



Kellerhals
Carrard

19th SECA Conference – Excellence in Europe

Exit Solutions – Recent Developments

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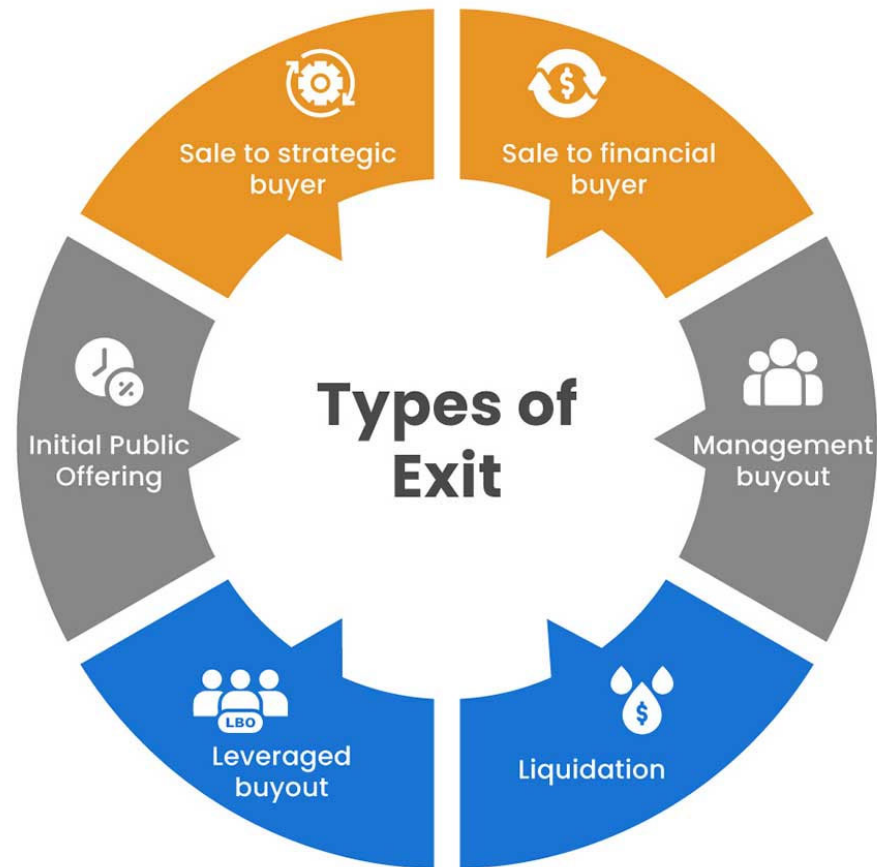
Dr. iur., Attorney at Law, Partner, Kellerhals Carrard

