



Post Event Pack | Rome 2019 | #IRRome19

IR 'Dealmakers' Conference

January 31st – 2nd February 2019
The Westin Excelsior Hotel, Rome





Message from the Founder

Dear Attendees,


It was fantastic spending a few quality days together in the beautiful city of Rome. There were many highlights and it was great to see so many new connections and friendships forming. However, we believe there is still room for improvement and sessions such as the deals bash are of course still a work in progress. For this reason, your critique on each element of the meeting is incredibly helpful, so if you haven't already, can you please complete the event survey about your experience in Rome via the link [here](#).

Within this pack, you will find details of all presentations, along with links to photos and video galleries. If you would like a high-resolution copy of any image, please let us know and we will happily send it on to you.

We have 3 other IR events still to come in 2019, next up Tokyo 8th–11th May then Chicago 10th–13th July and the Annual Conference will return to Amsterdam 26th–29th October. We hope to see many of you there. As a reminder, these are all limited ticket events to ensure most effective relationship development time. To ensure you don't miss out, please register your interest via events@irglobal.com.

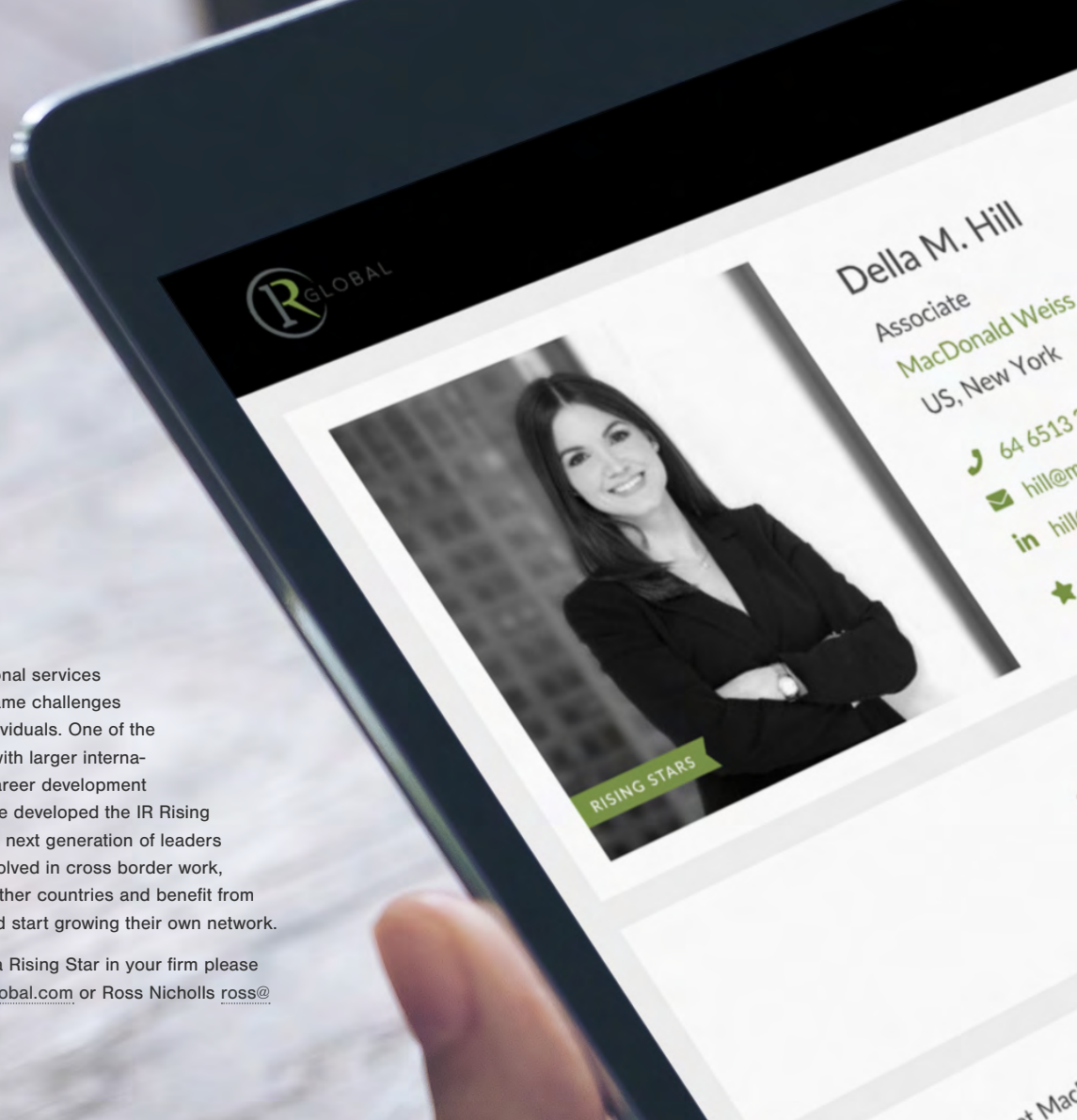
Please keep a close eye on group updates, as there are many exciting developments coming soon. It is an exciting time to be part of IR Global and we thank you again for your ongoing support.

