



POST-COVID M&A LANDSCAPE WEBINAR

Sept. 30, 2021



SPEAKING WITH YOU TODAY

Moderator



Peter Brown
Partner
GHJ

Panelist



Jennifer Lee
Partner
Sheppard Mullin

Panelist



David Sutton
Principal
GHJ

AGENDA

Intro	Peter Brown, Partner, GHJ
How Deals Get Done	Jennifer Lee, Partner, Sheppard Mullin
Current Landscape	David Sutton, Principal, GHJ
Purchase Price Adjustments and Post Closing Disputes	Peter Brown, Partner, GHJ
Q&A	Moderator and Panelists
Wrap Up	Peter Brown, Partner, GHJ

HOW DEALS GET DONE

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HOW DEALS GET DONE

- The typical deal – what is the process?
- How has COVID impacted the process?
- What about representations and warranties insurance coverage?
- In a seller's market, what changes do we typically see?

CURRENT LANDSCAPE

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M&A MARKET – THE CURRENT LANDSCAPE

- What sectors have been positively been impacted by COVID?
 - Which have been negatively impacted?
- What is driving the market?
- What is motivating buyers?
- What is motivating sellers?

PURCHASE PRICE ADJUSTMENTS AND POST ACQUISITION DISPUTES



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PURCHASE PRICE ADJUSTMENTS AND DISPUTES

- What are the deal mechanisms that drive purchase price adjustments?
- What are typical adjustments?
- What are common factors that lead to disputes?
- How are purchase disputes normally handled?
- How COVID resulted in more post closing disputes?

FUTURE OUTLOOK

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Q&A

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SPEAKER BIOS



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PETER BROWN

PARTNER, GHJ

Peter Brown, CPA, CFF, ABV, leads GHJ's Forensic Services Practice and has extensive experience quantifying damages in commercial litigation and conducting internal investigations. He has served as an expert witness in a variety of matters and as a third-party neutral regarding accounting matters and purchase disputes.

Prior to joining GHJ in 2020, Peter spent 30 years working at Big Four accounting firms where he served as the Forensic Services Practice leader for investigations and disputes for Southern California.

Peter is an active member of the American Institute of Certified Public Accountants (AICPA) and serves on the Forensic and Valuation Services Executive Committee. Peter also holds leadership positions with the California Society of Certified Public Accountants (CalCPA). Peter is currently the Chair of CalCPA's Forensic Services Section and is a member of CalCPA's Board of Directors.

Additionally, he is a past-chair and current treasurer for Uplift Family Services, the largest behavioral and mental health treatment program for children in California.

Peter graduated from the University of California, Davis, where he received a Bachelor of Science degree in managerial economics and from Loyola Marymount University, where he received a Master of Business Administration.



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JENNIFER LEE
PARTNER, SHEPPARD MULLIN

Jennifer Lee is a partner in the Corporate and Entertainment, Technology and Advertising Practice Groups in the firm's Los Angeles and Seoul offices.

Jennifer enjoys a global practice representing public and private companies in a variety of industries, including entertainment and media, technology, manufacturing and financial services. She has represented companies in a variety of corporate transactions, including mergers and acquisitions, public and private equity and debt offerings, venture capital investments, strategic alliances and other general corporate matters. In addition, Jennifer has advised entrepreneurs and start-up ventures in connection with formation and general corporate matters. Jennifer has also counseled public and private companies in all aspects of corporate governance.

She has been recognized as a “Best Lawyers in America” in *Best Lawyers* for 2020-2022 and “Southern California Rising Star” in *Super Lawyers* in both 2015 and 2017. She has also been a featured author and speaker at various industry publications and events.

Jennifer graduated from the University of California, Los Angeles, where she received a J.D. and a B.A. She also speaks fluent Korean.



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DAVID SUTTON PRINCIPAL, GHJ

David Sutton is a leader in GHJ's Advisory Practice with more than 15 years of experience across technology, restructuring and mergers and acquisitions. Originally from the U.K., David's advisory experience includes work across the retail, technology, distribution, manufacturing and real estate sectors. David leads GHJ's M&A projects and oversees all of GHJ's cyber security engagements.

Prior to joining GHJ in 2017, David provided performance improvement, restructuring and turnaround advice to distressed clients and their stakeholders. David previously advised a \$150 million manufacturing group on cross-boarder M&A strategy and led the modeling and accounting advisory engagement for an \$8 billion technology business. David was previously an Aerospace Engineer with the U.K. Ministry of Defense.

David earned his master's in Electronic Engineering from the University of Leeds and studied at the University of California, Los Angeles. He is also a certified Associate Chartered Accountant in the U.K. and a member of the Institute of Engineering and Technology and is currently pursuing his master's in Computer Science at Georgia Tech.

David is an avid Formula One fan, the Treasurer of the OC Chapter of The American Institute of Aeronautics and Astronautics and holds his private pilot license. David is married with two children and lives in Los Angeles South Bay.



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