8 February 2023

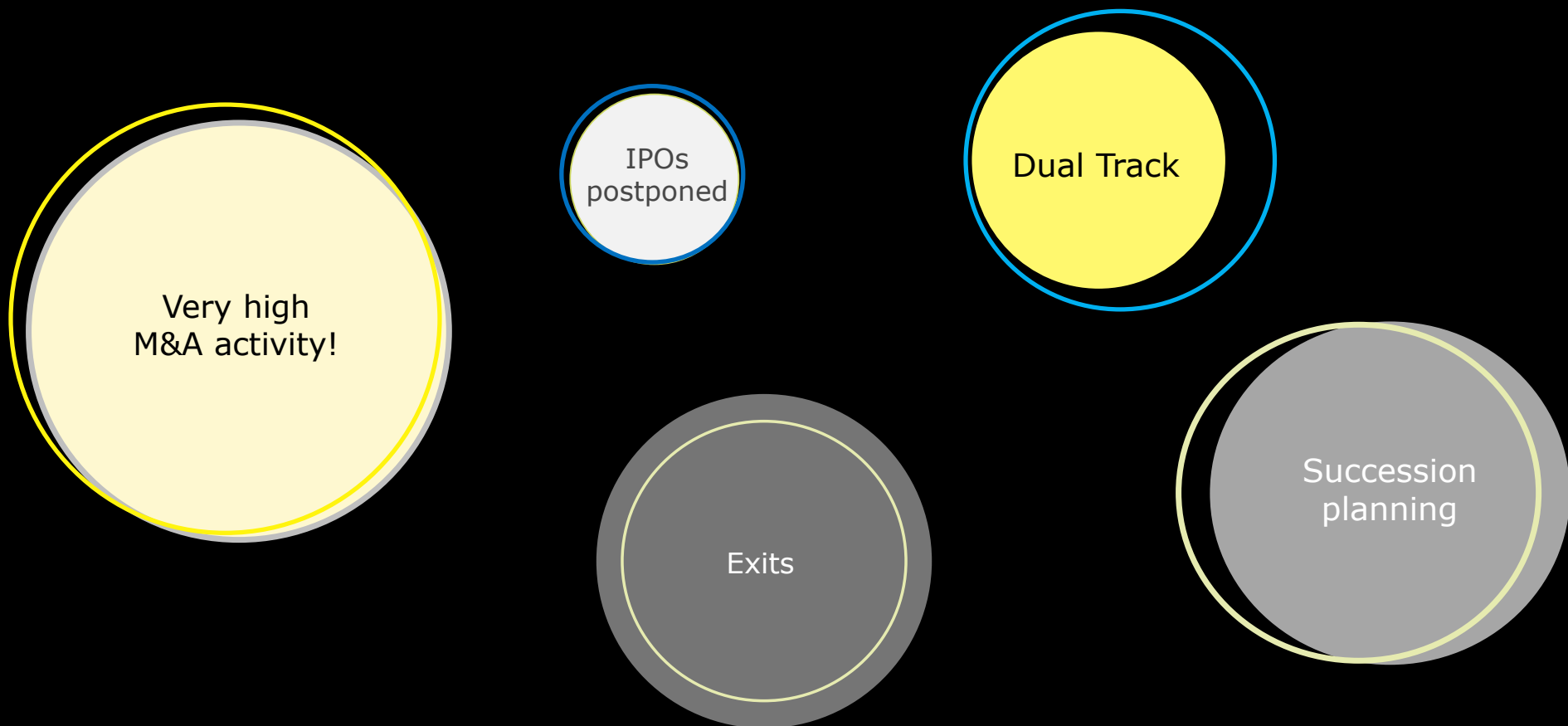
Introduction

Do you have a clear exit strategy?

Exit Solutions



Recent Developments



Conclusion

Different perspectives.



**Exit Solutions – Recent Developments
Panel Discussion**

Questions?

Luca Bianchi

lic. iur., Rechtsanwalt, LL.M., MBA,
MAS UZH in Finance



Chambers, Legal500, Who is
Who Legal



Luca Bianchi is a lawyer and partner at Kellerhals Carrard in Zurich. He advises clients in the areas of capital markets, banking, finance & fintech, regulatory and corporate/M&A. His practice focuses on capital market transactions and the regulation of financial services, financial institutions and financial market infrastructure. He specializes in complex security offerings (e.g., equity (incl. IPOs) and debt capital markets, financing transactions, securitization transactions), financial products (e.g., structured products, ETPs, AMCs, CLNs) and collective investment schemes (e.g., ETFs and investment foundations). He also assists financial institutions in obtaining FINMA approvals. Luca regularly advises Swiss and international clients (especially listed companies) on the handling of key strategic issues. He also focuses on digital banks and fintech companies as well as innovative digital products. In addition, he advises regulated financial institutions on AMLA matters, internal investigations and related proceedings.