Warmest Regards



Watch the Rome
conference highlights
film:

bit.ly/2ShmA6B



Rising Stars

Boutique and medium sized professional services firms are experiencing many of the same challenges with regard to retaining their best individuals. One of the key issues, is the ability to compete with larger international firms in providing personal & career development opportunities. To combat this, we have developed the IR Rising Stars Programme, which provides the next generation of leaders in your firm the opportunity to get involved in cross border work, learn more about doing business in other countries and benefit from being able to travel, attend events and start growing their own network.

For more information or to nominate a Rising Star in your firm please contact Tom Wheeler via thomas@irglobal.com or Ross Nicholls ross@irglobal.com.

Benefits

- Shows international opportunities to the individual(s) comparable with working in an international professional services firm.
- Provides recognition to the individual Rising Star. An added accreditation and prestige of being in a global network.
- An opportunity for the Rising Stars in your firm to start developing their own international network.
- Provides additional support for your IR Global membership so that you can share network responsibilities; from event attendance to communication with other IR members.
- Increases your networking activity, reach and presence within the group. Plus provides continuity for the future of the firm if you need to step aside for any reason.
- An opportunity for Rising Stars to learn from other IR members, business leaders and expert speakers around the world at IR Global events.
- Increase cultural understanding by working with existing IR members.

Features

- Participants will benefit from membership of the network, with their own profile page and logo linked to their respective firm.
- Event tickets will be offered at a 15% discount at the annual conference. At which, there will be a Rising Stars programme to support their development.
- New members will receive an introductory call with their Client Manager, highlighting how they can utilise the group and the various tools available.
- Secondment programme in which Rising Stars members can gain work experience at other firms and learn about different cultures and practices.
- Mentorship programme, in which Rising Stars can be connected with industry leaders in other countries to help in their development..



SPONSORS: Headline Sponsors



Bacciardi and Partners

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"We were happy to act as Headline Sponsor of the event since it gave us the opportunity to meet new members as well as to strengthen the professional relationships with the members previously met and known. The sponsorship was a remarkable opportunity for Bacciardi and Partners to raise awareness on our law firm and show what we can do to assist clients doing business or executing deals in Italy."

Bacciardi and Partners is a business law firm based in Italy, with offices in Pesaro and Milan, focusing on cross-border commercial, corporate and M&A transactions, employment, tax and customs law.

Bacciardi and Partners maintains more than forty years of proven experience and operates with a team of over 16 professionals, providing strategic advisory to Italian and foreign companies to plan and implement cross border transactions.

Bacciardi and Partners also maintains an M&A division dealing with the management of Merger and Acquisitions and Corporate Finance domestic and cross-border transactions.

BACCIARDI and PARTNERS
international law firm

AQUAN Rechtsanwälte

URS BREITSPRECHER

aquan.com | +49 211 9726 5410

breitsprecher@aquan.com

"IR Global in the Eternal City: In the footsteps of the ancient Romans we met this time in Rome, the former world capital, for the Dealmakers conference. It has been a great opportunity to talk about new deal opportunities, best practise and the new political hotspots like Brexit, trade wars, ... and how this will effect cross-border deals in the near future."

