



Southern California Chapter
presents:

Thursday, February 2 | 7:30-9:30AM

The Center Club
650 Town Center Dr, Costa Mesa
Complimentary Valet Parking

Deal Maker's Crystal Ball: Current Trends & What's in Store for 2017

\$30 · EPI members
\$45 · non-members

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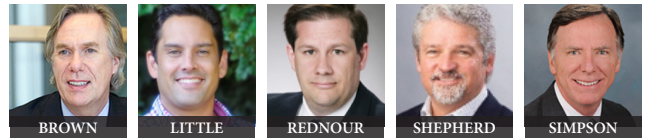
2016 was another hot year for lower middle market M&A. Businesses have historically never been worth so much, and private equity firms are aggressively targeting the lower middle market, with \$600 billion of capital overhang.

Economic and political instability continues to be a force in global financial markets. What's likely to happen in middle market M&A in 2017?

Come and listen to our expert panel of soothsayers, with decades of experience in the trenches advising middle market companies, to learn what you should anticipate and prepare for in 2017.

Our distinguished panelists will address:

- Key external market drivers in M&A for buyers and sellers in 2017
- The key M&A market trends that sellers and buyers should anticipate in 2017
- Impacts on transaction valuations we are likely to see
- When will the M&A market turn, and options for businesses that are not market-ready for sale



:: Jeff Brown, *Investment Specialist, Capital Group*

:: Adam Little, *Managing Director, B Riley & Co. Investment Banking*

:: Jason Rednour, *M&A and Private Equity Partner, Paul Hastings, LLP*

:: Jay Shepherd, *President, Shepherd Growth Partners, and former Senior Partner of Private Equity Fund ClearLight Partners*

:: William Simpson (Moderator), *Partner and Global Private Equity Practice Group Chair, Paul Hastings, LLP*

*Produced by Richard Munro
Managing Director, Newport Board Group*

