

# “Trends in M&A and English Law”

Webinar

**Date:** 28 April, Thursday  
**Time:** 15:00 – 15:45  
**Language:** English

The event is free of charge



## SPA: some key issues and trends

### Discussion topics:

- ✓ Governing law/jurisdiction
- ✓ Locked Box or Completion Balance Sheet?
- ✓ MAC, termination rights
- ✓ Damages on an indemnity basis
- ✓ ‘Hell or high water’
- ✓ Security for claims
- ✓ Limitations
- ✓ Disclosure
- ✓ Pre-Completion covenants
- ✓ Knowledge
- ✓ Remedies
- ✓ Notices
- ✓ Conduct of claims



## English law: points of interest

### Discussion topics:

- ✓ Why English law?
- ✓ Damages & indemnities
- ✓ Representations and warranties
- ✓ Best and reasonable efforts
- ✓ Negligence and gross negligence
- ✓ Wilful misconduct and deliberate default
- ✓ Fraud and fraudulent misrepresentation
- ✓ Good faith
- ✓ Agreements to agree
- ✓ Penalties
- ✓ Mitigation



### Speaker:



**Hugh Owen**  
External counsel,  
M&A, Legal

**Main areas of expertise:**  
M&A, SPA support  
and Negotiation

### Education/qualifications

- Bachelor of Laws
- Law Society Solicitors’ Examination
- Admitted as a Solicitor in England and Wales 1996

### Rankings

- Band 1 (one of four lawyers) – Chambers 2018, 2017 CEE Corporate M&A
- Band 2 – Chambers 2022, 2021, 2020 CEE Corporate M&A
- Highly regarded – IFLR1000 2020

Hugh is PwC’s external counsel in **M&A with more than 25 years of experience** in legal consulting. Hugh works on English law M&A, as well as general M&A support. He advises in connection with a variety of large-scale corporate and commercial transactions throughout C&SEE, in the telecommunications, media & technology, banking, insurance, energy, real estate and healthcare sectors.

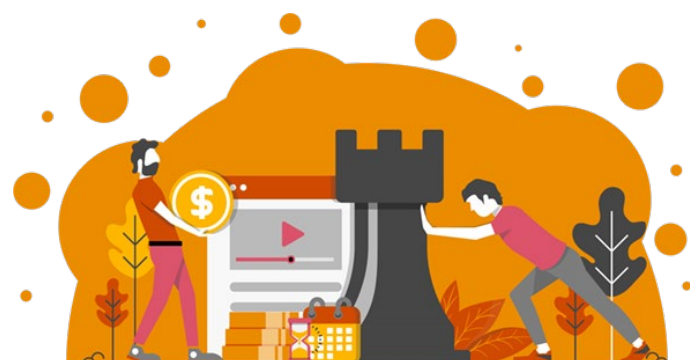


# “M&A Deal Life Cycle”

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Mergers & Acquisitions

## Discussion on matters:

- ✓ Main terms and M&A Deal types
- ✓ Main stages of M&A Deal lifecycle
- ✓ Implications / Impact of Valuations in the M&A Framework
- ✓ Understanding the value of a business in the context of M&A



Valuations

## PwC Capabilities:

- Valuation and pricing of business assets and intellectual property for acquisitions, divestitures, mergers, joint ventures and strategic partnerships
- Estimation of selling/acquisition price of business
- Contribution to authorized capital in non-monetary form
- Modelling
- Project financing, including PPP
- Regulatory valuation and etc.
- Data visualization and analysis
- Merger value creation



## Speaker:



**Arman Nurkin,**  
CFA  
Valuations & PFI  
Leader  
PwC Eurasia

**Main areas of expertise:**  
M&A, Valuations

## Education/qualifications

- Bachelor's in Finance
- Chartered Financial Analyst (CFA)
- Member of American Society of Appraisers (ASA)
- Member of the Management Board of Kazakhstan Chamber of Appraisers
- Certified Appraiser of Kazakhstan

Arman is the Valuations & PFI Leader in PwC Eurasia with over 15 years of experience in corporate finance and investment analysis in the Eurasia region. He has deep expertise in providing business valuation services in all key sectors throughout the Eurasia region.