AQUAN is a new concept of legal practice committed to the delivery of legal advice at the highest level, helping our clients achieve their goals. It goes without saying that we embrace and adhere to the principles of honesty, integrity and professional ethics.

Our team of commercial lawyers is headquartered in Düsseldorf, Germany. We bring experience acquired through handling demanding international legal work, into the more relaxed, client-centric environment of a modern boutique practice.

We are highly skilled, highly educated and highly motivated to help you succeed, but equally driven to maintain high standards in professional and social responsibility.

**AQUAN**
RECHTSANWÄLTE

Social Event Sponsors

Donald R. Looper
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Looper Goodwine P.C. handles sophisticated oil and gas industry transactions and litigation, a law firm with deep ties in the Houston and New Orleans business communities. We provide elite competence in regulatory representation and domestic and international onshore and offshore oil and gas transactions. Looper Goodwine partners left well-established law firms to build a law firm model representing middle market public and private companies and complex partnerships. Understanding the oil industry enables the Firm to serve as a strategic legal advisor and supplement to our clients' legal departments. Our lawyers handle complex acquisitions, energy litigation, project finance and tax structuring.

João Valadas Coriel
Valadas Coriel & Associados



+351 213 460 106 | joao.coriel@valadascoriel.com |

www.valadascoriel.com

Valadas Coriel & Associados was established in 2001. VCA has built a very energetic team sporting partners and associates that combine experience and expertise from Law to Economics and Management.

The dynamic yet informal work environment has attracted a number of lawyers from major domestic and international law firms.

We stand in the legal business as solution providers and problem solvers. If you are stuck in a legal or bureaucratic quagmire, we are ready to help. Laws might be just papers with ink on it and the best solution for your legal problem should not be the most complex.

We are "Combat lawyers". Each case is a battle, for whom we define strategy, specific and measurable targets to be met within reasonable time frame.



Wicki Partners AG

BALTHASAR WICKI

www.wickipartners.ch/en | +41 43 317 1178

wicki@wickipartners.ch

Balthasar Wicki and the experts of Wicki Attorneys-at-Law offer entrepreneurs and companies their extensive knowledge and experience for a new way to access company law during phases of growth, conflicts and change.

The experts at Wicki Partners Attorneys-at-Law have a great deal of expertise in business management, are available to support and advise, and adopt an approach based on our wealth of practical experience. The preservation of entrepreneurial freedom, a long-term perspective and the creation of robust solutions are our guiding principles in consulting and crisis management. This practical, understated and in-depth approach offers entrepreneurs, executives and companies the security they require during the turmoil and changes caused by rapid growth and times of crisis.

We assist and support national and international companies with any issues they may have on corporate development, transactions (M&A), contract negotiations, company restructuring measures and succession planning. As mediators, we can also offer support in crisis situations, such as internal conflicts or liquidity problems, with our knowledge and experience.

W I C K I

RECHTSANWÄLTE
ATTORNEYS-AT-LAW

Exhibitor

Bureau Van DIJK
Tommaso Gilardini



+39 06 84 04 611 | bvdinfo.com | tommaso.gilardini@bvdinfo.com

With information on around 300 million companies, Bureau Van Dijk are the resource for company data, a key benefit of their services is how simple they make it to compare companies internationally.

Their data solutions show information such as what companies do, how they're performing and the people that run them, Financial data, legal entity details, M&A activity and news and corporate structures and ownership.

Speakers & Presentations



'It's a zoo around here: A guide to better communication in the workplace' during the 'Dealmakers' conference.

Simone Urbani Grecchi

Head of International Strategic Analysis, Intesa Sanpaolo

www.intesasanpaolo.com

Simone Urbani Grecchi is Head of International Strategic Analysis at Intesa Sanpaolo. Prior to this appointment within the Group, he has been Head of International Public Finance in London (2008-2013) and Area Manager in Italy (2003-2007). He also has extensive experience in consulting (Accenture, Arthur D. Little) and the energy sector (ENI Group).

