



LOYENS  LOEFF

STRATEGY & INNOVATION

Innovation in legal M&A

Opportunities and Challenges

Amsterdam, 9 April 2019 – Martijn Schoonewille

Why Loyens & Loeff?



**International
law firm**

Worldwide 11 offices
and more than
1500 employees



**4 Home
Markets**

The Netherlands,
Belgium, Luxembourg
and Switzerland



**Curious
about tech**

We developed
our own Tech Academy
and Legal Lab



Our approach

- Loyens & Loeff has a **strong reputation** in private and public M&A transactions
- The corporate team works in a **matrix model** covering given regions, areas of expertise and industry sectors
- International investment and business structuring, governance and joint ventures** are equally important elements in our M&A practice
- Loyens & Loeff is unique in its **integrated tax and corporate practices**. We believe that effective international tax planning is eminent for the successful outcome of transactions
- Our firm is skilled and experienced in coordinating dealing with **cross border M&A projects** and **partnering with in-house counsels**



Selected credentials

Deal volume in Benelux

Law firm	Y2018	Y2017	Y2016	Y2015	Y2014	Y2013	Y2012	Y2011
Allen & Overy	1	1	1	1	2	1	1	2
Loyens & Loeff	2	2	2	2	1	2	2	1
NautaDutilh	6	6	3	5	9	7	6	3
Stibbe	4	5	4	7	5	9	7	12
DLA Piper	3	4	5	4	3	4	4	5
Freshfields	15	-	6	10	12	5	4	6
Houthoff Buruma	5	7	7	8	6	11	10	8
Baker & McKenzie	12	10	8	9	10	10	9	10
CMS	9	9	9	12	10	13	11	11
Clifford Chance	7	-	10	6	8	8	12	9

Ranking law firms Dutch M&A 2018

	Law firm	# of deals	Value (EUR M)
1	Allen & Overy LLP	59	16409
2	Loyens & Loeff	54	9962
3	Houthoff	48	4219
4	NautaDutilh	43	3698
5	Stibbe	40	3053
6	Lexence	40	647
7	DLA Piper	39	1141
8	deBreij	39	100
9	De Brauw Blackstone Westbroek	33	14456
10	AKD N.V.	33	158



Our firm values



Responsive

We make sure we are able and available to answer client queries as quickly as possible



Quality

We provide advice that is highly technical, practical and pragmatic to make the right decision



Integrated

Our clients value the short communication lines and smooth cooperation



On time

Respecting your calendar is one of your main concerns. That is why we make it ours as well.



Anticipating

We anticipate risks and make sure they are timely flagged.

1

Why?

