W&I Insurance Solutions in M&A Transactions – Myth or Magic?

The workshop will analyze how M&A deal-making, in particular negotiation dynamics, has been impacted by the increased use of W&I insurance and highlight (i) which scenarios are conducive to efficiently implementing such tool in order to clear transactional roadblocks and optimize risk allocation parameters, and (ii) the particularities which should be paid attention to for a smooth implementation of W&I insurance.

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Alexander Rakosi

Alexander Rakosi is a partner at CMS and based in the Vienna office, additionally with significant activities in Central Eastern Europe. He advises leading corporations, investment funds and insurance companies in the fields of M&A, private equity and restructuring. He also does banking and regulatory work, both domestically and internationally. After studying law in Vienna and at the University of Michigan Law School/USA where he obtained his LL.M., Alexander worked at Sullivan & Cromwell in New York for several years in the areas of M&A, private equity and corporate finance. Alexander has also been admitted to the bar in England and Wales and in New York.

Stephan Werlen

Stephan Werlen is a partner with CMS in Zurich. He focuses on M&A, joint ventures, MBOs, acquisition finance, and venture capital transactions. He has broad experience both in domestic and international mergers and acquisitions (including auction processes) and the financing of such transactions. In addition, for many years, Stephan has advised on many transactions involving the procurement of W&I insurance transactions, both on the side of the insurance company as well as the parties to the SPA seeking insurance coverage.