Drawing on his international background and wide-ranging network, Simone is founder of countryriskintelligence.com, specializing in risk advisory services for businesses, and a regular keynote speaker at seminars, business conferences and executive training programmes.

Unconventional keys to read the Italian economic performance

- The country's unsung strengths (human capital, financials, entrepreneurial rate)
- Why has Italy never become a truly unified country?
- How to unlock Italy's potential?
- Where to look for business opportunities?





Una McSorley

Marcomm

www.marcommtraining.com

An award-winning communication consultant and motivational speaker, Una McSorley is the founder of Marcomm and is a hugely popular inspirational speaker. She is recognised as one of Northern Ireland's leading communication trainers.

She is the co-author of 'It's a zoo around here' a humorous guide to better communication in the workplace. Teaching clients how to overcome the hurdles of poor communication, and workplace rivalry she guides companies of all sizes to transform their strategy, communication and leadership for the better.

Her expertise is in complex communications issues, people management skills and personal development. She has built a reputation for excellence in this field and is renowned for her ability to engage and motivate teams of all sizes.

Una is the only Approved Trainer with the Chartered Institute of Public Relations in Ireland and was awarded a Fellowship with the CIPR (highest membership grade) for her outstanding contribution to CIPR and the PR industry.

It's a zoo around here: A guide to better communication in the workplace

In this humorous presentation perfect for leaders at all levels Una shares her guide to better communication in the workplace.

She will explain how you can become a more effective communicator and ultimately leader, by recognising the variety of communication styles used by the animals in your zoo and adapting your strategy accordingly.



Caspar Craven

British Entrepreneur. Adventurer. Speaker.

www.casparcraven.com

Caspar has sailed twice around the world. Once on the world's toughest yacht race and once with his wife and three young children aged just 9, 7 and 2.

He has built multiple successful businesses and sold one for a 7-figure sum whilst sailing the Pacific Ocean.

Caspar combines his experiences from both business and sailing the world's oceans to deliver a wow experience that leaves audiences inspired and with actionable take-aways for everyday use.

Embracing the Storm

How to deal with adverse conditions and turn them into opportunity.

- Strategies to prepare for the storm
- Breaking down silo's so everyone works together
- Why you need to be prepared to build rapidly after the storm



All presentations can be downloaded from DropBox via bit.ly/2ScQf0o

IR Global Update

During the conference attendees heard from our Founder Thomas Wheeler on the future developments of IR Global and our future events & initiatives.

Initiatives



- Working Group Brochures

We are in the process of completing brochures for all 11 practice area working groups. Each bespoke to show the unique range of skills & expertise within that practice area and including relevant case study material to show the network in action.



- Thinktank

In terms of improving our service offering, we have launched a thinktank within the network. Any member who is interested is able to join and its an opportunity to both hear first our development plans and also be able to help shape future strategy by sharing your expertise.



- Women in Leadership

One of the major successes last year was the development of our women in leadership group which started addressing a variety of topics which have led to some great steps forward. Including significant increased representation on committees across all our working groups in 2019.



- IR Digital Services

In 2019, we have launched a number of new support services including Podcasts, SEO Health Checks and Legal Rankings support. Click [here](#) for website.

If you would like more information about these or our other support services please contact rachel@irglobal.com.



- Deal Teasers

Via the online members area, all members can now submit deal opportunities or ask their client manager to do so on their behalf. These deals are then shared on our online drive, sent to our transactional groups, shared at events and will be included on a deals newsletter.



- App

An updated version on the app will be ready in the next 2 months. With improved functionality for arranging meetings and obtaining important group updates.

Marketing Collaborations



- Legal 500

In 2019, we have a publishing partnership in place with the Legal 500. This will result in all group publications and , thought leadership articles distributed via their site. Reaching an audience of over 1.5million.



- Association of Corporate Counsel

In 2019, we are creating a multi-jurisdictional comparative guide to negotiating commercial contracts and handling contract disputes for their membership.. ACC is the world's largest in-house counsel organization with over 40,000 members worldwide.

