*.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Education**

Faculdade de Direito de Franca, Brazil (Bachelor of Laws, 1987). Pontifícia Universidade Católica of São Paulo, Brazil (Master's degree in Tax Law, 1992).

## **Other Qualifications**

Council member of the Brazilian Association of Financial Law (ABDF) — International Fiscal Association Representative in Brazil. Co-president of the Audit Committee of the Brazilian Institute for the Energy Law (IBDE). Council member of W.I.L.L. (Women in Leadership in Latin America). Member of the Deliberative Council of the São Paulo Museum of Art (MASP) and board member of the Brazilian Sculpture Museum (MUBE).



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Andrew J. Nussbaum

Partner, *Wachtell, Lipton, Rosen & Katz*



Andrew J. Nussbaum is a member of the Wachtell, Lipton, Rosen & Katz Corporate Department, joining the firm in 1993 and becoming partner in 1999. His practice involves a wide range of merger and acquisition-related matters, including cross-border transactions, spin-offs, divestitures, carve-out IPOs, private equity transactions and joint ventures. Mr. Nussbaum also handles related work in public offerings, financings, corporate governance and takeovers, and has completed a number of multibillion dollar, cross-border transactions involving mergers between U.S. and European companies, acquisitions in Latin America, investments in China, a public company transaction in Russia and a major transaction involving one of Australia's largest listed companies. While involved with a wide range of industries, he has extensive experience with international companies and in the media and entertainment areas.

Mr. Nussbaum graduated *summa cum laude* from Amherst College (1985) and has a master's degree from Oxford University, where he was a Rhodes Scholar. He attended the University of Chicago Law School, where he received his J.D. with high honors (1991), was a member of Order of the Coif and served as editor-in-chief of *The University of Chicago Law Review*. Prior to joining the firm, Mr. Nussbaum served as a law clerk to the Honorable Ruth Bader Ginsburg, then of the U.S. Court of Appeals for the District of Columbia Circuit, and thereafter to Justice Antonin Scalia, United States Supreme Court.

Mr. Nussbaum speaks Russian and Spanish, and he is a member of the New York State and American Bar Associations. Mr. Nussbaum is active in various nonprofit organizations, including as Chairman of the Board of Asphalt Green, a New York City sports and fitness organization promoting wellness, water safety and health for New Yorkers of all ages. Mr. Nussbaum is also a member of the Board of Trustees of Amherst College and is on the Board of Governors of the Folger Shakespeare Library.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Scott Offer

Executive Vice President and General Counsel, *Flex*



Scott Offer is Executive Vice President & General Counsel at Flex (NASDAQ:FLEX). Flex is the *Sketch-to-Scale*<sup>™</sup> solutions provider that designs and builds intelligent products for a connected world. With approximately 200,000 professionals across 30 countries, Flex provides innovative design, engineering, manufacturing, real-time supply chain insight and logistics services to companies of all sizes in various industries and end-markets.

Mr. Offer joined Flex from Lenovo, where he served as Senior Vice President and General Counsel, responsible for the company's overall legal strategy, leading a team of legal professionals across 15 countries, negotiating all strategic deals, managing the global intellectual property and litigation portfolios, and maintaining legal compliance.

Prior to Lenovo, Mr. Offer served as Senior Vice President and Chief Counsel for Motorola Mobility, a Google company, and before that, Motorola, where he spearheaded numerous strategic global initiatives, including taking Motorola Mobility public in 2011. Mr. Offer is well known for leading legal efforts around mergers and acquisitions — including the acquisitions of Motorola Mobility by Google and Lenovo — and driving strategy around a wide range of intellectual property and regulatory issues worldwide. Prior to joining Motorola, he worked for the law firm Boodle Hatfield and Royal Dutch Shell plc.

Mr. Offer holds a law degree from the London School of Economics and Political Science and is qualified as a lawyer in both the United Kingdom and the United States.



**NYU STERN**  
NEW YORK UNIVERSITY · LEONARD N. STERN SCHOOL OF BUSINESS



**光华管理学院**  
**PEKING UNIVERSITY**  
Guanghua School of Management



**UNIVERSITY OF  
CAMBRIDGE**  
Judge Business School

INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Brian O' Gorman**

Managing Partner, *Arthur Cox*



Brian O'Gorman is the Managing Partner at Arthur Cox. He specializes in corporate finance with a particular emphasis on mergers and acquisitions, public takeovers, equity capital markets and private equity. He has advised on many of the largest and most high profile Irish M&A transactions over the past 15 years and continues to advise many of the major corporate clients of the firm.

Prior to joining Arthur Cox, Brian spent a number of years in London and Hong Kong with a leading London law firm and a leading investment bank. He completed his LL.B at Trinity College, Dublin in 1990.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Robin Panovka

Partner, *Wachtell, Lipton, Rosen & Katz*



Robin Panovka co-heads Wachtell Lipton’s Real Estate and REIT M&A Groups. He focuses principally on M&A and strategic transactions across the real estate, REIT, hospitality, gaming and retail sectors, and also advises on general cross-border M&A and large-scale projects such as the redevelopment of the World Trade Center in Manhattan.

Robin has been named one of the *Lawdragon 500* Leading Lawyers in the U.S., and is consistently ranked as one of the leading REIT and real estate M&A lawyers by *Chambers*, *Legal 500*, *Who’s Who Legal* and similar publications. He has been featured in a number of publications for his leadership in real estate and M&A, including as an *American Lawyer* “Dealmaker,” and is a recipient of NYU’s 2015 Urban Leadership Award.

He is the co-author of “REITs: Mergers and Acquisitions,” a leading treatise published by *Law Journal Press*, and has authored many articles and papers on related subjects. He is co-chair of the NYU REIT Center and has served as an adjunct professor at Columbia Business and Law Schools and in NYU’s Masters in Real Estate Program. He is a founding director of the International Institute for the Study of Cross-Border M&A (XBMA), a joint venture among Peking University, Cambridge and NYU. He speaks frequently on topics in his fields, including chairing annual conferences for the NYU REIT Center, Practising Law Institute and XBMA. He is also active on a number of educational and non-profit boards, including the boards of Duke Law School, Harlem Educational Activities Fund (HEAF), and NYU’s Real Estate Institute; is a fellow of the American Bar Foundation and the American College of Real Estate Lawyers; and serves on the Cornell University Council.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

Robin was heavily involved in the redevelopment of the World Trade Center for more than a decade following its destruction on September 11, 2001, including negotiating the master plan for the redevelopment, and the related so-called “footprint swap,” chronicled in the *Cornell Real Estate Review*, *American Lawyer Magazine* and other publications.

He holds degrees from Cornell University and Duke Law School. He grew up in South Africa and Israel and currently lives in Manhattan with his family.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **José Antonio Payet Puccio**

Partner, *Payet, Rey, Cauvi, Perez Abogados*



José Payet is founding partner at Payet, Rey, Cauvi, Perez Abogados since 1996, specializing in General Commercial Law, M&A and Financial Transactions.

José has extensive experience and a proven track record in the sector. He has participated in several of the most important corporate finance transactions in Peru, including acquisitions and divestitures of publicly and privately held companies, securities offerings, securitizations, traditional banking and project finance lending, among others.

He received his Master of Laws from Harvard University in 1991 and a License in Law from the Pontificia Universidad Católica del Perú in 1989. He is a member of the International Bar Association.

José has been a professor of law in his areas of expertise at the Law School of Pontificia Universidad Católica del Perú and other Peruvian universities and has published articles on securities law, corporate law and private pension funds in specialized journals and collective works.



