



M&A and Private Equity Confidentiality Agreements Line by Line: A Detailed Look at Confidentiality Agreements in M&A and Private Equity and How to Change Them to Meet Your Needs

Igor Kirman

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Written by an experienced M&A practitioner, M&A and Private Equity Confidentiality Agreements Line by Line brings to market the definitive and most comprehensive coverage to date of the confidentiality agreement process in the M&A and private equity settings, making it a critical resource for practitioners in the legal, business, and financial professions. Offering in-depth explanations of each clause as well as practical advice on negotiations, this book covers every key topic in a confidentiality agreement, including limitations on sharing of information, standstill provisions, and non-solicit clauses among many others. This book also provides readers with sample language for each clause and a discussion of each sides' likely reaction and counterreaction, drawn from real-world negotiations. The author leads readers through a balanced discussion of each clause's importance to each side of the negotiations and the set of arguments that are likely to be heard, as well as common compromise positions. In most cases, concepts are illustrated with sample language from real agreements. M&A and Private Equity Confidentiality Agreements Line by Line also features helpful appendices, including a full-length example of a confidentiality agreement first draft and responsive markup, which illustrate many of the principles covered in the book.

About the Author

Igor Kirman is a partner in the Corporate Department of Wachtell, Lipton, Rosen & Katz in New York, where he focuses primarily on mergers and acquisitions, corporate governance, and general corporate and securities law matters. He has advised public and private companies, as well as private equity funds, in connection with mergers and acquisitions, divestitures, leveraged buyouts, joint ventures, cross-border deals, financing transactions, takeover defenses, and corporate governance matters.

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