1st Quarter 2019 National / Regional Events



MIAMI (EAST COAST)



SANTIAGO (LATAM)



ISTANBUL (MENA)



SAN DIEGO (WEST)

Deals Bash


This was our 2nd Deals Bash following on from its launch in Lisbon last year. The idea is to bring together our 'Deal Makers' from across the globe to add value to their clients by presenting and sharing their deals, to create and deliver opportunities. During, and post event we heard about many members successfully collaborating which is fantastic. This format will evolve and when we reach Zurich for our next 'Deal Makers' event in the summer of 2020 we will have many exciting new developments to share.

We have collated the available deals discussed during the Deals Bash at the conference on the document attached and separated via the relevant sectors so you can review/ action any you wish to. To review the deal in detail please click on the deal name and this will open the relevant document which includes the submitters contact information. For any questions or support on any of the deals please contact the submitter of the deal directly using the contact email listed.

If you would like to submit any future deals to the IR group please use the 'Deal Teasers' section within your online member area. Once approved by the IR Head Office it will be featured within the members area, submitted to the next newsletter and be shared with the global membership of the network. For any questions on the Deal Teasers submissions or our member area please contact info@irglobal.com or your Client Manager.



[Click here](#) to access the full list of submitted deals


DealsBash19

Deals Bash

During the IR Global 'Dealmakers' conference in Rome (31st Jan - 2nd Feb 2019) we hosted our Deals Bash in which member shared various deals across multiple sectors with each other.

We have collated the available deals discussed at the conference below and separated via the relevant sectors below so you can review/ action any you wish to. To review the deal in detail please click on the deal name and this will open the relevant document which includes the submitters contact information.

We strongly suggest utilising the below opportunities shared by your fellow members. For any questions or support on any of the below deals please contact the submitter of the deal directly using the contact email listed in each sector below.

If you would like to submit any future deals to the IR group please use the 'Deal Teasers' section within your online member area. Once approved by the IR Head Office it will be featured within the members area, submitted to the next newsletter and be shared with the global membership of the network. For any questions on the Deal Teasers submissions or our member area please contact info@irglobal.com or your Client Manager.

