28th Annual Joint Conference

May 22-23, 2012 • JW Marriott • Washington, DC, USA

The Next Wave: Private Equity in International Franchising
The Next Wave: Private Equity in International Franchising

James J. Goodman
Gemini Investors
Wellesley, MA

Gilles Menguy
Gast & Menguy
Paris, France

Ted P. Pearce
Driven Brands, Inc.
Charlotte, NC

Carolyn Vardi
White & Case LLP
New York, NY

Moderator
Andrew P. Loewinger
Nixon Peabody LLP
Washington, DC
1. What is private equity and why has it become so popular?
2. What has been its growth generally and with franchising in particular in last decade?

2.1 United States

2.2 Europe

2.3 Latin America/Middle East
3. When do PE firms invest in franchisors – early/acceleration stage and/or mature stage?

3.1 Are a franchisor’s international franchising activities a relevant factor?
4. Do PE Firms invest in international franchisees/master franchisees/developers?

4.1 Why?
5. What are PE funds’ time horizon and approach in investing generally and in franchising in particular?
6. What are the legal issues that arise in a P.E. acquisition?

6.1 Anything specific to franchising?

6.2 Anything specific to international franchising?
7. What are the legal issues that arise post-acquisition?

7.1 Anything specific to franchising or international franchising?

7.2 Anything specific to international franchising?
8. Are there special ownership or transfer issues that arise for private equity-owned franchisors or master franchisees/developers? Are there any issues in French law or European law?
THANK YOU!

28th Annual Joint Conference
May 22-23, 2012 • JW Marriott • Washington, DC, USA