**NYU STERN**  
NEW YORK UNIVERSITY · LEONARD N. STERN SCHOOL OF BUSINESS



**光华管理学院**  
**PEKING UNIVERSITY**  
Guanghua School of Management



**UNIVERSITY OF  
CAMBRIDGE**  
Judge Business School

INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Tim Payne**

Senior Partner and Head of Asia, Hong Kong, *Brunswick Group LLP*



Tim Payne has been with Brunswick for more than 20 years – based in London, then New York, before moving to Hong Kong in 2004 where he leads the firm’s business in Asia. Tim’s advisory work focuses on reputation management and has a critical-issues focus, including crisis response and transaction communications.

Tim has worked on many of Asia’s most significant transactions and corporate situations. Projects this year include the Hillhouse-led consortium privatization of Belle International and the attempted acquisition of YingDe Gases by Air Products, the ongoing consortium bid for GLP, and also the ongoing COSCO bid for OOCL. Past projects include Alibaba’s IPO; CITIC Limited’s injection into CITIC Pacific; the Hong Kong Stock Exchange’s acquisition of the London Metals Exchange; Charoen Pokphand Group’s governance and crisis response work and also its acquisition of HSBC’s stake in Ping An Insurance; GOME’s proxy fight; Yum Brand’s spin-out of its Yum China business; ICBC’s privatization of ICBC (Asia); CNOOC’s attempted acquisition of Unocal; and Fonterra’s corporate communications during the melamine in milk crisis in China. Clients include CP Group, Sinopec, State Grid, CITIC, TPG, Yum China, Pacific Century Group and Bank of East Asia.

Tim is a director of The Women’s Foundation in Hong Kong and Chairs the steering committee of the 30% Club, committed to improving gender balance on public company boards of directors. Before joining Brunswick, Tim was a political campaign director in the U.K.



**NYU STERN**  
NEW YORK UNIVERSITY · LEONARD N. STERN SCHOOL OF BUSINESS



**光华管理学院**  
**PEKING UNIVERSITY**  
Guanghua School of Management



**UNIVERSITY OF  
CAMBRIDGE**  
Judge Business School

INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Pek Siok Lan**

Senior Managing Director, General Counsel, *Temasek International*



Ms. Pek Siok Lan is Senior Managing Director, General Counsel at Temasek International. She joined Temasek in 2012 and has responsibility for legal, regulatory and compliance affairs. Prior to joining Temasek, Ms. Pek was Executive Vice President and General Counsel at ST Telemedia. She has over 25 years of experience in the legal services sector with particular emphasis on cross-border M&A transactions. Ms. Pek holds a LL.B. (Honours) from the National University of Singapore.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Juan Martín Perrotto

Partner, *Uría Menéndez*



Juan Martín Perrotto is a partner based in the Madrid office of *Uría Menéndez*. He heads the firm's Asian practice and is also part of the Latin American practice group. He has spent his career in almost equal parts between Argentina, Spain and China. His practice focuses on M&A and infrastructure projects.

Professional highlights of his infrastructure practice include advising on the statutory and contractual framework for PFI/PPP projects in Argentina and Mexico; the financing of correctional and court facilities, energy and water projects, road, rail and port projects (in China, Argentina and Spain); and his contribution as a member of the group of experts which advises the United Nations on good governance in PFI/PPP projects. In the context of M&A, Juan Martín advises on joint ventures, tender offers, transnational mergers, private equity transactions and acquisitions, with a particular focus on cross-border investments involving China, Europe and Latin America. Juan Martín is listed by a number of international directories as a leading lawyer in both M&A and finance (*Chambers*, *IFLR1000*, *Legal 500*, *Euromoney's Expert Guide to Leading Legal Practitioners*, *Who's Who Legal*, etc.).

Juan Martín also serves as an arbitrator at CIETAC (China International Economic and Trade Arbitration Commission), the main permanent arbitration institution in China, SIAC (Shenzen International Arbitration Center), KLRCA (Kuala Lumpur Regional Centre for Arbitration) and CAM (Madrid Arbitration Court). He has lectured at major universities in Latin America (Universidad Católica Argentina, Buenos Aires), Europe (Instituto de Empresa, Madrid) and China (China EU School of Law, Beijing). He is a regular speaker at seminars and conferences related to his areas of expertise and has authored or co-authored over 20 contributions to a number of law reviews and a book on public infrastructures (2010).



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

### **Education:**

- Law Degree, Universidad Católica, Buenos Aires, 1994
- LL.M. in International Financial Law with Concentration in Securities, Boston University, Morin Center for International Banking and Financial Law Studies, Boston, 2000
- Law Degree, Universidad de Oviedo, 2003

### **Membership of Professional Associations:**

- Madrid Bar Association
- Buenos Aires Bar Association
- Member of the Team of Specialists on PPP/PFI of the United Nations Economic Commission for Europe (UNECE)



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Philip Podzebenko

Partner, *Herbert Smith Freehills*



Philip Podzebenko has advised leading investment banks, private equity funds, mining companies, utilities, health industry companies, telecommunications and media companies, state-owned enterprises and other Australian and international companies.

Philip holds a Masters degree in law and a Bachelor of Science with first class honours from the University of Sydney. He is admitted as a solicitor in New South Wales.

He is a member of the Legal Roundtable for the International Institute for the Study of Cross-Border Investment and M&A sponsored by NYU Stern, Guanghua School of Management and the University of Cambridge.

He authored the Lexis Nexis *Butterworths Guide to Foreign Investment Regulation in Australia* from 2010 to 2012

### Key Services

- Corporate
- Public M&A

### Key Sectors

- Real Estate
- Infrastructure



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Andy Powell

Vice President and Deputy General Counsel, *Flex*



Andy Powell is vice president and deputy general counsel for Flex based in San Jose, CA. He joined Flex in May 2017 after having held in-house legal roles with Lenovo, Google-Motorola, Cricket Wireless and Hughes Electronics.

Originally from the U.K., Andy began his career in London as a corporate/commercial lawyer with leading law firms before moving to the U.S. in 2000 to begin his in-house career.

Andy earned an LL.B. degree from Coventry University and his LL.M from Cambridge University. He is a member of the bar in New York, registered in-house counsel in California and admitted to practice in England & Wales.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Ashwath Rau

Partner, *AZB & Partners*



Ashwath Rau is a senior partner at AZB & Partners, with over 18 years of experience since graduating from the National Law School of India University, Bangalore in 1999. Ashwath's practice areas include M&A, private equity, joint ventures, financial regulatory, investment funds, corporate governance and general corporate advisory. On the funds side, he focuses on providing turn-key assistance to funds established in India or seeking to invest in the Indian subcontinent. He also advises on the placement of fund products, secondary transactions, coinvestment arrangements, separately managed accounts, carried interest and other manager incentive schemes and investor disputes.

Ashwath has represented several fund managers in establishment of funds and managed accounts. Recently, Ashwath represented the Edelweiss group on its partnership with Caisse de dépôt et placement du Québec (CDPQ) for investing approximately U.S.\$1.7 to 2.2 billion to purchase non-performing loans to Indian companies. In the past, Ashwath has been involved in the establishment of Macquarie SBI Infrastructure Fund, India's largest infrastructure fund of U.S.\$2 billion, set up as a joint venture between SBI, Macquarie (Australia) and IFC (Washington) and IDFC India Infrastructure Fund and India Infrastructure Fund II with a target corpus of over U.S.\$2 billion. Ashwath has also advised on Dolma Impact Fund I, Nepal's first private equity fund.

Aside from the funds practice, Ashwath recently advised on all India aspects of the €41 billion global merger of Holcim and Lafarge to create LafargeHolcim, the world's largest construction materials conglomerate including the ongoing U.S.\$1.4 billion sale of Lafarge India to Nirma Ltd. and U.S.\$2.5 billion acquisition of a majority stake in ACC Limited by Ambuja



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

Cements Limited from Holcim in a complex M&A deal involving a merger recently approved by the Indian Cabinet Committee on Economic Affairs.

