

# WHAT'S NEXT FOR U.S. PE AND EUROPEAN CROSS-BORDER M&A

# MIDDLE-MARKET Sexpert Intelligence from ACG

#### MODERATOR



RICHARD JAFFE
PARTNER, DUANE MORRIS LLP,
ACG GLOBAL PAST CHAIRMAN

#### **PANELISTS**



MICHAEL COLLINS

DEPUTY CHIEF EXECUTIVE AND
PUBLIC AFFAIRS DIRECTOR,
INVEST EUROPE



JAY JESTER

MANAGING DIRECTOR,

AUDAX PRIVATE EQUITY



## THE VOICE OF PRIVATE CAPITAL

VENTURE CAPITAL
PRIVATE EQUITY
INFRASTRUCTURE
LONG TERM INVESTORS

1983 formed

EVCN

25 team members in Brussels

- PUBLIC AFFAIRS
- COMMUNICATIONS
- RESEARCH
- EVENTS
- SUPPORT MEMBERSHIP

600 members

**500** affiliates



- VENTURE CAPITAL
- PRIVATE EQUITY
- ♠ INFRASTRUCTURE
- LONG TERM INVESTORS



## A new EU agenda...

#### **Capital Markets Union**



"Venture capital has a key part to play in supporting growth and offering entrepreneurs an option to raise funding in Europe as well as from overseas"

EC Action Plan, Nov 15

Increasing and
diversifying sources of
funding (including
private equity)

Removing barriers to cross-border investment within the EU

Improving access to financing for businesses across Europe (in particular SMEs) Fostering stronger connections with global capital markets

Making markets work more effectively and efficiently across borders



## ...with impact on existing legislation



### 13 July 2016

New EuVECA proposal

#### 2017

Expected AIFMD Review



## AIFMD Current challenges



2013: Entry into force

2014: Transposition deadline

2017: planned review

Remuneration: link with UCITS and CRD "proportionality" rules

Third Country Passport: introduction of a marketing passport for third country fund managers

Passport fees & charges: imposition of additional fees and other requirements by host regulators on fund managers looking to use the passport

Access to EU LPs: third country manager access to Europe (national private placement regimes)

Leverage: concerns around the definition/limitations of leverage



# AIFMD Third country passport



June 2015:

ESMA 1st advice

July 2016:

ESMA 2<sup>nd</sup> advice

H 2 2016:

Commission decision

6 countries assessed

Only Switzerland, Jersey and Guernsey deemed equivalent (not US)

Suggested that the Commission delay formal decision until "critical mass" is achieved 12 countries assessed

Japan and Canada also deemed equivalent

Envisages passport for United States, although issue with funds undertaking public offerings to investors

"Critical mass" is achieved for ESMA (9 countries in total)

Commission decision on next steps in coming months

Will US passport be granted? And under what conditions?

Politics remain complex (strained EU-US FS relationship; Brexit; AIFMD II proximity)



### **EuVECA**

### Extending the light passport regime



**January 16:** Consultation **July 16:** Commission proposal

**H1 2017:** Adoption ?

Scope: allowing above AIFMD threshold fund managers to market EuVECAs

Qualifying requirements: Lower the threshold below 70% and/or enlarge the definition of qualifying portfolio companies (250 to 500 employees); broader range of eligible instruments

Passport fees & charges: prevent any additional fees and other requirements by host regulators on fund managers looking to use the EuVECA passport



# MIDDLE-MARKET Sexpert Intelligence from ACG

#### MODERATOR



RICHARD JAFFE
PARTNER, DUANE MORRIS LLP,
ACG GLOBAL PAST CHAIRMAN

#### **PANELISTS**



MICHAEL COLLINS

DEPUTY CHIEF EXECUTIVE AND
PUBLIC AFFAIRS DIRECTOR,
INVEST EUROPE



JAY JESTER

MANAGING DIRECTOR,

AUDAX PRIVATE EQUITY



20 - 21 OCTOBER 2016 | HOTEL ARTS BARCELONA | BARCELONA, SPAIN

# EUROGROWTH®2016

REGISTRATION IS NOW OPEN

WWW.EUROGROWTH.ORG



# MIDDLE-MARKET INSURANCE Support Intelligence from ACG

# THANK YOU!

QUESTIONS?