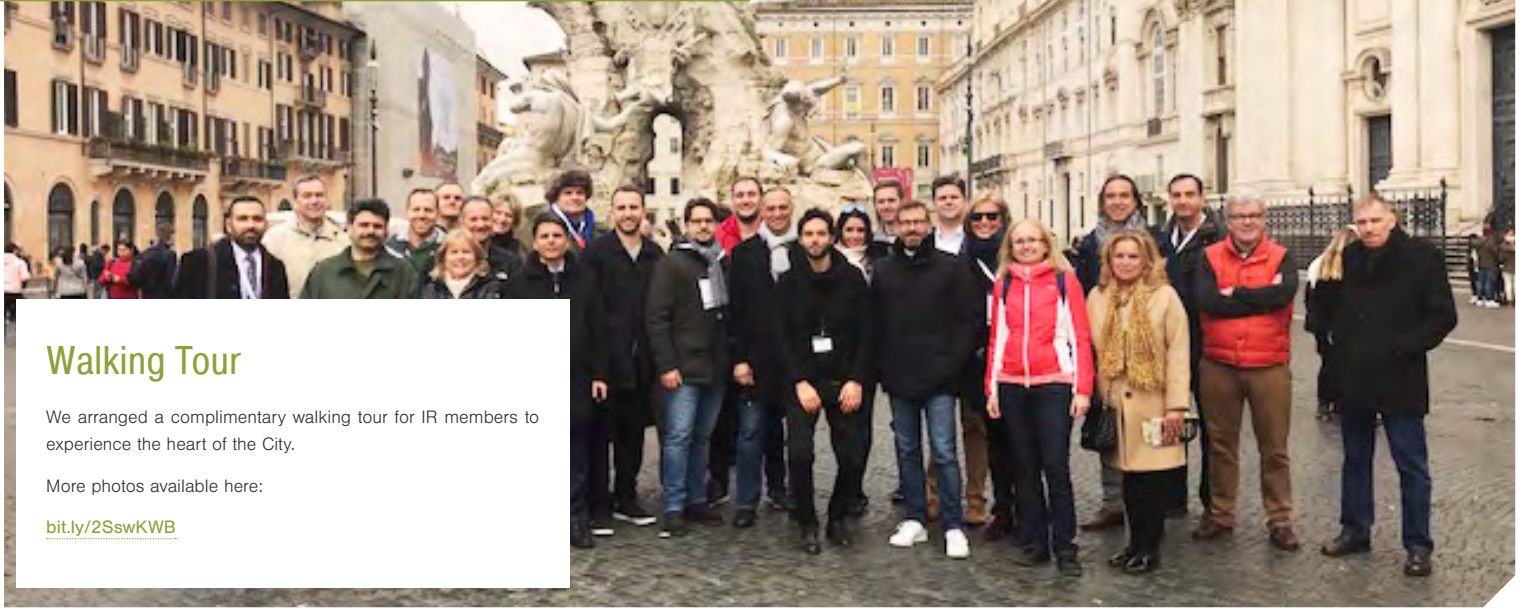
Energy & Resources

Deal Name	Firm Name	Contact of Submitter	Jurisdiction of submitter
Company are seeking a complete sale or recapitalisation of the business.	B&V Capital Advisors, LLC	bshaven@bcapitaladvisors.com	US - Texas
CEE based family office is looking for investment opportunities.	GESSEL	m.maciejczak@gesell.pl	Poland
Develop and build a production plant that handles CO2 from oil and convert into renewable fuels and chemicals.	InfoCapital Advisory & Management	lis.santini@infocapital.eu	Curaçao
Client looking to contribute project into an existing public company.	Loopier Goodwin P.C.	dloopier@loopiergoodwin.com	US - Texas
Small private equity fund seeking funds to acquire more portfolio companies.	Loopier Goodwin P.C.	dloopier@loopiergoodwin.com	US - Texas
Buy-out or majority investment possibility.	Schaffer & Partner	sp@ingerischaffer-partner.cz	Czech Republic
Milkin McKay - Efficient Fuel Solutions (EFS) US LLC Company is seeking to develop appropriate financing and testing methods.	Milkin McKay	peggy@milkinmckay.com	US - Oklahoma

Financial Services

Deal Name	Firm Name	Contact of Submitter	Jurisdiction of submitter
French Co looking to set up new foreign office for tax purposes.	ABLTrivS Trust	sp@ingerischaffer-partner.cz	Netherlands
Set up new royalty conduit companies.	ABLTrivS Trust	sp@ingerischaffer-partner.cz	Netherlands
UK based travel company with shareholders.	Inspire Professional Services Limited	helen.holmes@inspire.uk.net	UK - England
Offer to Invest in The Advocate Fund (AF) Trust, a special purpose vehicle for the purposes of litigation.	Koffka Solicitors & Barristers	roskoff@koffka.com.au	Australia

Social Programme



Walking Tour

We arranged a complimentary walking tour for IR members to experience the heart of the City.

More photos available here:

bit.ly/2SswKWB



IR 'Dealmakers' Rome
The Westin Excelsior, Rome
31st January - 2nd February

IR Global Member of the Year 2018 & Social Sponsor

Valadas Coriel & Associados
We get the deal done.

IR Drinks Reception sponsored by Valadas Coriel & Associados

Held in the Ludovisi room of The Westin Excelsior Hotel, members met for cocktails and canapés. It was a wonderful way to kick off our official programme in a relaxed environment before the professional sessions began.

More photos available here: bit.ly/2RVapw0



Palazzo Brancaccio Evening Dinner sponsored by Looper Goodwine P.C.

Hosted in the historical Palazzo Brancaccio, attendees came together for a wonderful networking dinner including surprise entertainment during the evening.

More photos available here:

bit.ly/2RXlwnV



Tivoli Excursion

Attendees joined a memorable (and wet!) excursion to Tivoli on the Saturday visiting the historic and beautiful Villa D'Este followed by a wonderful lunch in Ristorante Sibilla.

