

Session Title: Differences between financial investors and strategic investors

Date: 7 April 2017

Time: 2.00 pm to 3.30 pm

Duration: 90 minutes

Synopsis: This session will explore differences or indeed similarities between strategic and financial investors when pursuing and executing an M&A transaction. After a brief overview of preferred industries/sectors for strategic versus financial and of other criteria for gauging initial interest in a transaction, the speakers will guide the audience through a typical transaction timeline, discussing strategic and/or financial imperatives as the transaction progresses. Topics will include initial approaches, due diligence, exclusivity, level of R&W protection, management incentives, target integration/management, and preparing for an exit.

Committee: Cross-Border Investment Committee

Moderator: Jan Bogaert (Stibbe)

Speaker: Forrest Alogna (Darrois Villey Maillot Brochier), Francisco Martinez Boluda, Rohitashwa Prasad, Tomohiro Tsuchiya (Mori Hamada & Matsumoto), Richard Vernon Smith