Enhancing Deal Certainty in Cross Border Investments
(CBIC Series B: The Future of M&A)

Date: May 7, 2015, Thursday
Time: 14:00 to 15:30 (followed by 30 min. break)
Duration: 90 minutes
Venue: Theater 2
Committee: Cross Border Investment Committee with the ABA’s M&A Committee
(Joint session)

Synopsis: This session is designed as a workshop on how to enhance deal certainty, especially in the light of the challenges unique to certain jurisdictions. Beyond the contractual terms, not only local legislation and government interference but also economic and political developments can endanger the successful closing of cross-border transactions. The panellists will discuss how legal systems can protect deal certainty. This session will develop guidelines on how to handle threats to deal certainty, explain suitable remedies to prevent a party from walking away from a deal and show how to anticipate issues when drafting agreements using exclusivity, terms of agreement, pre-agreements, liquidated damages, exit clauses and other contractual means.

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