More photos available here: bit.ly/2RT4zv2

Testimonials



IR Global always manage to organize focused events which do meet the expectations of attendees. The team behind IR Global do put in all the effort to make each event a success. The Dealmakers event in Rome is another testimonial to this.”

- *Dunstan Magro of WDM International – Malta*

“One more time, a great chance to improve the relationship with other fellow colleagues around the world. Priceless.”

- *Alberto Predieri of Magnocavallo e Associati – Italy*

“IR Global where lasting bonds of friendship & trust are made; not only do we share common values & work ethics but we also enjoy having drinks when we discuss them in relation to our client work & referrals experiences.”

- *Wissam Abousleiman of Abousleiman & Co – Lebanon*

“Another great event by IR Global. Especially the Deal Makers format adds great value to the network as concrete business opportunities and referrals are created.”

- *Luis Santine Jr. of InfoCapital Advisory & Management – Curaçao*

“I met very interesting persons both new persons and familiar faces during a pleasant and well organised event. For sure worth the visit.”

- *Robert Bron of ABILiTeS Trust – Netherlands*

“It is always a pleasure to meet with new members and strengthen relationships with old members during the IR GLOBAL conferences. Great dynamic entrepreneurial spirit between the members.”

- *Jonas Helaut of Everest Law – Belgium*

“Once again, I had the opportunity to network with an excellent group of collegial professionals and reacquaint with friends. I look forward to upcoming IR Global conferences.”

- *Daniel C. Fleming of Wong Fleming – US – New Jersey*

“It is always amazing to meet with people from all over the world”

- *Andrea Russo of Mincato & Russo Associates – Italy*

“It was great to meet so much people with the same aim to make more Business together and to share idea and ideals.”

- *Wolfgang Hohl of FRTG Group – Franz Reißner Treuhandgesellschaft – Germany*



“The Dealmaker’s conference in Rome was very useful. The smaller venue was conducive to spending more time with those IR members that shared interests. I appreciated that each member came with a purpose of discussing client projects and learning about the members at the table to determine near term potential for assisting. Possibly being a Social Sponsor made attendees more open to me, but I think it was just the fact that members came to discuss deals. I feel that I left this conference knowing well more members than from the annual meeting. IR Global staff were well prepared and worked hard to facilitate meaningful interaction.”

- *Donald R. Looper of Looper Goodwine P.C. – US – Texas(Social Sponsor)*



IR 'DEALMAKERS' CONFERENCE 2019, ROME

2019 Events

Please ensure you register your interest for the conferences with our events team. All events have a limited number of tickets available and are expected to sell out. For further information please contact events@irglobal.com.

IR 'On the Road' Tokyo

8th-11th May, 2019

Hosted in the luxurious Ritz Carlton, Tokyo 2019 will be an opportunity for members to learn more about opportunities in Japan / East Asia and connect with members throughout the region. Furthermore, there is a fantastic social program in place with a highlight being the gala dinner at Gonpachi restaurant famous for that memorable fight scene in Kill Bill.

For more information, see the [pre-event pack](#).

Limited Tickets available – secure your ticket [here](#).



Book Now:
IRGLOBAL.COM/TOKYO2019

IR 'On the Road' Chicago -

10th-13th July, 2019

Join us in Chicago July 2019 at The Mid-America Club for the IR on the road conference. The schedule also includes a luxury networking dinner at The Art Institute of Chicago and the opportunity to network and take in the views on an afternoon cruise along the Chicago river.

For further information see the [pre-event pack](#)

Tickets now on sale – secure your ticket [here](#).



Book Now:
IRGLOBAL.COM/CHICAGO2019



Register your interest:
events@irglobal.com

IR Annual Conference Amsterdam

26th-29th October, 2019

We are looking forward to welcoming attendees to Amsterdam for the IR annual conference October 2019. It will be a fantastic opportunity for you to spend quality time with your fellow members from around the world, develop relationships and explore new opportunities and ideas for collaboration.

Tickets to go on sale April 2019

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