



Presents  
**The Global M&A Strategy Conclave 2011**  
**26th & 27th May 2011**  
**The Leela Kempinski, Mumbai**

**"I am sure that this event is the only conference held in India that examines the Indian Mergers & Acquisition sector from a financial, tax, commercial and legal perspective"**

**Paul Tennola**, Vice President, Corporate Development / M&A  
Wolters Kluwer Tax and Accounting

Dear Professionals,

The Global M&A Strategy Conclave 2011 is a leading forum with rich insights from India's M&A leaders and experts in conducting best-practice M&A strategy, transaction, integration and execution. With a detailed and dedicated focus on cross-border acquisition, large cap-acquisitions, joint ventures, trade flows between key Indian markets such as Europe and the US, etc.

This master-class event will address the current issues affecting the variant industries in India dealing with Mergers and Acquisition, design a successful cross border strategy, mitigate risk for your M&A deal, examine local and global markets, and help you achieve a smooth deal completion and company integration.

Join us at this world class forum when we explore the opportunities and challenges in M&A for the year ahead.

**Topics to be discussed include:**

- Setting up a sound M&A regime
- Regulatory challenges in cross-border M&A deals
- Difference between Good Acquisition and Bad Acquisitions: Risks & Pitfalls of M&A
- Legal protection for sales, loans and investments: Stocks VS Cash flow
- How is India compared to other Asian markets in M&A?
- Regulation, documentation, legal and reform issues
- How do you validate your due diligence process?
- Corporate perspectives and industry case studies with practical examples
- M&A process: BILL vs BUY methodology
- Gain best practice insight for future international acquisitions
- Assessing appetite for credit and political risk
- What are the tools and techniques of valuation?
- Defined post integration market strategy
- Analyzing the Income Approach to establish value
- The role of factoring in an emerging market like USA, UK etc.
- Understanding the cost of capital essentials for valuation
- When and how to exit a contract or merger?
- Conducting a successful due-diligence program
- Learning and Knowing Anti-trust issues

**Many more...**

### Why you should attend?

- Gain an update on due diligence assessments to avoid messy legal wrangling post acquisition
- Discover how to successfully identify M&A market and then execute the acquisition
- Compare debt and equity financing methodology to learn how to assess deal ROI and value faster
- Learn how to structure cross-border M&As deals to minimise tax and legal liability and avoid exposure
- Evaluate the changing regulations and implications in global M&A
- Structure the bid and design method efficiently and effectively to maximize a deal's value creation and assessment
- Learn best practices for valuation and negotiation to be a successful M&A representative
- Analysis of the potential benefits and pitfalls involved is important before going ahead with a merger or a strategic alliance

### Who should attend?

- CEO, MD, CFO
- Head of M&A
- Head of Corporate Development
- Head of Legal/General Counsel
- Company Secretaries
- M&A Consultants, Lawyers and Financiers
- Chief Strategy Officer
- Law-firm Partner
- Head of Integration

### Confirmed Speakers Include:



**Emily Madder**  
General Counsel South  
Asia  
SIEMENS LTD.



**Anurag Singh**  
M&A Lead, E.I.  
DUPONT INDIA  
PVT. LTD.



**Anjali Naik**  
Editor-Asia Pacific  
MERGER MARKET



**Joginder Yadav**  
Head of Legal, Global  
Managed Services  
NOKIA SIEMENS  
NETWORKS



**CM Sharma**  
Chief Financial  
Officer  
AEGIS LTD.



**Srinivasa Addepalli**  
Sr Vice President  
Corporate Strategy  
TATA  
COMMUNICATIONS  
LTD.



**V.S. Parthasarathy**  
Group CIO, Executive  
Vice President – Finance  
& M&A  
MAHINDRA &  
MAHINDRA



**Hitesh Gossain**  
Sr Vice President  
Strategy & Business  
Development  
CREDENCE  
LOGISTICS



**Rajinder Sharma**  
President Legal &  
General Counsel  
JINDAL STEEL  
WORKS LTD.



**Sanjay Bokadia**  
Chief Financial  
Officer  
FORTIS  
HOSPITALS LTD.

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**Many more...**

#### **Fees\*:**

Regular: Rs. 15,000 + 10.3% Service Tax (per person)  
Contact us for attractive discounts

#### **Registration and Confirmation**

Reservations can be made by telephone, fax or email but will only be confirmed upon receipt of the relevant registration form(s) and payment.

#### **Payment**

Payments can be done by Cheque or Demand draft. All cheques should be crossed, marked "A/C payee only" and made payable to "Wolters Kluwer (India) Pvt Ltd" with the title of the programme(s) indicated clearly on the back of the cheques/ draft.

#### **Substitution Policy**

A substitute delegate is welcome at any time and at no extra charge, if you are unable to attend. Notice of replacement must be made in writing via email or fax to CCH India at least one (1) week before the event.

#### **Cancellation**

Full payment will be imposed if cancellation is made on or after the below mentioned dates. This also applies to no show on the day of [event.in](http://event.in) such case a complete set of the course materials will be sent to you at no additional cost.

**For programme agenda & more information, please contact:**

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