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Karim Maizar

Dr. iur., Rechtsanwalt



Top 100 Digital Shapers by
Bilanz/Handelszeitung/Le
Temps (2019)



Karim Maizar is a lawyer and partner at Kellerhals Carrard in Zurich. He works with many of Switzerland's most promising technology and life sciences start-ups during all phases of their growth, from university spin-offs and initial seed rounds to growth financing rounds and exit transactions. He also has extensive experience in advising VCs, strategic investors (including CVCs) and business angels as part of their engagement with Swiss high-tech startups. He is a regular speaker in his field and holds workshops for founders throughout Switzerland. He is closely associated with the Innovation and Entrepreneurship Lab at the Swiss Federal Institute of Technology Zurich and acts as a coach for the BioEntrepreneurship & Innovation Program at the University of Zurich. He is also a member of the board of directors of the Swiss Entrepreneurs & Startup Association (SWESA), a member of the Legal & Tax Chapter of the Swiss Private Equity and Corporate Finance Association (SECA) and a member of the jury of the annual Swiss Top100 Startup Awards. His unswerving commitment to start-ups and venture capital transactions and his enthusiasm for the Swiss start-up ecosystem have earned him considerable recognition in the market for his practice.

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19th SECA Conference

Excellence in Europe

8 February 2023, Zurich
SIX Convention Point

A snapshot

40 Speakers including global investors, influential limited partners and other experts from across the region

80+ Limited Partners including representatives from Switzerland, Germany, Austria, UK and USA

300+ Attendees including Europe's most influential private equity, venture capital, debt and credit investors.

10 Countries represented

53% Managing Director, Director CIO and Partners-level delegates, 39% Principals, VP's and Associates, 15% Chairman, CEO's and Managing Partners

SECA

Swiss Private Equity & Corporate Finance Association
Schweizerische Vereinigung für Unternehmensfinanzierung
Association Suisse des Investisseurs en Capital et de Financement

**Register
now**

www.seca.ch

19th SECA Conference

Excellence in Europe

The SECA Conference is one of the biggest conferences in Switzerland, which brings together the private equity, venture capital and corporate finance industries.

Wednesday, 8 February 2023
08.45 – 18.00

SIX ConventionPoint
Pfungstweidstrasse 110, Zurich

Key Sponsors



SECA Conference

Wednesday, 8 February 2023, 08.45 – 19.00

08.45 – 09.15: Registration / Networking / Welcome Coffee

09.15 –
12.15

Room Auditorium / in English / Moderator **John Cook**

Excellence in Europe – Innovation, Technologies, Business Models

Claus Sauter, CEO Verbio Biofuel & Technology – Excellence in Decarbonization

Nalin Patel, PitchBook – research – global private market trends vs Europe

Nicholas Parker, Founder of Cleantech Group – Cleantech & Climate Change – The role of Europe

Robert Wall, Managing Director - Lazard Asset Management – Investing in Decarbonisation and Energy Security

Johannes Laumann, CIO Mutares – Excellence in European Turnarounds

Paolo di Stefano, Real Estate Swiss Life Asset Managers – Real Estate Opportunities in Europe

Miguel de Vega, Co-Founder Nillion – Web 3.0 – an opportunity for Europe?

Kirsten Bode, Co-Head of Pan European Private Debt, Muzinich & Co.

Antonios Koumbarakis, Head Sustainability & Strategic Regulatory, PwC Switzerland – The European answer to IRA

12.15 – 13.15: Networking / Lunch

13.15 –
14.00

Room Auditorium / in English / Moderator **John Cook**

Roundtable – Economic Outlook for Europe and Implications for Private Equity

Rolf Wickenkamp, Co-Chairman & Founding Partner of AltamarCAM – Investing in Europe: our view on lower and middle markets in Europe

Marcel Rafart, Galdana Ventures - The venture capital landscape in Europe

14.00 – 14.30: Break / Room Change

parallel
sessions

14.30 –
15.30

Room Auditorium / in English / Moderator **Martin Haemmig**

European Energy Solutions

Revolutionizing energy decarbonization at giga-scale: GHG reductions, SAF production, carbon capture, waste to energy, hydrogen, nuclear, wind, solar, hydro, sustainable finance? What are the most important solutions that offer the best investment opportunities in the next decade? What do governments, industry and the consumer need to prioritize through policy, incentives, and market forces?

