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Exhibitor:

 **GE Capital**

GERMANY M&A AND PRIVATE EQUITY FORUM 2016

16 - 17 MARCH 2016
INTERCONTINENTAL HOTEL, DÜSSELDORF





MORNING SESSION

ALTERNATIVES & DISRUPTION IN GERMAN CORPORATE FINANCE

9:00 Registration

10:00 Welcome address

Thomas Schulz, Partner, Noerr LLP

10:10 Keynote address: German banking in 2020

The keynote speaker will consider the shape of banks in Germany five years from now, how regulatory pressures may have altered commercial business models and the effect on borrowers and financial sponsors.

Lukas Fecker, Chairman, TMA Europe

10:30 Snapshot: Financing options in Europe's debt market

The rotation in the region's debt market continues. In this market overview, the speaker will provide an assessment of the bond, loan, private placement and direct lending market, and forecast the path of future issuance.

Mathew Cestar, Co-Head of Global Credit Products, Credit Suisse

10:50 Networking break

11:30 Presentation: Has high yield shed its negative connotations in Corporate Germany?

Overview of the German high yield market in the context of the wider European market and expectations for 2016 issuance.

Scott Boothby, Managing Director, Head of High Yield Capital Markets, Commerzbank

11:50 Panel: Are banks the target or the exit plan for today's fintech companies?

With 40% of companies in series C funding in Silicon Valley in the FinTech segment, how disruptive are these companies likely to be on the way corporates access and manage capital? Investor / PE / VC perspective – what is the exit plan? Are banks and other financial institutions the biggest opportunity? What is the landscape for home-grown fintech startups? Why is investment in German fintechs lagging behind the rest of Europe?

Dr. Lars Friedrich, Head of Corporate Strategy, Commerzbank AG

Thomas Fuerst, Managing Director, WebID

Marco Brockhaus, Managing Director, Brockhaus Private Equity

Radoslav Albrecht, Founder & CEO, Bitbond

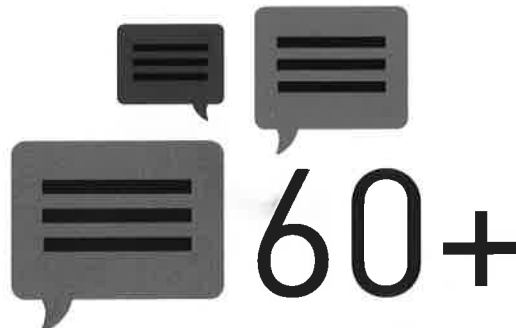
Emma-Victoria Farr, Financial Reporter, Mergermarket (Moderator)

12:30 Networking lunch

OVER THE NEXT TWO DAYS...



400 DELEGATES



SPEAKERS

AFTERNOON SESSION

stream **A** EQUITY**13:30 Panel: Large IPO cases**

2015 was marked with extremely high volatility that forced a number of IPOs to be postponed or stopped altogether. Despite this, some firms enjoyed successful market debuts at very high volatility levels. What caused some flotations to succeed in tough market conditions whilst others failed? Should an IPO still be issued in a hostile market environment? Which preparatory steps proved most crucial? Which pricing strategy is advisable?

Ronald Köhler, Head of IR, **Covestro**
Britta Schmidt, VP Investor Relations & Treasury, **Scout24**
Holger Alfes, Partner, **Capital Markets, Noerr LLP**
Heiko Veit, Director, **Metzler Asset Management**
Marc Schmidt, Managing Director, **Credit Suisse**
Sofia Cerqueira, Deputy Editor ECM, **Mergermarket** (Moderator)

14:15 Panel: How do SMEs reach the IPO stage?

As the German IPO appetite soars, this panel will explore the current marketplace for small to medium sized company IPOs. Companies currently preparing for an IPO: expectations investors will have of them, and why in a dual track process the IPO route might win out.