Ashwath's key clients include AIG, Apax, Bain Capital, Carlyle, Clearwater Capital, Edelweiss, Fidelity India Ventures, IDFC Alternatives, JP Morgan, Kotak Mahindra, Oman India Joint Investment, SBI Macquarie, SNC Lavalin and Warburg Pincus. Additionally, he has represented a broad range of L.P.s including IFC (Washington), Squadron Capital and some family offices.

Ashwath has consistently been rated amongst the top M&A, private equity and funds practitioners in India by reputed legal publications such as *Chambers & Partners*, *Asia Pacific Legal 500*, *Who's Who Legal*, *Leading Lawyer 100 Guide* and *IFLR 100*. Ashwath also featured in Asia Legal Business's (Thomson Reuters) 2016 list of 40 under 40 top lawyers in Asia (ex-China) and *India Business Law Journal's* (Vantage Asia) 2016 list of India's Top 100 Lawyers.

Chambers & Partners, in its 2017 edition for Asia Pacific, ranked Ashwath as a leading corporate/M&A lawyer and stated that he is "a highly regarded practitioner respected for the technical know-how and expertise he offers to clients in high-profile M&A and private equity transactions." The same publication also added that "he is one of the strongest corporate lawyers in India and has an excellent market reputation." Ranking him as a leading Private Equity lawyer, Chambers & Partners, in its 2017 edition for Asia Pacific, hailed Ashwath as "the crème de la crème" and applauded his "technical know-how and expert knowledge of private equity issues."

Ashwath is the sole member from India on the Investment Funds Committee of International Bar Association. He was awarded the Young Achiever's Award (under 40 years) at the Legal Era Awards, 2015.

Prior to joining AZB & Partners, Ashwath was the head of the investment funds practice and co-head of the general corporate practice of a leading Indian law firm.



## **Benjamin M. Roth**

Partner, *Wachtell, Lipton, Rosen & Katz*



Benjamin M. Roth is a partner in the Corporate Department at Wachtell, Lipton, Rosen & Katz. His practice focuses on domestic and cross-border mergers and acquisitions, leveraged buyouts and other private equity transactions, capital markets transactions, and general corporate and securities matters, including proxy fights, hostile defense and corporate governance. He has advised a broad range of public and private companies and financial sponsors in the United States and abroad in a variety of industries including health care, pharmaceuticals, technology, financial services, retail, energy, and industrials. Benjamin was selected as one of the winners of the 40 Under 40 Awards for legal advisors by *The M&A Advisor*. He also has been featured three times as Dealmaker of the Week by *AmLaw Daily* and was listed as a *Super Lawyer* in the area of mergers and acquisitions by *Super Lawyers* magazine in 2014, 2015 and 2017 and as a “Rising Star” in 2011 and 2012. He was selected as an expert in Mergers and Acquisitions in the 2016 edition of *ExpertGuides*.

Among other matters, he represented:

- **International Game Technology plc** in the sale of its social casino subsidiary, Double Down Interactive LLC and new multiyear new partnership with DoubleU Games of Korea
- **Hewlett Packard Enterprise** in the spin-off and merger of its noncore software assets with Micro Focus and acquisition of Nimble Storage Inc.
- **Hologic** in its acquisition of Cynosure
- **Joy Global** in its acquisition by Komatsu
- **Yum! Brands** in the separation of its China business as well as the investments by Primavera Capital and Ant Financial into Yum China
- **Hewlett-Packard** in its separation into two industry-leading public companies



- **Sysco Corporation** in its attempted acquisition of U.S. Foods and activist campaign by Trian Partners
- **GTECH SpA** in its acquisition of International Game Technology
- **Covidien** in its acquisition by Medtronic and in its spin-off of Mallinckrodt Pharmaceuticals
- **Walgreens** in its strategic transactions with Alliance Boots and AmerisourceBergen, and its acquisitions of Duane Reade and Option Care
- **Mallinckrodt** in its acquisitions of Questcor Pharmaceuticals, Cadence Pharmaceuticals and Icaria Inc.
- **Santander Consumer USA Holdings** in its initial public offering
- **Kellogg** in its acquisition of the Pringles® business from Procter & Gamble
- **CVR Energy** against an activist campaign by and ultimate sale to Carl Icahn
- **Temple Inland** in its acquisition by International Paper
- **Clorox** against an activist campaign and unsolicited tender offer by Carl Icahn
- **Novartis** in its acquisitions of Alcon, Chiron, Eon Labs and Hexal AG
- **Google** in its “stalking horse agreement” to acquire a portfolio of 6,000 patents and related assets from Nortel pursuant to Nortel’s bankruptcy process
- **Bankrate** in its acquisition by Apax Partners including the related activist campaign against the transaction by Coatue Management, subsequent IPO and secondary offerings
- **GMAC** in its \$38 billion private exchange and cash tender offers, its \$16.3 billion equity issuances related to receipt of TARP funds, its transaction to become the primary provider of wholesale and retail financing for Chrysler and multiple senior notes offerings
- **Sears, Roebuck & Co.** in the sale of its U.S. credit card and financial product businesses to Citicorp
- **Sears Canada** in the sale of its credit card business to J.P. Morgan Chase
- **WalMart** in its acquisition of The Seiyu, Ltd.
- **Dollar General** in its acquisition by Kohlberg, Kravis, Roberts & Co.
- **The Sports Authority** in its acquisition by Leonard Green & Partners
- **ConocoPhillips** in its acquisition of Burlington Resources
- **Cinergy** in its merger with Duke Energy
- **Ameren Corporation** in its purchase of Illinois Power Company from Dynegy
- **Walter Hewlett** in the proxy contest concerning the acquisition of Compaq by Hewlett-Packard
- **Vinci Partners** in its transaction to become the master franchisee for Burger King in Brazil



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

- **Apollo Management** in its restructuring of PrimaCom AG and its acquisitions of Realogy Corporation, AMC Entertainment and the Advanced Materials business from General Electric to form Momenite Performance Materials

Benjamin received a B.S. in Foreign Service *magna cum laude* from Georgetown University's School of Foreign Service in 1998 and is a member of Phi Beta Kappa. He received his J.D. with honors from Stanford Law School in 2001. He served as co-editor-in-chief of the *Stanford Journal of Law, Business and Finance*.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Philip L. Rothenberg**

Associate General Counsel, *Tesla Motors, Inc.*

Philip Rothenberg is an Associate General Counsel with Tesla Motors, Inc. in Palo Alto, CA. His practice focuses on corporate and securities matters. Prior to this time, he worked as an Attorney-Advisor for the U.S. Securities and Exchange Commission in the Division of Corporation Finance. While at the SEC, he reviewed and commented on initial public registration statements of U.S. and foreign corporations on Forms S-1, and 20-F, annual reports on Form 10-K and proxy statements relating to annual shareholder meetings on Schedule 14A. Additionally, as a member of the 2007 to 2008 and 2008 to 2009 Division of Corporation Finance's Shareholder Proposal Task Force, he also reviewed shareholder proposals under Rule 14a-8. While at the SEC, Philip also served as an adjunct professor of law at Georgetown law school where he co-taught two classes to JD and LLM students in the Securities and Financial Regulation program.

Prior to working for the SEC, Philip worked as an Associate at Pillsbury Winthrop Shaw Pittman LLP in Washington, D.C. and Sydney, Australia, focusing on transactional legal matters, including various securities and M&A transactions, and as an Associate at Sullivan and Cromwell LLP in Tokyo, Japan and New York, NY focusing on the NYSE / SEC listing and registration of a Japanese company, and Rule 144A / Reg S securities offerings. He also provided general corporate and securities legal advice to U.S.-listed foreign and domestic companies.

