

## Agenda

- 8.45 – 9:00 Registration and coffee
- 9:00 – 9:30 **Why are pensions important in transactions?**  
David Willets MP
- 9:30 – 10:00 **Recent changes in the pensions market**  
Jonathan Punter, Punter Southall & Co
- 10:00 – 10:30 **Pensions law in transactions**  
Mark Grant, CMS Cameron McKenna
- 10:30 – 11:00 Coffee
- 11:00 – 11:30 **Trends in pricing**  
Richard Jones, Punter Southall Transaction Services
- 11:30 – 12:00 **Pensions and the Stock Market**  
Soondra Appavoo, PSolve Alternative Investments
- 12:00 – 12:30 **To clear or not to clear?**  
Paul Geeson, Punter Southall Transaction Services
- 12:30 – 1:00 Drinks

## RSVP/Contact

If you would like to attend please contact Carrette Dixon-Bernard on 020 7533 6990 at Punter Southall & Co, 126 Jermyn Street, London SW1Y 4UJ or email [carrette.dixon-bernard@puntersouthall.com](mailto:carrette.dixon-bernard@puntersouthall.com)

For more information visit our website at [www.pstransactions.co.uk](http://www.pstransactions.co.uk)

## PUNTER SOUTHALL TRANSACTION SERVICES

### Pensions issues for transaction professionals

Tuesday 21 November 2006, 8.45am – 1pm  
The City Club, 19 Old Broad Street, London EC2N 1DS



## Pensions issues for transaction professionals

Tuesday 21 November 2006, 8.45am – 1pm

The City Club, 19 Old Broad Street, London EC2N 1DS

**A half day seminar for those working in corporate finance or M&A who wish to understand the impact of pensions on their work.**

Since the introduction of the Pension Regulator in April 2005 pension issues have been looming large in transactions. There have been a number of high profile deals collapsing due to pension difficulties (for example WHSmith) and 69% of private equity firms having abandoned a deal solely due to pension issues. The risks of investing in a company with a pension scheme seem to be rising all the time but is there a way through the pensions jungle? This seminar will help those working in M&A to see through the pension smog and achieve viable transaction results for themselves or their clients.

The seminar is aimed at investment bankers, corporate finance advisers and other professionals who have a day-to-day involvement in transactions.

## Key speakers



**David Willetts MP**

David is the MP for Havant and the Shadow Secretary of State for Education and Skills. David was for many years the Shadow Secretary of State for Work and Pensions and contributed many innovative ideas to the pension debate. David has continued his interest in pensions acting as a special advisor to Punter Southall & Co.



**Jonathan Punter FIA**

Jonathan founded the leading UK actuarial consultancy Punter Southall & Co in 1988 and has over twenty years experience in the actuarial profession. Jonathan is one of the firm's specialists on the issues surrounding pensions in mergers, buy-outs and due diligence deals and is co-author of Pensions Issues in Mergers and Acquisitions (Longman).



**Mark Grant**

Mark is a partner in the pensions team at international law firm CMS Cameron McKenna, which recently won Pension Lawyers of the Year at the UK Pension Awards. The firm has been involved in a number of high profile corporate transactions involving the Pensions Regulator and the new provisions of legislation that impact on deals.



**Soondra Appavoo**

Soondra is the Managing Director of PSolve Alternative Investments – a London based hedge fund of funds manager with over \$200 million under management. Soondra has 11 years experience in the investment industry, in alternative investments and investment banking and was formerly a Director at UBS Warburg. Soondra has an MA in Natural Sciences and an MBA with Distinction, both from the University of Oxford, and is a qualified Chartered Accountant.