Loyens & Loeff
Tech Academy

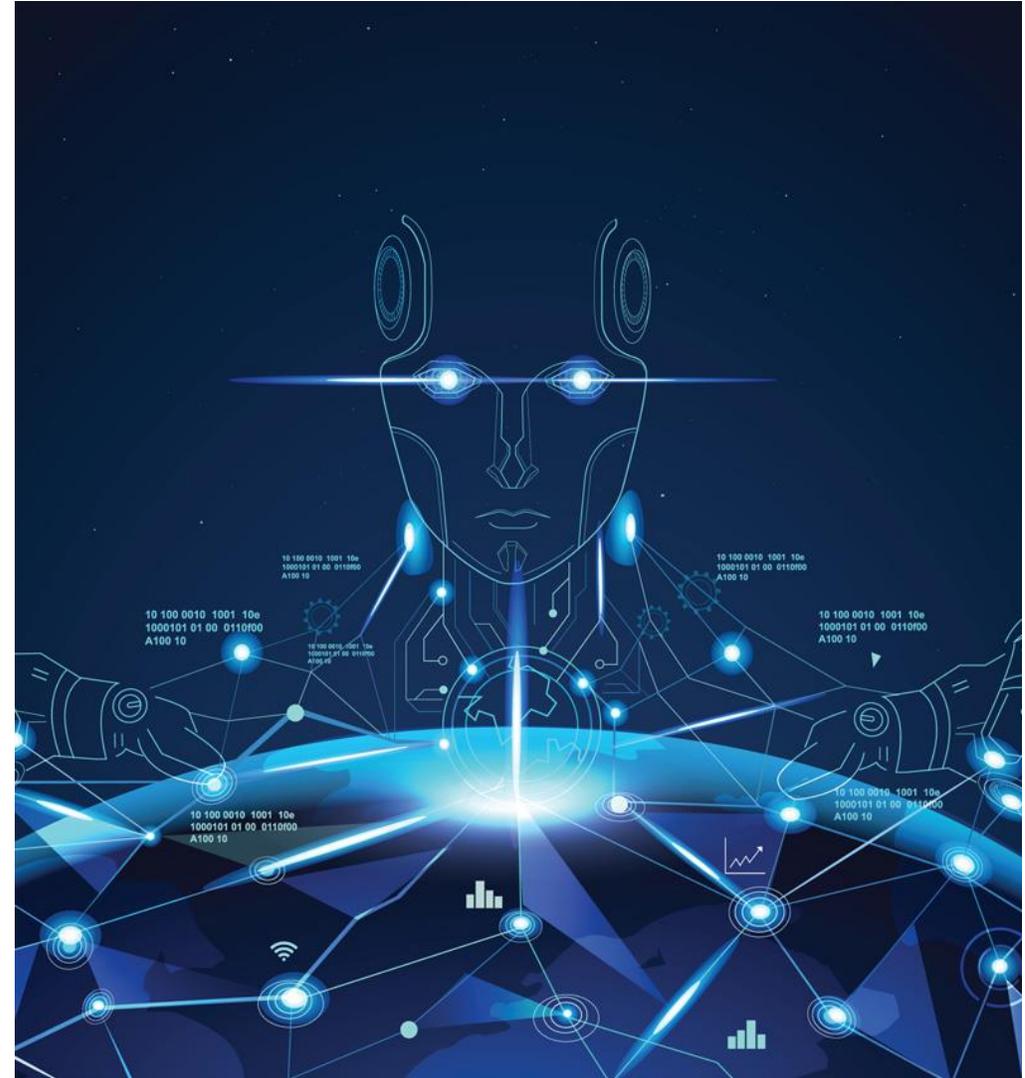
Let's stay future-proof



- DNA
- Creation vs Production
- Remain relevant

2 What?

- LAILA
- Transaction Manager
- “Mr Blue Sky”
- Off-the-shelf products
 - Workshare Transact
 - InsiderLog



- LAILA is short for Loyens & Loeff Advanced Interactive Legal Assistance
- In-house developed tool that helps extracting relevant information from share purchase agreement database and showing trends
- By text analytics and machine learning
- Accessible through chatbot functionality and usual navigation settings