Philip received a B.A. in Economics and Foreign Affairs from The University of Virginia, a Masters in International Business Studies from the University of South Carolina, and a J.D. from Georgetown law school.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Franziska Ruf

Partner, *Davies Ward Phillips & Vineberg LLP*



Clients seek out Franziska Ruf’s business-minded advice for their critical domestic and cross-border deals. They value her solutions for “the right balance between business and technical points” and appreciate that she is “extremely up to date regarding development of the law and trends in M&A transactions” (*Chambers Global*, 2016)

For 30 years, global clients have trusted Franziska’s advice on their Canadian and international public and private acquisitions, divestitures, securities issuances, investments and joint ventures. She frequently advises international clients on their investments in Canada. Public and private sector clients of all sizes and across diverse industries turn to Franziska for her responsive manner and dedication.

Known for her expertise in corporate governance, Franziska regularly advises boards of directors, special committees, senior management and shareholders on a wide range of transactions, public disclosure issues and corporate governance matters.

Franziska is a member of the firm’s Management Committee and the Montréal Student and Lawyer Evaluation Committees. She is the Chair of International M&A subcommittee of the American Bar Association.

She also serves as Director and Secretary for La Fondation Le Chaînon and Director and member of Corporate Governance and Human Resources committees for Saputo Inc. Franziska



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

regularly participates on a panel that stages a mock M&A negotiation at Columbia Law School and at Stanford Law School.

She received her BCL.LLB from McGill University in 1986.

Franziska holds the following positions:

- Acquisitions of Public Companies Subcommittee, member
- American Bar Association, Governance Issues in Business Combinations Joint Task Force, member
- American Bar Association, International M&A Subcommittee, chair
- American Bar Association, Women in M&A Task Force, member
- Concordia University, University Human Research Ethics Committee (UHREC), former community member



## **Alberto Saravalle**

Partner, *BonelliErede*



Alberto Saravalle's practice areas include corporate law, M&A, capital markets, international arbitration, international art and cultural heritage law and private clients. He is fluent in English, French and Spanish. The Chamber & Partners international legal directory lists Alberto as one of Italy's major experts in corporate law, mergers and acquisitions

Some of his previous experiences include:

- Founding Partner of Bonelli e Associati in 1992, which evolved into BonelliErede, where he has held various positions including Managing Partner for two consecutive terms (2007-2013)
- Advised the Minister of Economic Development on questions of competition and market liberalization (2006-2007)
- Advised the Ministry of Industry on international and financial legal affairs (1988-1992)
- Worked for Shearman & Sterling in Paris (1990-1992)
- Worked for Shearman & Sterling in New York as a foreign associate

Alberto's qualifications include:

- Member of the Italian Bar, admitted to practice before the Italian Supreme Court
- Associate professor of EU law at the University of Padua
- Visiting lecturer at Yale University
- Member of the New York Bar
- LL.M. from Yale Law School
- Bachelor of law from the University of Cambridge
- Law degree from the University of Padua



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **John F. Schultz**

Executive Vice President, General Counsel &  
Corporate Secretary Office of the General Counsel,  
*Hewlett Packard Enterprise*



John Schultz is Executive Vice President, General Counsel and Corporate Secretary for Hewlett Packard Enterprise.

John was appointed general counsel of Hewlett-Packard Co. (HP) in 2012 and became general counsel of Hewlett Packard Enterprise after HP separated into two separate companies in the fall of 2015. John joined HP in 2008, serving as deputy general counsel for litigation, investigations and global functions.

Before joining HP, John was a partner in the litigation practice of Morgan Lewis & Bockius LLP, focusing on complex litigation and primarily defending consumer class action, fiduciary liability, and technology-related commercial litigation. He was previously a partner at Drinker Biddle & Reath, where he also specialized in commercial and product liability litigation.

John currently serves on the boards of the Law Foundation of Silicon Valley and Haiti Outreach and is chair of National Legal Aid & Defender Association's Corporate Advisory Council. He also serves on the board of directors of Umpqua Bank, which is headquartered in Portland, OR, and New H3C Corporation, a Hong Kong corporation.

John holds a bachelor's degree from Albright College and a J.D. from the University of Pennsylvania Law School.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Jodi J. Schwartz

Partner, *Wachtell, Lipton, Rosen & Katz*



Jodi J. Schwartz focuses on the tax aspects of corporate transactions, including M&A, joint ventures, spin-offs and financial instruments. Ms. Schwartz has been the principal tax lawyer on numerous domestic and cross-border transactions in a wide range of industries. She was elected partner in 1990.

Jodi received her B.S. in Economics *magna cum laude* from the University of Pennsylvania in 1981, her M.B.A. from the University of Pennsylvania (Wharton School) in 1984, her J.D. *magna cum laude* from the University of Pennsylvania Law School in 1984 and her LL.M. in taxation from the New York University Law School in 1987.

Jodi is recognized as one of the world's leading lawyers in the field of taxation, including being selected by *Chambers Global Guide to the World's Leading Lawyers*, *Chambers USA Guide to America's Leading Lawyers for Business*, *International Who's Who of Business Lawyers* and as a tax expert by *Euromoney Institutional Investor Expert Guides*. In addition, she is a member of the Executive Committee and past chair of the Tax Section of the New York State Bar Association and also is a member of the American College of Tax Counsel.

Jodi serves on the board of the American Jewish Joint Distribution Committee, the Jewish Board of Family and Children's Services, the Jewish Community Project of Lower Manhattan and serves on the Board of Overseers of the University of Pennsylvania Law School. Jodi lives in Manhattan with her husband, son and daughter.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Rachelle Silverberg

Partner, *Wachtell, Lipton, Rosen & Katz*



Rachelle Silverberg joined *Wachtell, Lipton, Rosen & Katz* in 1992, where she practices in the Litigation Department, and was named partner in 2000. She focuses on representing both U.S. and non-U.S. companies and directors in litigation involving M&A and other contests for corporate control; corporate governance disputes; class and derivative actions involving fiduciary duties and claims under the federal securities laws. She has also represented corporations, boards of directors and audit committees in internal and SEC investigations involving a wide variety of matters, including complex accounting issues, insider trading claims, and regulatory compliance matters.

Rachelle teaches, lectures and writes extensively on the subjects of corporate governance and merger and acquisition litigation. She teaches a course in deal litigation at Stanford Law School, and has taught Advanced Corporate Governance in Europe and the U.S. at the Instituto de Empresa (IE) in Madrid, Spain. She has given lectures at the Harvard Business School on director duties and at New York University Law School on M&A litigation and securities class actions. She spent the 2007-2008 academic year as a scholar from Practice at the Rock Center for Corporate Governance at Stanford University, and from 2005-2007 she taught a course in deal litigation as an adjunct professor at Columbia Law School. Ms. Silverberg co-authored a case study for the Harvard Business School on the European takeover battle for Endesa, S.A. (*Acciona and the Battle for Control of Endesa*, October 13, 2009).

Rachelle received a B.A. *magna cum laude* from Barnard College, Columbia University in 1988, and received her J.D. *cum laude* from Harvard Law School in 1991. Following law school, Rachelle was a law clerk to the Honorable J. Edward Lumbard of the U.S. Court of Appeals for the Second Circuit.



**NYU STERN**  
NEW YORK UNIVERSITY · LEONARD N. STERN SCHOOL OF BUSINESS



**光华管理学院**  
**PEKING UNIVERSITY**  
Guanghua School of Management



**UNIVERSITY OF  
CAMBRIDGE**  
Judge Business School

INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Svein Gerhard Simonnaes**

Partner, *BA-HR*



Svein Simonnaes has worked with BHR as an attorney at law since he completed his university degrees in 1995, from 2000 as a partner. He has a degree in economics MSc (siviløkonom) from the Norwegian School of Economics and Business Administration (Norges Handelshøyskole), Bergen, Norway (1989) and in law (cand. jur.) from the University of Bergen, Bergen, Norway (1995).

His work centres around private and public M&A transactions and joint ventures, many of which have multinational aspects, public market exits on the Oslo stock exchange, and corporate governance for corporations listed there.



