

28th Annual Joint Conference



the global voice of
the legal profession



Franchising
Building local businesses,
one opportunity at a time.

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

A world map with several green circles of varying sizes highlighting specific regions: North America, South America, Europe, India, and East Asia. The map is set against a blue background with decorative green circular patterns on the left side.

The Next Wave:
Private Equity in
International Franchising

The Next Wave: Private Equity in International Franchising

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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!

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