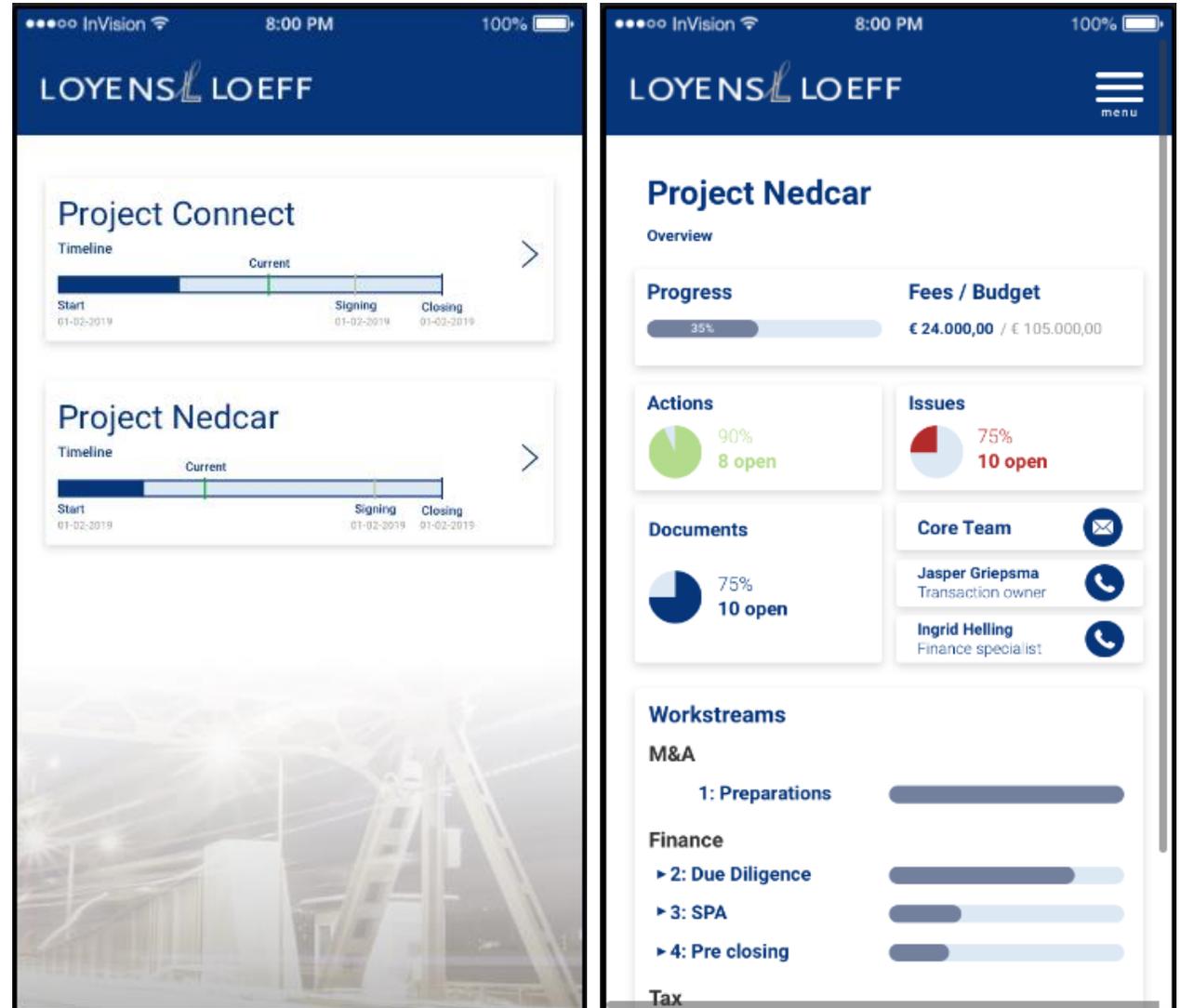
The screenshot displays the LAILA web application interface. At the top, there is a navigation bar with the LAILA logo, the text "Share Purchase Agreements", and buttons for "SPAs" and "Clauses". Below the navigation bar, the main content area is titled "The Carlyle Group and GIC on the acquisition of a division from Akzo Nobel N.V.". A sidebar on the left contains a "Compare items" menu with options: "General Information" (selected), "Title Page", "Table Of Contents", "Transaction", "Clause List", "Signature Page", and "List Of Dates". The main content area is divided into sections: "General Information" (with a "B" icon), "Matter description" (with a "B" icon), "Client" (The Carlyle Group), "Sector" (Corporate / M&A (private), Private equity, Tax, Corporate / M&A (public), Other Finance, Banking & Finance, Manufacturing, Chemicals, Employment Law, Taxes & Benefits), "Auction" (No), "Knowledge Interview" (with a "View on Sharepoint" link), and "Loyens & Loeff Team". The team section lists ten members with their names and circular profile pictures: Barbara Eilon, Femke van de Hoef, Harmen Holtrop, Joyce Zegger, Laurie Kuijpers, Marc Klerks, Bas Vletter, Freek Hilberdink, Jim Margry, Klaas Wiersma, Louis Lutz, and Martijn Schoonewille.

In-house development of transaction management tool

Also for client 24/7 insight into:

- Schedule/progress
- Outstanding actions and issues
- Relevant documentation
- Responsibilities
- Fees/budget
- Status reporting

Improvement of client relationships





- Purchase of software to automate document review and further in-house development
- Automatically identifying, extracting and analyzing contracts available in data rooms
- By machine learning technology database will be enriched

3

Lessons learned

Opportunities in-house development

- Ultimate tailor-made
- Control of expenses

Challenges in-house development

- Time-consuming
- Keeping focus
- Need for dedicated people

Important:

- high level commitment, willingness to involve other professionals
- just buying technology/rolling out in-house developed software isn't enough



Martijn Schoonewille

Attorney at law

Partner

Martijn Schoonewille, attorney at law, is a member of the Banking & Finance practice group. He specialises in advising financial institutions – including banks, investment firms, fund managers, custodians, trading platforms and insurers – on legal and financial regulatory aspects of their businesses and transactions in the Netherlands and, where relevant, the continental European markets. In addition, Martijn acts as counsel to financial institutions, investors and companies in a variety of public and private debt offerings and alternative financing structures.

He is one of the driving forces behind the Loyens & Loeff Tech Academy and has a particular interest in artificial intelligence, smart contracts and DLT uses in financial markets.

With a background in Corporate/M&A, Martijn was seconded in 2008 to an investment bank. From the beginning of 2010 to the end of 2012 he was based in Loyens & Loeff's London office.

Martijn lectures frequently on financial regulatory topics at Dutch universities and the Dutch Bar. He is also a member of the Dutch Association for Financial Law.

T: +31 20 578 57 35

M: +31 651 86 27 25

E: martijn.schoonewille@loyensloeff.com