**NYU STERN**  
NEW YORK UNIVERSITY · LEONARD N. STERN SCHOOL OF BUSINESS



**光华管理学院**  
PEKING UNIVERSITY  
Guanghua School of Management

**UNIVERSITY OF  
CAMBRIDGE**  
Judge Business School

INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Anton Sitnikov**

Partner, *Goltsblat BLP*



Anton Sitnikov has headed the Corporate/M&A Practice of Goltsblat BLP from its inception. He has supervised M&A, PE and JV deals in various sectors, with particular emphasis on energy/natural resources, real estate and infrastructure, retail and consumer goods, banking and finance, TMT, and industrial manufacturing.

He has handled a number of corporate restructuring projects, including pre-IPO and/or pre-private equity scenarios involving due diligence on groups of companies, risk identification, development of solutions for optimising corporate structures and implementation of restructuring programmes.

The Corporate/M&A Practice headed by Anton Sitnikov has won several awards recently: Business Law Firm of the Year - M&A/2017 Corporate LiveWire M&A Awards; Russia Law Firm of the Year/2016 M&A Atlas Awards; Top-3 International Law Firms in Russia for M&A deals/Russia M&A Awards 2016; The Best International Law Firm in the Russian PE Industry 2014 award for the firm within the VI Russian PE Congress. He is a Top-3 M&A legal advisor in Russia by deal count, according to Mergermarket League Tables, 2016.



## Klaus Søggaard

Partner, *Gorrissen Federspiel*



Klaus Søggaard works in Capital Markets and Corporate / M&A and primarily deals with securities law, transfer of undertakings, corporate law and general commercial law. He advises a broad range of Danish and foreign companies including on structured sales processes, public take-over bids, mergers and de-mergers of listed companies, initial public offerings and securities law issues. His corporate services also include chairing general meetings in a number of large listed companies and addressing corporate governance questions.

Klaus is top ranked in *Chambers Global*, *Chambers Europe* and *Who's Who Legal* and ranked as a Leading Individual in *Legal 500*.

He chairs the board of directors of Civilingeniør H.C. Bechgaard og hustru, Ella Mary Bechgaards Fond, and Enid Ingemanns Fond and is a member of the following Boards: Concordia Fonden, E.R. Rasmussens Fond, Ejler Rasmussens Fond, Max Fodgaard A/S, Max Fodgaard Fonden, Ragna Lemkow F. Kongsteds familielegat, Lone og Kaj Nielsens Almen velgørende Fond, Lone og Kaj Nielsens Familiefond, and Liv Bryhns Fond.

Additionally, he is a member of The Danish Bar and Law Society and chairman of the Danish Society for Company Law.

Klaus received his Right of Audience before the Danish Supreme Court in 1988, LL.M. from the University of Aarhus in 1980, LL.M. from the University of the Pacific in 1985, and was admitted to the Danish Bar in 1983.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## **Zeke Solomon**

Consultant, *Allens*



One of the company's longest serving and most experienced partners, Zeke's expertise is in high demand from Australian, American, Korean and Japanese corporations seeking his advice on the structuring, negotiation, financing and documenting of major energy and resource development projects, joint ventures and acquisitions, as well as negotiations with governments in Australia and Asia.

Zeke headed Allens team representing Pacific Gas Transmission Company in its successful bid for the Queensland State Gas Pipeline, and he advised the Export Import Bank of Japan on a \$1 billion project financing of the North West Shelf LNG Project in Western Australia.

In the early 1970s, under the World Bank Technical Assistance Program, Zeke worked for two years as legal adviser to the Indonesian Government on foreign investment negotiations and mining and infrastructure projects.

He subsequently represented the Indonesian Government in the negotiation of an olefin petrochemical joint venture between Pertamina and Exxon Chemical, and he represented the Indonesian State coal corporation, P.T. Bukit Asam, in major coal mine/mine-mouth power plant joint ventures with U.S. interests.

Zeke is frequently called upon to share his knowledge and experience. He has provided consultancy advice to the UN Commission on Transnational Corporations (UNCTC), advising developing country officials on energy and mining laws, joint ventures and finance. Under UNCTC, Zeke also advised the Nepalese Government on mining projects and the Papua New Guinea Government on petroleum royalties.

He is co-author of *Regulation of Foreign Investment in Australian Mineral and Petroleum Projects*.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Leonard R. Stein

Chief Legal Officer and Senior Vice President of Corporate Affairs, *Splunk Inc.*

Mr. Leonard R. Stein, also known as Lenny, has been Chief Legal Officer and Senior Vice President of Corporate Affairs of Splunk Inc. since 2017 and served as its Senior Vice President, General Counsel and Secretary from April 2011 until 2017. Mr. Stein served as President and Chief Legal Officer of Jackson Family Enterprises, the leading U.S. luxury wine maker of brands including Kendall-Jackson, La Crema and Murphy-Goode. Before that, he served as the Chief Legal Officer, Chief Compliance Officer and Secretary of Yahoo! Search Marketing Solutions (formerly, Overture Services Inc.) since April 2003. Mr. Stein served as Senior Vice President, Chief Development and Chief Legal Officer of QRS Corp., a publicly traded provider of software and e-commerce services to the retail industry, since October 2002. He served as Senior Vice President, Secretary and General Counsel of QRS Corp. since November 2001. Prior to QRS, he served from July 2000 to August 2001 as the Senior Vice President for Corporate Development, General Counsel and Corporate Secretary at Buzzsaw.com, a collaborative software and electronic commerce company.

Lenny served from January 2000 to June 2000 as Executive Vice President, Business Affairs, General Counsel and Corporate Secretary, and from March 1999 to January 2000 as Senior Vice President, General Counsel and Corporate Secretary of Preview Travel, Inc., an online travel company and where he led the Online Travel Company through a merger with Travelocity.com in 2000. Mr. Stein has more than 30 years of experience in multiple legal disciplines, including litigation, antitrust, intellectual property and corporate governance. Prior to that, from September 1983 to March 1999, he was an associate from 1983 to 1989 and shareholder from 1989 to 1999 of the San Francisco law firm of Steefel, Levitt and Weiss. He began his career as an associate at Covington & Burling in 1981, where he focused on the telecommunications, transportation and energy industries. He has been a Director of Business Software Alliance since June 29, 2016. Lenny holds a Juris Doctor degree from Harvard Law School. He holds a Master of Arts Degree in Economics from Yale University Graduate School and a Bachelor of Arts Degree in Economics from Yale College.



## **Emanuel P. Strehle**

Partner, *Hengeler Mueller*



Emanuel Strehle advises companies and investors on public and private M&A, including post-M&A corporate and capital market areas, with a focus on private equity/venture capital and cross-border transactions. In addition, his practice covers family business matters and succession planning.

He has recently advised KKR on the sale of WMF as well as on growth capital investments in GetYourGuide and arago, WMF on the sale of Alfi, Brambles on the acquisition of Trans-Pac Group, Deutsche Telekom on the sale of a majority participation in Scout24 Group, CVC on the acquisition of ista, Bregal on the acquisition of LR Health & Beauty Systems, Informatica in the public takeover of Heiler Software and its integration, TKH Group in the public takeover of Augusta, Cinven on the acquisition of SLV Group and Brambles in the public takeover of IFCO Systems.

Emanuel has co-authored several books on corporate law and M&A topics.

