

Livingstone

Speakers and Panellists:

David Richards
SLR Consulting

Tarun Bafna
AMEC

John Cumberland
Interfleet Technology

Lawrence Hughes
Grontmij UK

Sandy McKinnon
McKinnon & Clarke

Graham Nicholson
Tony Gee and Partners

Graham Roberts
WS Atkins

Alex Sleeth
Inspicio

Going Global to Grow Seizing the M&A Opportunity

Thursday, 17th September, 2009
The Soho Hotel, London W1D 3DH

Following the success of our 2008 **Consolidate or be Consolidated?** event, this half-day conference considers the importance of international coverage for independent consulting firms and major groups looking to grow - and protect - their client relationships internationally.

The event is designed for partners, MDs and FDs of growing Consultancy businesses offering technical advice to an increasingly demanding and global client base.

The themes that we will be exploring are relevant for all professional services firms, with an emphasis on organisations delivering technical, often engineering-based, advice to the commercial, environmental, public and infrastructure sectors.

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Going Global to Grow

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Themes

Thinking Ahead

As the professional services industry looks ahead uncertainly to a recovery in global markets, many independent players are looking beyond simple survival to the future - and ways of cementing and growing client relationships so as to emerge from recession with a flourish.

As clients become ever more global, a burning issue for growing consultancies is the need to choose whether or not to become international and, if so, whether to resource projects remotely from the UK or to establish an overseas office infrastructure. For most private-owned consultancies, the prospect of overseas expansion is potentially distracting and dauntingly expensive.

Going Global to Grow aims to deliver a high impact networking event for entrepreneurs at a cross-roads looking to decide upon the best route to a viable international business, through organic expansion, by acquisition or through selling out to a strategic partner with an existing global infrastructure. Speakers and panellists from a range of international groups will share the experience of expanding and acquiring abroad, while seasoned entrepreneurs will talk about their choices, strategies and war stories.

Key issues to be addressed

- What level of coverage are clients demanding?
- How much time do I have to implement a strategy?
- Have I got what it takes to grow by acquisition?
- What do I need to know about doing deals overseas?
- How do I enhance - not prejudice - shareholder value?
- The state of the market - who's buying, why, and what are acquirers looking for?

The Speakers

Livingstone has assembled a group of seasoned senior executives with direct experience of making and executing these difficult strategic decisions.

The Venue:

The Soho Hotel, 4 Richmond Mews (off Dean Street), London W1D 3DH. The venue is surrounded by some of London's best restaurants, bars and vibrant cafes, and is only 15 minutes by taxi from Paddington, Euston, King's Cross, Victoria and Charing Cross railway stations.

Based on the themes outlined, if you would like to submit any questions to be addressed to any of the panels, please email them to:

**Andrea St. Hill at
asthill@livingstonepartners.co.uk**

Programme

- 08.30-09.00** Registration and light breakfast
- 09.00-09.15** Welcome and Opening Remarks
- 09.15-10.15** Panel Session:
Global Growth: M&A Potential & Pitfalls
A group of senior executives from major groups with responsibility for strategy and M&A discuss their approach to international growth.
- 10.15-10.45** Keynote Speaker:
David Richards, SLR Consulting
- 10.45-11.15** Coffee break
- 11.15-12.15** Panel Session:
International Expansion: Do I, Don't I and How?
Seasoned entrepreneurs explore the choices that they have made and the reasons why they made them.
- 12.15-12.30** Q&A Session and Concluding Remarks
- 12.30-13.30** Lunch & Networking Session
- 13.30** Conference Ends

Ample time has been provided for networking with like minded delegates, panellists and members of the Livingstone team.

Livingstone has set the standard for mid-market corporate finance advice since it was founded in London in 1976. Today, the firm employs 70 staff across three offices in the UK, US and continental Europe and completed over 80 deals in 2007/08.

Our exclusive focus on private company M&A and experience of completing in cross-border deals for owner managers, private equity investors and large corporations.

For further information, please visit www.livingstonepartners.com

Terms and Conditions

Delegate Fee:

£125 + VAT for first delegate and £100 + VAT each delegate thereafter.

Deliverables:

Fees include documentation, refreshments and lunch. Should you be unable to attend, a substitute is welcome at no extra charge. All fees payable in advance. Delegates may be refused admission if payment has not been received prior to the event.

Cancellations:

Livingstone Partners regret that there can be no refund should you cancel after midday on Friday, 3rd September 2009.

Booking Form

Please return your form with payment to:

Andrea St. Hill,
Livingstone Partners LLP,
15 Adam Street,
London WC2N 6RJ

T: 020 7484 4708

F: 020 7839 6912

E: asthill@livingstonepartners.co.uk

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Surname _____

First name(s) _____

Job title _____

Name of additional guest (s) _____

Guest 1 _____

Guest 2 _____

Company _____

Address _____

Postcode _____

Tel no _____

Fax no _____

Email _____

Signature _____

Date _____

Please inform us of any special dietary or access requirements that you have.

Payment details:

I would like to book _____ place(s).

I am enclosing a cheque for _____

made payable to Livingstone Partners LLP

