

Present



Annual M&A Update: Lessons from the Trenches

Wednesday, May 1, 2019

7:00 a.m. — 9:00 a.m.

Westlake Village Inn
Provence Room
31943 Agoura Road, Westlake
Village CA 91361

The global M&A market remained strong in 2018 with announced transaction volumes reaching \$4.1 trillion, the third highest year ever for M&A volumes.

Activity was largely driven by “megadeals” (greater than \$10 billion in size). Thirty megadeals were announced in the first six months of 2018 — the highest first-half megadeal count on record — compared with 14 deals in the first half of 2017.

Activity was brisk across domestic and international deals, strategic and private equity, and across all sectors, with technology and healthcare representing the largest contributors to global volume in 2018. Private equity funds continued to have ample “dry powder” and deployed this capital throughout 2018; sponsor buy-side volume was up 9%.

Several of the key drivers and catalysts of M&A have continued from prior years. Positive global growth, improving cash flows, strengthening balance sheets, low cost of debt, investor support, and CEO confidence all continued to boost M&A activity. The biggest new tailwind this year was the implementation of tax reform in the U.S., which helped generate incremental cash flows and provided access to overseas funds. Innovation, disruption and the need for growth also contributed to M&A activity, driving change across industries, geographies, and organizations. While geopolitical uncertainty was prominent throughout the year and created many headlines, it had limited effect on deal volumes in 2018.

At ACG101’s 2019 M&A panel event, you will hear from four business owners who have been through transactions over the last several years. Learn from sellers and buyers in SoCal’s lower middle market about the ups and downs of the process. Come for the experiences garnered and the lessons learned; leave with numerous valuable takeaways.

Panelists

Umrao Mayer, President and CEO of Zindagi Games (Sold to Zynga in January 2016)

David Melnick, Vice President Web Isolation at Proofpoint (Previous Founder and CEO of WebLife Balance, acquired by Proofpoint in November of 2017)

Timothy Myers, SR, Executive VP and CFO of Landscape Development Company (“LDI”), now an active consolidator.

Deborah Sweeney, CEO & Founder of MyCorporation (Deborah purchased My Corporation from Intuit; Deluxe Corporation acquired My Corporation in 2018).

Industry Overview provided by **David Bonrouhi**, Managing Director, **Calabasas Capital**.

Program Moderated by **Tina Kaufman**, **CBPA**, Entrepreneur and Business Performance Advisor with **Insperity**.