

### EXPANDING ABROAD - KEY CROSS-BORDER ISSUES FOR US BUSINESSES MAKING ACQUISITIONS OVERSEAS

**Date:**

Wednesday, July 29, 2020

**Time:**

12:00 p.m. – 1:00 p.m. CT

**About this Webinar:**

For many US businesses, a route to achieving growth is through an overseas acquisition. This webinar will consider some of the issues that most surprise Americans expanding abroad, whether by stock purchase or asset purchase, based on the shared expertise of a group of seasoned M&A lawyers from ALFA International firms around the globe.

**Presenters:**

**MATTHEW MOORE** is Senior Counsel and Chief Compliance Officer at Shaw Industries Group, Inc., the world's largest manufacturer of carpet, and a leading provider of carpet, resilient, hardwood, tile & stone, and laminate flooring products, synthetic turf, and other specialty items for residential and commercial flooring markets worldwide. Headquartered in Dalton, Georgia, Shaw has annual revenues of almost 6 billion USD and is a wholly owned subsidiary of Berkshire Hathaway, Inc. The company employs 22,000 associates with offices; R&D, manufacturing, warehousing and distribution locations; product showrooms; and/or salespeople throughout the U.S., as well as Australia, Belgium, Brazil, Canada, Chile, China, France, India, Mexico, Singapore, United Arab Emirates, and the United Kingdom. Matthew began his career at Shaw over 16 years ago, where his practice has primary focused on transactional matters, as well as the responsibility for Shaw's Corporate Compliance function.

**BRAD J. PIERCE** of ALFA International member firm, Borden Ladner Gervais LLP in Calgary, Canada, has experience with a range of corporate, commercial and regulatory matters, including private equity and venture capital financings, mergers and acquisitions, international transactions, infrastructure and resort development, and regulatory and environmental compliance. He also has unique expertise with respect to the structuring and financing of commercial enterprises on Federal and First Nation lands. Brad represents leading institutional, private equity and venture capital firms with respect to investments in funds and emerging companies involved in the development of new technologies mostly in Western Canada. He also represents a number of the funds and companies themselves, helping them successfully finance and grow their respective businesses. Brad has assisted domestic and foreign buyers and sellers with respect to the corporate acquisition and disposition of significant assets. He has also worked with businesses in the power and power management, engineering and procurement, oil and gas services, and infrastructure and resort development industries in Canada, the United States and Europe.

**DANIEL ROSENBERG**, a partner in the ALFA International UK member law firm, Charles Russell Speechlys, represents a broad spectrum of UK and international companies and is experienced in a wide range of corporate issues, including M&A, joint ventures, strategic alliances and corporate finance transactions. He has a particular focus on inward investment, especially from the USA and Canada. Daniel is recognized as a leading cross-border M&A lawyer and as a leading cross-border Corporate Governance lawyer in the independently researched Who's Who Legal: M&A and Governance 2020. He is also the immediate past Chair of the ABA International M&A

Subcommittee and of the North American Taskforce of London & Partners, which is the UK Government's inward investment agency for London. Daniel is General Editor of Sweet & Maxwell's Practical Commercial Precedents, as well as being co-author of the Public Companies section of that work. He is a regular speaker on topics related to international M&A. Daniel is admitted to practice in England and Wales.

**WENJIE SUN** is a partner in Grandall Law Firm, the ALFA International member firm with 26 offices in China. He is one of the pioneer batches of lawyers admitted to start private practice in the early 90s'. He obtained his LLM from University of Glasgow. During his 30 years legal practice, Wenjie has represented hundreds of clients in various legal areas. He has extensive experience in FDI, M&A, intellectual property and international arbitration & litigation. He is a co-head of Grandall Law Firm's international department and as executive partner he had also been in charge of marketing and training in Grandall Law Firm. Wenjie is currently based in US in charge of Grandall's liaison office in New York, which operates as a consulting firm to assist Chinese clients' investment and business in the US, as well as provide advice to US clients for their investment and business in China.

**KRISTOFFEL VERMEERSCH** is a partner at the ALFA International firm in Belgium, Marx Van Ranst Vermeersch & Partners, in the corporate, tax and finance group, with more than 25 years of experience. He has extensive experience in corporate and tax advice, partnerships and joint ventures, mergers and demergers, acquisitions, portfolio investments (share participations, real estate, etc.), private equity, venture capital, shareholder disputes and corporate restructuring. He also regularly advises on secured transactions and international financial transactions. He is a frequent speaker at conferences in Europe and the US, addressing such topics as the use of holdings in international corporate and tax structuring, tax developments in Belgium, the notional tax deduction, and trans-border migration of companies. He obtained his law degree from Katholieke Universiteit Leuven (KU Leuven), and is also a graduate of the Tax School of Brussels, the Vlerick Institute of Management, and the University of Ghent (tax law and audit).