

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.

Moderator:

- **Florian Jörg**
Switzerland
Partner, Bratschi
<https://www.bratschi-law.ch/en/attorney/florian-s-joerg.html>
e-mail: Florian.Joerg@bratschi-law.ch

Panelists:

- **Evelyn ANG**
Singapore
Vice Chair, Cross Border Investment Committee
Partner, Rodyk & Davidson LLP
<http://www.rodyk.com/page/Lawyers/partner/157>
evelyn.ang@rodyk.com
- **Frédéric Ruppert**
France
Vice Chair, Cross Border Investment Committee
Partner, Baltazar Associes
<https://www.linkedin.com/pub/frederic-ruppert/7/876/221>
e-mail: fr@baltazar-associes.com
- **John F. Clifford**
Canada
Co-Chair, ABA Task Force on a Revised Model Asset Purchase Agreement
Partner, McMillan LLP
<http://www.mcmillan.ca/JohnClifford>
e-mail: john.clifford@mcmillan.ca

- **Michael Chang**

Korea

Senior Foreign Attorney, **Shin & Kim**

http://www.shinkim.com/eng/m02/member_view.asp?no=202_E

e-mail: mchang@shinkim.com

- **Mayuca Salazar**

México

Associate, Hogan Lovells BSTL, S.C.

e-mail: mayuca.salazar@hoganlovells.com