Aniruddha Sharma, Carbon Clean (UK)

Reza Abhari, ETH Zurich, Institute of Power Engineering

Sigvald Harryson, Innoventum (Sweden)

Peter Schümers, Energy Infrastructure Partners (Zurich)

Room Link / in English / Moderator **Luca Bianchi & Karim Maizar**

Exit Solutions - Recent Developments

Exits play an important role in an entrepreneurial ecosystem. For entrepreneurs and investors it is inevitable to plan their exit strategy carefully and well-ahead. The dual path of M&As and IPOs is even more challenging in Continental Europe than in the US.

Short introduction and presentation about facts & figures:

Thomas Heimann, SECA / HBM Partners

Luca Bianchi & Karim Maizar, Kellerhals Carrard

Discussion of Exit Strategies in Switzerland:

Marc Bernegger, Maximon

Valeria Ceccarelli, SIX Swiss Exchange

Gina Domanig, Emerald Technology Ventures

Gaël Jacquemettaz, UBS

Matthias Müller, BX Swiss

Andreas Neumann, Zürcher Kantonalbank

15.30 – 16.00: Break

parallel
sessions

16.00 –
17.00

Room Auditorium / in English / Moderator **Nicholas Parker**

ESG, Decarbonization & the green economy

The rush to ESG, decarbonization and the green economy has been in full swing for many years. What impact has this mega push had on GHG emissions? How far along are we on the grand curve? What takeaways did you get from COP 27? What are your investment strategies in particular and what impact will your investments have in a best-case scenario?

Christian Sarwa, ZKB Decarbonization Fund (Zurich)

Robert Kuller, Rockton Sustainable Aviation (Sweden)

Philipp Schomberg, KSV Climate Tech Fund

Iain Tobin, Carbon Clean (UK)

Room Link / in English / Moderator **John C. Davidson**

Excellence in European Real Estate

Increasing interest rates, higher inflation have impacted the listed real estate market. What about the European private real estate market? Where are the opportunities?

Michael Sacher, Kingstone ESG Opportunities Fund

Sven Schaltegger, Credit Suisse Asset Management (Switzerland) AG

Thomas Wolfensberger, Peach Property Group

Apero & After-Conference Networking at SIX

Speakers



Reza Abhari
Prof. Dr., Director & Strategic Advisor, ETH Zurich, Institute of Power Engineering



Marc Bernegger
Serial Entrepreneur, Maximon



Luca Bianchi
Attorney at Law, Partner, Kellerhals Carrard



Kirsten Bode
Co-Head of Pan European Private Debt, Muzinich & Co.



Valeria Ceccarelli
Head Primary Markets, SIX Swiss Exchange



John Cook
Chairman, Rock Lake Advisors, Zug



John Davidson
Prof. Dr. Lucerne University, Zug



Miguel de Vega
Co-Founder and Chief Scientific Officer, Nillion



Paolo di Stefano
Head Real Estate Schweiz, Swiss Life Asset Managers



Gina Domanig
Founder-CEO, Emerald Technology Ventures



Martin Haemmig
Adj.Prof. Dr., Global Network Partner, GLORAD / CeTIM



Sigvald Harryson
Founder & International Sales, Innoventum



Thomas Heimann
Head Operations & Investment Solutions, HBM Partners & SECA, Deputy General Secretary



Gaël Jacquemettaz
Head Private Equity & Mid Market M&A, UBS AG



Antonios Koumbarakis
Dr., Head Sustainability & Strategic Regulatory, PwC Switzerland



Robert Küller
Partner, Rockton Sustainable Aviation



Johannes Laumann
Chief Investment Officer, Mutares



Karim Maizar
Dr, Start-up and venture capital attorney, Partner, Kellerhals Carrard



Matthias Müller
Head of Markets & Services, BX Swiss AG



Andreas Neumann
Head Equity Capital Markets, Zürcher Kantonalbank



Nick Parker
Exponential Impact Entrepreneur, Investor and Advisor, Parker Venture Management