Clemens Krause, CFO, **Ferratum Group**
Moritz Hunzinger, Chairman, **Cashcloud AG**
Sven Kapell, Managing Director, Head of Equity Capital Markets, **Oddo Seydler**
Wolfgang Blaettchen, Managing Partner, **Blaettchen Financial Advisory**
Sofia Cerqueira, Deputy Editor ECM, **Mergermarket** (Moderator)

15:00 Chair's closing remarks**15:15 Networking reception**stream **B** DEBT (MAIN ROOM)**13:30 Which growth story is best for a bank versus fund?**

The panel will examine the typical financing options available for a German company seeking growth. What kind of request makes for a "bank story" vs a "unitranche story" in the eyes of the credit committee? What projects can banks support and which are more challenging? Which sectors present a more difficult risk profile for credit committees and why? Borrowers and lenders offer their perspectives on raising debt; Can the hausbank still be relied upon for all funding requirements? Which projects or strategies have been challenging to finance through relationship banks?

Peter Maluck, CFO, **DOCUGroup**
Patrick Ordynans, Executive Director, **Alcentra**
Matthias Wilcken, Partner, **Gilde Buy Out Partners AG**
Torsten Aul, Head of Syndication, **IKB Deutsche Industriebank AG**
Didier Beltai-Menth, Vice President, **Bayern LB**
Johannes Schmittat, Managing Director, Co-Head Debt Advisory & Financial Restructuring, **Altium** (Moderator)

14:15 How can direct lenders penetrate Germany's relationship-based lending culture?

The panel will discuss bank / fund tie-ups, the relationships between lenders and borrowers, and the role relationships play when raising debt or lending.

Ralph Betz, Portfolio Manager, **EQT Partners**
Michael H. Bork, Managing Director, **Equistone Partners**
Michael Zander, Managing Director, **ING Bank**
Jochen Baumann, Senior Vice President, **Deutsche Beteiligungs AG**
Sarah Syed, Reporter, **Debtwire** (Moderator)

**Networking tool**

Visit: <http://tiny.cc/MMGermany2016>
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14:15

PANEL:
 HOW DO SMES REACH THE IPO STAGE?

Clemens Krause, CFO, Ferratum Group

Clemens Krause is the company's CFO and the Managing Director of Ferratum Capital Germany GmbH. From 1989 to 1994 he worked at the Institut für Rechnungswesen and completed his PhD thesis on credit rating with artificial intelligence. In 1994, he joined Bankgesellschaft Berlin AG where he worked as a manager and director. Since 2008 he has been the CEO and owner of EXCELLENCE Wealth Management GmbH and joined the Group in January of 2012 as its CFO.


Moritz Hunzinger, Chairman, Cashcloud AG

Moritz Hunzinger is founder of the stock listed infas Holding AG and was CEO from 1979-2004. Moritz is Deputy Chairman of the Board and Chairman of the advisory board of Brocard Group since 2003. His name is in the "Guinness Book of Records" for the launch of the Swatch watch. Moritz was awarded the Knight's Cross of the Order of Merit by the Federal Republic of Germany, the Medal of Honour of the German Armed Forces by the Federal Minister of Defence and the Medal of Honour of the Mayor of Kiev.

 @cashcloudcom

Sven Kapell, Managing Director, Head of Equity Capital Markets, Oddo Seydler

Mr. Kapell has more than 20 years of experience in Investment Banking/Corporate Finance. At Oddo Seydler Corporate Finance, Sven is responsible for the Equity Capital Markets activities in the German speaking region. Sven has held various Corporate Finance positions at Deutsche Bank, lastly as a Director in Equity Capital Markets. Sven holds a masters in Financial Economics at UPF in Barcelona, a masters in Economics at Wayne State University and the Postgraduate Advanced Studies Certificate of the Kiel Institute of World Economics.


Wolfgang Blaettchen, Managing Partner, Blaettchen Financial Advisory

Wolfgang Blaettchen has been the Managing Partner of Blättchen Financial Advisory since July 2010. Prior to that he was an Executive Board Member of BLÄTTCHEN & PARTNER AG from 1985-2010. He studied Economics and Business Administration and worked on a Doctorate in Canada (McGill University, Montreal) and France.


Sofia Cerqueira, Deputy Editor ECM, Mergermarket (Moderator)

Sofia is the ECM Deputy Editor at Dealreporter/Mergermarket, where she covers all types of capital markets issuance across major European markets. Her responsibilities include reporting on IPOs, block trades, rights issues and convertible bonds, as well as editing and training other journalists. Sofia was previously a TMT M&A reporter at Mergermarket.

 @SofiaCerqueira


Connect with speakers on social media via our online agenda at:
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