### **Practice Areas**

- Family-owned Businesses, Private Clients, Wealth Management
- Corporate
- Mergers & Acquisitions
- Private Equity
- Venture Capital



**NYU STERN**  
NEW YORK UNIVERSITY · LEONARD N. STERN SCHOOL OF BUSINESS



**光华管理学院**  
PEKING UNIVERSITY  
Guanghua School of Management



**UNIVERSITY OF  
CAMBRIDGE**  
Judge Business School

INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Sunny Sun**

Chief Growth Officer, *Yum China*



Sunny Sun has been the Chief Growth Officer of Yum China Holding Inc. since August 2016. Sunny joined YUM Brands China Division in May 2015 and served as Vice President, Finance; Chief Strategist and Chief Financial Officer prior to her current position. Before joining YUM Brands China, Sunny was the Senior Managing Director of CVC Capital Partners from 2010 to 2014, responsible for the consumer and health care sectors based in Beijing. She also served as the Head of M&A, Greater China for Daimler AG based in Stuttgart and Beijing from 2001 to 2010. Prior to that, she was a Senior Manager for Corporate Development with Danone Asia Pacific based in Singapore from 1998 to 2001.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## David E. Tadmor

Co-Chairman and Managing Partner, *Tadmor & Co. Yuval Levy & Co.*



Dr. David E. Tadmor is the co-chairman and managing partner of Tadmor & Co. Yuval Levy & Co., a leading Israeli law firm. David represents leading multinational clients in a large variety of industries, as well as many of Israel's largest industrial companies, holding companies and financial institutions.

David is recognized as a leading expert in competition law and government regulation. He served as the Director General of the Israel Antitrust Authority (IAA) between 1997 and 2001. During his time in office, the IAA trebled in size, legislative amendments were introduced and much of the foundation was laid for Israel's competition law and enforcement policies. As Director General, David also introduced the IAA to the competition committee of the OECD, and was the driving force behind the antitrust cooperation agreement between the U.S. and Israel. As a leading government regulation lawyer, David regularly represents major clients before governmental bodies and legislative committees and has been involved in many of Israel's major regulatory and legislative reforms.

David has more than 20 years of experience in M&A – public companies, private equity, privatizations and cross-border technology and other transactions. He was a senior partner at Caspi & Co., a leading M&A firm in Tel Aviv, and a corporate attorney with the New York law firm of Wachtell, Lipton, Rosen & Katz from 1988 to 1993.

David was an adjunct professor at the Hebrew University of Jerusalem (The Law and Practice of Privatizations), the Interdisciplinary Center (Antitrust Law), and Tel Aviv University School of Law (Telecommunications Law, Antitrust Law, and Corporate Law). He now co-teaches a course in competition and intellectual property law at the Tel Aviv University School of Law.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Rafael Torres**

Senior Vice President, Business Development and Strategy, *Varian Medical Systems*

Rafael Torres joined Varian in May 2015, as Senior Vice President for Business Development and Strategy. In this role, he leads the company's strategic plans for growth through acquisitions, investments, and partnerships that complement Varian's current portfolio of businesses.

Prior to joining Varian, Rafael, served as global head of healthcare for GE Ventures and GE Equity, where he built a strategic investments portfolio of over 30 healthcare companies. He was a founding member of GE Ventures and a member of its senior leadership committee. Mr. Torres led the healthcare investment team, and represented GE on portfolio company boards, including CardioDx, InSightec, LipoScience, Navinet and ParadigmHealth.

Rafael was a judge of the healthymagination Cancer Innovation Challenge and a member of the StartupHealth transformers advisory panel. He has been featured in healthcare publications and conferences including The Gray Sheet, MedDevice Daily, SXSW, Slush Digital Health and Biomed Israel.

Previous to that, he worked for The Boston Consulting Group and Citibank N.A. He holds an M.B.A. degree from Harvard Business School and a B.A. in Economics from the Universidad del Pacifico in Lima, Peru.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Jonathan Turner

Co-Founder, Senior Advisor, *Qatalyst Partners*



Jonathan Turner is a co-founder of Qatalyst and currently serves as a senior advisor to the firm. Previously, he held the title of Co-President, overseeing the consumer technology and software sectors. Jonathan has over 21 years of investment banking experience, including at Credit Suisse, Donaldson, Lufkin & Jenrette and Citibank. Prior to founding Qatalyst, Jonathan was Global Head of Credit Suisse's Internet banking group and Vice President, Corporate Development, for QuinStreet, the leader in online vertical marketing and media. At Qatalyst, Jonathan advised AKQA on its sale to WPP, Ancestry.com on its sale to Permira, AppLovin on its pending sale to Orient Hontai Capital, Autonomy on its sale to HP, Bain Capital on its acquisition of BMC, BigFish on its sale to Churchill Downs, Brocade on its restructured acquisition of Foundry, Comcast on its investment in Arris, Data Domain on its sale to EMC, Datalogix on its sale to Oracle, Dropcam on its sale to Nest/Google, eBay on its acquisition of Braintree and various other assignments, including the sale of eBay Enterprise to Sterling Partners and Permira, Elance on its merger with oDesk, Everyday Health on its sale to Ziff Davis, Flurry on its sale to Yahoo!, GaiKai on its sale to Sony, GoDaddy on its majority investment by KKR, Silverlake and TCV, HomeAway on its sale to Expedia, Kosmix on its sale to Wal-mart, Lifesize on its sale to Logitech, LinkedIn on its sale to Microsoft, MoPub on its sale to Twitter, MediaMind on its sale to DG Fast Channel, Motorola Mobility on its sale to Google, MyFitnessPal on its sale to Under Armour, OpenTable on its sale to Priceline, Orbitz on its sale to Expedia, Overdrive on its sale to Rakuten, Palm on its sale to HP, PopCap Games on its sale to Electronic Arts, Riot Games on its sale to Tencent, and Skyscanner on its sale to Ctrip.

Jonathan is originally from London, England and was awarded a B.A. with First Class Honors in Philosophy, Politics & Economics from Oxford University, England, with a tutorial prize in Economics.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Rishi Varma

Senior Vice President, Deputy General Counsel and  
Assistant Secretary, Corporate, Securities, Mergers & Acquisitions and Hybrid IT,  
*Hewlett Packard Enterprise*



At Hewlett Packard Enterprise (HPE), Rishi Varma oversees HPE's Corporate, Securities, M&A and Hybrid IT practice groups. In that role he has worldwide responsibility within the legal department for representing and advising the company and its businesses and functions on such matters.

Rishi and his team handle, among other things, the company's corporate governance, strategic acquisitions, divestitures, joint ventures and investments, securities law compliance and disclosure, treasury and financing transactions, and certain other corporate transactions and restructurings, bankruptcy, credit and collections matters and employee compensation and retiree benefits. Rishi and his team also provide legal support to the Hybrid IT business unit. In addition, Rishi manages HPE's Global Equity Administration department, which handles HPE's stock transfer agency and worldwide equity compensation plans.

Before joining HPE, Rishi served as general counsel for two different publicly traded companies from 2005 to 2013 — TPC Group, Inc., a petrochemical company, and Trico Marine Services, Inc., a global subsea service provider. During his time at Trico, Rishi also served in additional management roles including Chief Operating Officer and President. Prior to these companies, Rishi served as Securities Counsel and Director of Investor Relations for EGL, Inc., a publicly traded global freight forwarder (2002-2005), and as a business associate in the New York office of Brobeck, Phleger & Harrison, LP (1998-2002).

He holds a Juris Doctor degree from the Georgetown University Law Center and also graduated *magna cum laude* from Georgetown University with a Bachelor of Science in Political Science. Rishi and his wife, Michelle, have three children.



**NYU STERN**  
NEW YORK UNIVERSITY · LEONARD N. STERN SCHOOL OF BUSINESS



**光华管理学院**  
**PEKING UNIVERSITY**  
Guanghua School of Management

 **UNIVERSITY OF  
CAMBRIDGE**  
Judge Business School

INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Andrea Wahlquist**

Partner, *Wachtell, Lipton, Rosen & Katz*



Andrea K. Wahlquist is a partner in the firm's Executive Compensation and Employee Benefits Practice, specializing in executive compensation and benefits matters, with an emphasis in representing target companies in strategic mergers and a background in representing some of the largest private equity sponsors in the acquisition, management and disposition of their portfolio companies.