Nalin Patel
Lead Analyst, EMEA Private Capital, PitchBook



Maurice Pedergrana
Prof. Dr, Chief Economist Zugerberg Finanz AG, Zug SECA General Secretary, Zug



Bernd Pfister
Dr, Managing Director, Paros Capital AG, Baar & SECA Chairman, Zug



Marcel Rafart
Managing Partner & CEO, Galdana Ventures



Michael Sacher
Managing Partner, Kingstone Real Estate



Christian Sarwa
Senior Investment Director Private Equity, Zürcher Kantonalbank



Claus Sauter
CEO, Verbio Biofuel & Technology



Sven Schaltegger
Head Multi-Manager Real Estate & Infrastructure, Credit Suisse Asset Management (Switzerland) AG



Philipp Schomberg
Co-founder, Kingstone Schweizer Ventures



Peter Schümers
Partner, Energy Infrastructure Partners



Aniruddha Sharma
CEO & Co-Founder, Carbon Clean



Iain Tobin
CCO & CFO, Carbon Clean



Robert Wall
Managing Director, Lazard Asset Management



Rolf Wickenkamp
Dr., Co-Chairman & Founding Partner, AltamarCAM

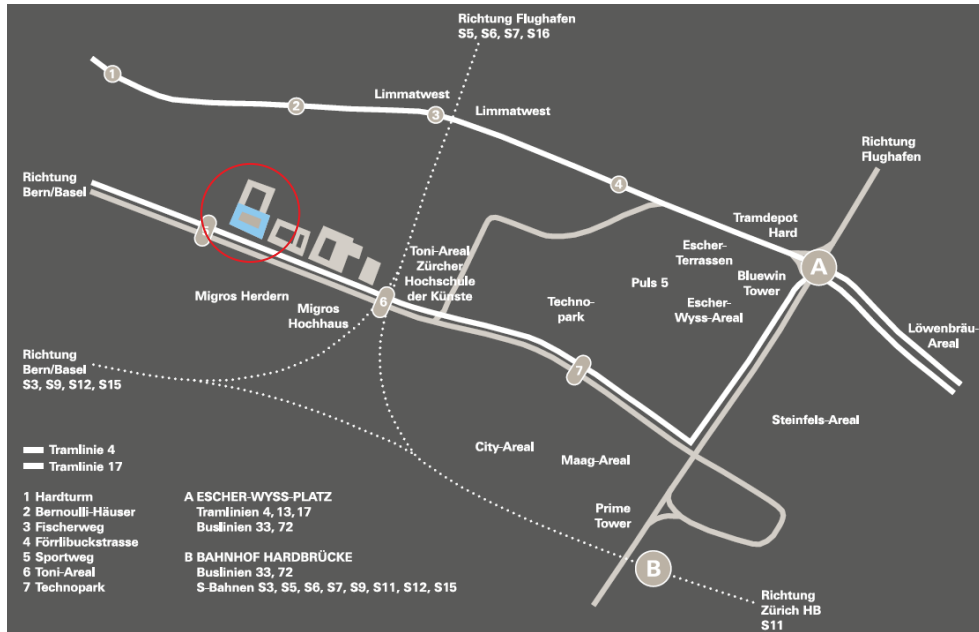


Thomas Wolfensberger
Dr., CEO, Peach Property Group.

Details of the Conference and Registration

The SECA conference will take place in the SIX ConventionPoint.

Wednesday, 8 February 2023, 08.45 – 18.00, Pfingstweidstrasse 110, CH-8005 Zurich



Fee

Conference Fee	CHF 300 (thanks to our sponsors!)
Pension Funds and Family Offices	for free
SECA Full Member	3 participants for free
SECA Associate Member	2 participants for free
SECA Individual Member	1 participant for free – personal membership required
SECA Young Member	1 participant for free – personal membership required

Registration

Please register until **30 January 2023** on our website www.seca.ch.

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Many thanks to all our Speakers & Partners!





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