

Winston & Strawn Sponsors The Deal Economy Conference 2023

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Winston & Strawn was a proud sponsor of The Deal Economy Conference 2023: Predictions and Perspectives, powered by IMN. This one-day, in-person conference explored the opportunities, obstacles, and risks dealmakers face in the current environment and how to navigate through them.

The conference focused on addressing the following topics:

- Where will successful dealmakers find opportunity?
- What sectors will be a bright spot as the market recovers?
- What type of deal structures and financing options are favorable in the current market conditions?
- How will regulatory uncertainty impact the SPAC market?
- What does the future of the mega-deal look like?
- How is insurance being used to mitigate risk in this turbulent environment?

A former Winston Partner moderated a panel titled “Private Equity: Continuing to Invest for Growth and Value Creation.” Key takeaways and considerations from this panel include:

- The impact of rising acquisition finance costs and reduced debt availability
- How are private equity investment strategies evolving in the hunt for strong returns?
- What is the current fundraising environment?
- How have investor expectations changed? Are LP concerns around ESG shaping investment strategies?
- The growing gap between vendor and buyer pricing expectations
- Using longer-term flexibility, buy-and-build, earnouts, and “no indemnity” deals
- Exploring the use of partnerships, co-investing, and structured equity investments to remain flexible and creative
- Understanding the impact of increased cost potentials for a drawn-out deal?

- How is PE using representations and warranty insurance and limited indemnification provisions?



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