Ms. Wahlquist regularly counsels private and public companies on the design, implementation and treatment of employee compensation and benefit programs—and routinely negotiates executive employment and separation arrangements—both in connection with corporate transactions and in the ordinary course of ongoing company representations. Andrea also has extensive experience with a broad range of executive compensation-related and benefits issues that arise in IPOs, spin-offs and in bankruptcy/restructuring transactions.

Andrea served as a law clerk to Judge Stephen J. Swift of the United States Tax Court (1995-97), and after her clerkship began practicing as an executive compensation and employee benefits lawyer in New York City. Andrea received her B.A. from the University of Virginia (1992) and her J.D. from the Washington & Lee University School of Law (1995), where she was the Editor-in-Chief of the *Environmental Law Digest*, a publication of the Virginia State Bar Association.

Andrea sits on the Executive Committee of the Tax Section of the New York State Bar Association, and is a member of the American Bar Association and its Joint Committee on Employee Benefits. She also serves on the Board of Trustees of Washington & Lee University and of The Children's Aid Society in New York City.



**NYU STERN**  
NEW YORK UNIVERSITY · LEONARD N. STERN SCHOOL OF BUSINESS



**光华管理学院**  
PEKING UNIVERSITY  
Guanghua School of Management



**UNIVERSITY OF  
CAMBRIDGE**  
Judge Business School

INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Yu Wakae**

Partner and Chief Representative, *Nagashima Ohno & Tsunematsu*



Yu Wakae is a partner of Nagashima Ohno & Tsunematsu and heads its Shanghai office as chief representative. Having worked for several years in Beijing at a major Chinese law firm, he focuses on China-related transactions ranging from M&As, finance to general corporate matters. He is fluent in English and Mandarin Chinese.

Yu received his LL.B. from The University of Tokyo in 2002 and an LL.M. from Harvard Law School in 2009. He first joined Nagashima Ohno & Tsunematsu in 2003.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Wang Kejin**

Vice President, *China Oceanwide Holdings Group*

Mr. Wang Kejin, Vice President of China Oceanwide Holdings Group, served as director general of China Banking Regulatory Commission.

Mr. Wang had over 30 years of experience in the field of supervision and management of financial industry. He worked at the People's Bank of China, serving as Deputy Division Chief, Division Chief, Deputy Director General and Director General of the Financial Supervision Department, Banking Supervision Department, Legal and Policy Making Department.

Mr. Wang obtained an M.B.A. from Robert H. Smith School of Business in University of Maryland and obtained a Doctorate in Economics from Fudan University of China.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Tom Weston**

Partner, *Hakluyt & Company*

Tom joined Hakluyt's strategy consulting team in London in 2009, and returned to it having spent 2012-15 running Pelorus Research, our group's service for public market investors. At Hakluyt Tom works across a wide range of sectors, leading much of our work on market entry and competitive dynamics. He previously spent nine years at McKinsey & Company, based out of the London, Hong Kong and Johannesburg offices and serving both public and private sector clients across a broad range of industries. He is a trustee of the Sulney Fields Charitable Trust and an incorrigible traveller. Tom has a BA from Oxford University and an MBA from Stanford University.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Peter Williamson

Professor of International Management, *Cambridge Judge Business School*  
and Fellow of *Jesus College*, Cambridge



Professor Peter Williamson has wide experience in research, consulting and executive education, as well as serving as a Non-Executive Director and Chairman of both publically listed companies and new ventures in industries as diverse as whisky, textiles, hedge fund management and Chinese software. He has lived and worked in Australia, France, Hong Kong, Singapore, Switzerland and the United States, before returning to Britain to join Cambridge Judge Business School where he is Academic Director of the Advanced Leadership Program and Jesus College, where he is Director of Studies in Management. He currently serves as a Non-Executive director of the global renewal energy firm Green Gas International and Non-Executive Chairman of the technology-enabled training company Imparta and the digital transformation company Bizagi.

Peter's research interests include Globalization and its implications for corporate strategy; strategies for success in China and the internationalization of Chinese companies and their global impact; merger and acquisition strategy and post-merger integration; business ecosystems and the management of networks of strategic alliances; and strategies for a carbon-constrained world.

Peter was formerly with the Boston Consulting Group in London and Merrill Lynch. He serves on the editorial boards of *European Management Journal*, *Business Strategy Review*, and *Academy of Management Learning and Education*. Peter has acted as a consultant on business strategy, mergers and acquisitions, and international expansion to numerous companies, governments and international organizations throughout the Asia-Pacific region as well as in Europe and North America. He has experience in China since 1983, assisting numerous multinationals and joint ventures, and more recently, with Chinese companies venturing abroad.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

Prior to joining Cambridge Judge Business School, Professor Williamson spent 10 years with the Asian Business and International Management faculty at INSEAD (1997-2007). Between 2003 and 2007 he was also Visiting Professor in Strategy at the Cheung Kong Business School in Beijing. He was Visiting Professor of Global Strategy at Harvard Business School (1993-1996) and Dean of M.B.A. Programs and Professor of Strategic and International Management at London Business School (1987-1992).

Some of the awards and honors he has received include the following:

- Sloan-Pricewaterhouse Coopers Award honoring those articles that have contributed to the enhancement of management practice, 2005
- Lloyds Tercentenary Fellow, 2001
- Fulbright Scholar, 1980-1984
- Frank R. Knox Memorial Fellow, 1980-1984



**NYU STERN**  
NEW YORK UNIVERSITY · LEONARD N. STERN SCHOOL OF BUSINESS



**光华管理学院**  
PEKING UNIVERSITY  
Guanghua School of Management

 **UNIVERSITY OF  
CAMBRIDGE**  
Judge Business School

INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Krzysztof Wojdyło

Partner, *Wardyński & Partners*



Krzysztof Wojdyło heads the New Technologies practice at *Wardyński*. He handles matters involving blockchain, smart contracts, FinTech, commercialization of new technologies, telecommunications, robotics and anti-money laundering. He takes part in major projects relating to new technologies law and regularly advises startups as well as large companies from the new technologies sector.

Krzysztof is the author or co-author of publications on crowdfunding, robotics, virtual currencies, and new technologies in the financial services sector, and writes for the banking law journal *Monitor Prawa Bankowego*. He has often spoken at conferences and seminars, including events organized by the International Bar Association. He runs training sessions for leaders of startups and is the coordinator of the regulatory working group of the Coalition for Polish Innovations. He joined *Wardyński & Partners* in 2005.

Additionally, he is a member of the Warsaw Bar Chamber and Coalition for Polish Innovations.



## Neal Wolin

Senior Counselor, *Brunswick*



Neal Wolin is a senior counselor in Brunswick's Washington, D.C. office.

Neal was, from 2009 through 2013, the Deputy Secretary of the U.S. Department of the Treasury, the number two position at the Treasury, under Secretaries Tim Geithner and Jack Lew. He served briefly in early 2013 as Acting Secretary of the Treasury. As Deputy Secretary, Neal was the Chief Operating Officer of the department and worked extensively on economic recovery and financial crisis issues and was a key architect of the Obama Administration's financial reform plan. He also played a critical role on international economic matters, working with finance ministries, central banks and major international financial institutions on economic growth and development, financial reforms, economic sanctions and combatting illicit finance.

His experience in government also includes experience as Deputy Counsel and Deputy Assistant to the President for Economic Policy in the Obama Administration; as General Counsel of the U.S. Treasury, Executive Assistant to the National Security Advisor and member of the National Security Council staff in the Clinton Administration; and, prior to that, as Special Assistant to Directors of Central Intelligence William Webster, Robert Gates and James Woolsey. Outside of government service, Neal served as President and Chief Operating Officer of the property and casualty insurance companies of The Hartford Financial Services Group from 2007 to 2009 and from 2001 to 2007 he led The Hartford's law, government affairs, marketing and communications functions. Neal also practiced law at Wilmer, Cutler & Pickering in Washington, D.C. Neal is currently a member of the President's Intelligence Advisory Board, appointed by President Obama in August 2014.

