

Past Events - Detail Page

Title: Inbound Investment Impact on Deal Flow

Category: Breakfast Meeting

Location: The Standard Club, 320 S. Plymouth Ct.

Start Date: October 3, 2008

End Date: October 3, 2008

City: Chicago

Description: **Inbound Investment Impact on Deal Flow**

7:30 am to 9:15 am
The Standard Club, Chicago

Driven in large part by a historical weakness in the US dollar and rapid growth of foreign private equity and sovereign investment funds, inbound investing in the U.S. has become increasingly important to deal flow during these challenging times. The International Network of ACG Chicago has put together a first class panel of experts to give you both an overview of how this trend is taking shape and some of the finer points of how it is impacting the American M&A market.

Our panelists will discuss overall trends and sources of deal flow into the US, including from Europe, the Middle East and Asia from the perspectives of transaction advisors who have also been tracking cross-border deal flows (Grant Thornton), the US private equity arm of Bahrain-based Unicorn Investment Bank (with a Middle East LP base) (UIB Capital) and an investment bank with significant cross-border experience, including with Europe and Asia (Lincoln International).

Panelists

Steven E. Brady, Partner, Grant Thornton, LLP

Tariq Malhance, President, North America, UIB Capital

Thomas R. Williams, Managing Director, Lincoln International

Steven E. Brady, Partner, Grant Thornton, LLP has over twenty years of experience and is the Midwest leader of Grant Thornton's Transaction Advisory Services practice. Mr. Brady specializes in performing due diligence for financial buyers, strategic buyers and asset-based lenders for equity and debt transactions.

Mr. Brady has a primary responsibility for the delivery of financial due diligence services for private equity investors and strategic acquirers of businesses, securitization transactions and asset-based and mezzanine debt. Mr. Brady brings extensive experience in auditing, due diligence, consulting and executive positions in the industry. Mr. Brady has expertise in areas which include due diligence, mergers and acquisitions, equity capital, financing transactions, business plan development and implementation, financial & accounting systems and turnarounds.

Mr. Brady's career has included fifteen years of public accounting experience. Prior to joining Grant Thornton, Steve was an audit partner with an international firm and partner-in-charge of the construction/real estate practice of a large regional firm. Immediately prior to joining Grant Thornton, Steve was CFO for a regional construction and specialty manufacturing firm and CFO/COO of a start-up medical device manufacturing company. Steve's background includes experience with industries including manufacturing, distribution, construction, real estate, automotive manufactures and suppliers, energy and financial services.

Mr. Brady received his BA in Accounting and Finance with Honors from the University of Wisconsin.

Tariq Malhance, President, North America, UIB Capital, has overall management responsibility for UIB Capital's principal investment advisory activities in North America. In addition, Mr. Malhance is responsible for UIB

Capital's developing and advancing Unicorn Investment Bank's complementary service offerings such as commercial and investment banking, municipal and corporate debt offerings, and other Shariah-compliant financial services. Mr. Malhance serves as a director of UIB Capital portfolio company Precision Time, Inc. and also serves as an executive committee member of their portfolio company Ellington, LLC.

Mr. Malhance brings to UIB Capital his extensive experience and relationships developed over the past 25 years in a series of positions of increasing responsibility with the City of Chicago, including as City Comptroller, three years as the City's First Deputy City Treasurer, as Managing Deputy Comptroller for Debt and Asset Management, and as Deputy Comptroller for Financial Policy.

During his career with the City, Mr. Malhance was tasked with managing its cash flow, debt, and credit activities, and was responsible for overseeing the issuance of approximately \$40 billion in bonds to support various City projects. Recently, Mr. Malhance led the \$1.8 billion securitization of the seven-mile Chicago Skyway tollway to Macquarie Bank of Australia and Cintra of Spain. This transaction was the first of its kind in the U.S. Mr. Malhance was also an active trustee member of four of the City's pension funds, which together controlled about \$13 billion.

Mr. Malhance received his B.S in Commerce at the University of Karachi, Pakistan, and subsequently received a B.S.B.A. in Finance from Roosevelt University in Chicago. Mr. Malhance also earned an MBA from Roosevelt, and went on to earn an M.A. in Economics from the University of Illinois, Chicago. Mr. Malhance has also completed his post-graduate coursework for a Ph.D. in Public Analysis at the University of Illinois, Chicago.

Thomas Williams, Managing Director at Lincoln International is Co-Head of the Global Industrial Group. Mr. Williams leads deal teams, manages key client relationships, and is active in marketing the firm's global capabilities. Mr. Williams has been involved in several acquisition advisory engagements for both U.S. and international clients of Lincoln International.

Mr. Williams has extensive experience working with large corporate clients and private equity firms in marketing and negotiating the acquisition and the sale of industrial manufacturing and distribution businesses. Mr. Williams has a diverse range of transaction experience developed in working with capital goods and machinery manufacturers including the construction and agriculture, electrical equipment, process controls, and transportation industries.

With over twenty years experience at bulge bracket investment banking firms and other financial advisory firms including Merrill Lynch, Morgan Stanley, Banc of America and Continental Illinois National Bank. Mr. Williams previously was a Managing Director at Merrill Lynch and Co. in their corporate finance department where he worked for 13 years. Prior to joining Lincoln International in 2004, he was group Vice President of Corporate Development for SPX Corporation where he led the acquisition and divestiture of numerous industrial businesses.

Mr. Williams earned a MBA from Northwestern University 's Kellogg School of Management and a Bachelor of Business Administration degree in Finance from the University of Notre Dame.

Registration Fees

\$30.00 ACG Members

\$40.00 Non-ACG Members

Cancellation Policy

All cancellations received in writing to tcobb@acg.org no later than 5pm, Oct. 2 will receive full credit. All no shows will be invoiced. Payment is expected at the time of registration.

Document(s) for Download: [Inbound Deal Flow Impact - Steve Brady - Grant Thornton](#)

[Inbound Deal Flow Impact - Tariq Malhance - UIB Capital](#)

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[Inbound Deal Flow Impact - Tom Williams - Lincoln International](#)

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