

M&A Auctions in Asia
(CBIC Series B: The Future of M&A)

Date: May 7, 2015, Thursday
Time: 16:00 to 17:30
Duration: 90 minutes
Venue: Theater 2
Committee: **Cross Border Investment Committee with the ABA's M&A Committee**
(Joint session)

Synopsis: M&A Auctions continue to become more and more popular. They give sellers the competitive pressure they need to streamline the sales process, to increase the price and to limit the buyers' desire for contractual protection. Indeed, it seems that many M&A transactions would not be possible without the pressure resulting from an auction process. How do sellers need to organize an auction process? How many bidders should be admitted to which phase and what are the legal considerations to be taken into account? And how do buyers cope with the practical implications, namely the time pressure, to deal with an auction process? Many Asian bidders are struggling with auction processes – what do their lawyers need to know? And how can lawyers help clients to move on to the next round of an auction process? What are the dos and don'ts when marking up the transaction documents in an M&A auction? Experienced M&A practitioners will share their experience and will involve the audience in a lively discussion.

Co-Moderators:

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