Neal has a B.A., *summa cum laude*, from Yale College, an M.Sc. in Development Economics from the University of Oxford, and a J.D. from Yale Law School.



**NYU STERN**  
NEW YORK UNIVERSITY · LEONARD N. STERN SCHOOL OF BUSINESS



**光华管理学院**  
**PEKING UNIVERSITY**  
Guanghua School of Management

 **UNIVERSITY OF  
CAMBRIDGE**  
Judge Business School

INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## **Jerry Yang**

Founder and Chief Executive Officer, *AME Cloud Ventures*, Founder, *Yahoo*



Mr. Chih-Yuan Yang, also known as Jerry, has been Founding Partner of AME Cloud Ventures since March 2012. Mr. Yang is the Founder of AME Cloud Ventures. He is an Advisor at Eight Partners. He served as General Manager of Taiwan at Rohm and Haas Electronic Materials CMP Korea Ltd. He served as General Manager of Taiwan for CMP Technologies at Rohm and Haas Electronic Materials CMP Inc.

He co-founded Yahoo! Inc. (Now known as Altaba Inc.) in April 1995 and served as its Chief Executive Officer from June 18, 2007 to January 2009 and its Chief Yahoo from March 1995 to January 17, 2012. He served an Executive Director of Yahoo! Inc. from March 1995 to January 17, 2012. Mr. Yang served as a key member of the executive management team at Yahoo! Inc. until January 2012. He serves as a Director of DotCloud, Inc., Curbside Hospitality, Inc. and Docker, Inc. Mr. Yang has been an Independent Director of Workday, Inc. since November 25, 2013. He has been an Independent Non-Executive Director of Lenovo Group Limited since November 6, 2014.

Jerry has been an Independent Director of Alibaba Group Holding Limited since September 2014. He serves as a Member of Advisory Board at Eos Energy Storage LLC. He serves on the board of trustees of Stanford University. Previously he served on the board from October 2005 to September 2015. He has been a Member of Advisory Board at DocuSign, Inc.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

since February 2016. He previously served as a Director at Alibaba Group from October 2005 to January 17, 2012. He served as a Board Observer of Lenovo Group Limited from February 20, 2013 to November 6, 2014. He served as a Director of Yahoo Japan Corporation from January 1996 to January 17, 2012. He served as a Director of Ziff-Davis Inc. since April 1998. Jerry served as an Independent Director of Cisco Systems, Inc. from July 2000 to November 15, 2012. He served as a Director of InfoGear Technology Corporation. He served as a Director of American Internet Corporation, PipeLinks, Inc., ZDNet, Inc., Growth Networks, Inc. and Combinet, Inc.

Jerry received a B.S. and M.S. in Electrical Engineering from Stanford University.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Franny Yao

Partner, *Ernst & Young*



Franny Yao is a Partner at Ernst & Young (E&Y), where she is responsible for Key Accounts and Government Relations in China. Franny has been a driving force in bringing E&Y services to major Chinese companies. She plays a key role in serving large Chinese financial institutions, *i.e.* lead Client Relationship Partner for Industrial and Commercial Bank of China, Bank of China, Bank of Communications, China Life and Global Client Service Partner for CIC (China's Sovereign Wealth Fund). Franny works closely with Chinese regulators and stakeholders, *e.g.* China Banking Regulatory Commission (CBRC), China Insurance Regulatory Commission (CIRC), People's Bank of China, Central Huijin and MoF. She has worked on several large international M&A transactions and strategic initiatives by major Chinese companies, as well as with multinational firms seeking growth in China.

Franny was the first woman partner at E&Y Beijing 15 years ago and the first mainland-born partner at E&Y, a leading global professional services firm in assurance, tax, transactions and advisory services with 190,000 people and 728 offices in 150 countries around world. She served as the lead partner of Diversity & Inclusiveness for EY Asia Pacific. Prior to joining E&Y in 1997, Franny had a diverse working background including working for an IT firm in the U.S., a European bank, a Chinese SOE, and a Chinese government agency. Her educational background is equally broad, including studies at Xi'an Foreign Language University and The Wharton School.

Franny currently serves as Senior Advisor to the Governor of Shaanxi Provincial Government, International Advisory Board Member of The School of Management Xi'an JiaoTong University and a Founding Director of the International Institute for the Study of Cross-Border Investment and M&A (a joint study institute among Guanghua School of Management of Peking University, the Pollack Center for Law and Business at NYU and Judge Business School of the University of Cambridge).



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Fei Yin

Chief Executive Officer and Managing Director, *Guotai Junan Securities USA, Inc.*



Fei Yin is the Chief Executive Officer and Managing Director of Guotai Junan Securities USA, Inc., the U.S. subsidiary of one of the leading investment banks in China. Fei is an experienced M&A banker with over \$20 billion in executed transactions and over 10 years of experience working on a variety of transactions in the TMT, automotive, metals and mining, industrials and healthcare industries. Specializing in complicated, cross-border deal-making, Fei is experienced in leading all aspects of M&A origination and execution. His transactional experience includes numerous cross-border transactions, distressed situations, public buy-side and sell-side transactions, carve-outs and financial sponsor transactions.



INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

---

## Hong Zhang

Senior Legal Counsel, *China Investment Corporation*



Hong Zhang is the Senior Legal Counsel of China Investment Corporation (CIC) and Chief Representative of the CIC New York Representative Office. She previously served as the Senior Managing Director and Head of the Legal and Compliance Department at CIC. Hong was a partner of Haiwen & Partners, a Chinese law firm headquartered in Beijing, from October 2004 to October 2007. She also worked at Sullivan & Cromwell LLP from 1999 to 2004 as an associate attorney. Hong's legal practice encompasses mergers and acquisitions, capital market and fund formation and investment.

She received her Master of Laws degree from Columbia Law School in 1999, and her Masters and Bachelor's degrees in law from the University of International Business and Economics (UIBE) in 1996 and 1993, respectively.



NYU STERN  
NEW YORK UNIVERSITY · LEONARD N. STERN SCHOOL OF BUSINESS



光华管理学院  
PEKING UNIVERSITY  
Guanghua School of Management

UNIVERSITY OF  
CAMBRIDGE  
Judge Business School

INTERNATIONAL INSTITUTE FOR THE STUDY OF CROSS-BORDER INVESTMENT AND M&A  
跨国投资并购国际研究协会  
WWW.XBMA.ORG

## Ya-Qin Zhang

President, *Baidu, Inc.*



Dr. Ya-Qin Zhang is currently the President of Baidu Corporation (NASDAQ: BIDU), a leading global Internet company in web search, mobile Internet, cloud computing, and artificial intelligence.

Prior to joining Baidu in 2014, Ya-Qin served as Microsoft's Corporate Vice President. Over his 16 year tenure at Microsoft, he has taken various key positions, including the Managing Director of Microsoft Research Asia (MSRA), Chairman of Microsoft China, and Corporate Vice President for mobile and embedded products.

Ya-Qin is a world-renowned scientist and business executive. He is the author of 12 books, 500 papers and 60 U.S. patents in digital media, mobile communications and AI. He has received many prestigious academic and technology awards, including the IEEE industry pioneer award, Fellow of IEEE, and life achievement award of Asia Engineering society. He was named one of the top 10 CEOs in Asia, 50 global shapers by *IT Times*, *Business Week*, and *Global Business*. He serves on the board of directors of five high-tech companies, and holds an adjunct professorship at eight universities.

Ya-Qin received his doctorate in Electrical Engineering from George Washington University and his M.S. and B.S. degrees from the University of Science and Technology of China.