

GLOBAL MERGERS & ACQUISITION WORKSHOP 2018



3 Day Masterclass



23rd - 25th April 2018



Grand Copthorne Waterfront, Singapore

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**BOOK NOW &
GET DISCOUNTS**

OVERVIEW

In today's global environment, successful business executives in almost all functional areas must have at least a solid working knowledge of the broad topic of Mergers & Acquisitions (M&A). While maximizing value for owners has always been a fundamental goal of businesses worldwide, achieving that goal has become more and more challenging. Key factors impacting the changing landscape of the business world include the accelerating globalization in all sectors of business, widening disparities of growth potential between different countries, challenges companies face in generating organic growth, increased demands placed on management by shareholder activists, immense amounts of committed equity capital in the hands of private equity funds, a very liberal lending market and the strong financial position of many large businesses, just to mention a few. Whether you are an international investment banker, lender, investor, student or corporate executive, your future success will depend in part on how well you understand the global purpose, mechanics, risks and results associated with M&A.

This inaugural three-day Master Class will lead participants through the key elements of M&A. We will talk about who the key players are, what they do and what kinds of transactions they handle. We also will discuss the trends, new developments, risks, and opportunities that are imbedded in any M&A transactions that are completed. And we will talk about what kinds of results one would typically expect to see when M&A is done well and also what to expect when the execution is done poorly.

In whatever role you may have, knowing more about the fundamentals of M&A will help you keep up with and beat your competition in the current and future business environment.

COURSE LEADER



Scott P. George

As an experienced investment banker, entrepreneur and former executive of a NYSE-listed global diversified industrial company, Scott has served as a trusted advisor to hundreds of publicly traded and privately-owned companies located throughout the world.

He has spent more than 30 years of his career as a senior investment banker in Chicago at Morgan Stanley, Salomon Brothers and Bankers Trust (now called Deutsche Bank)

He has led the execution of over 300 complex M&A and capital markets transactions all across Asia Pacific, Europe, Middle East, and North America.

Scott is frequently quoted in various business publications, was a contributing author for **Best Practices of Best Dealmakers**; and has been a key presenter at dozens of conferences and industry meetings.



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BENEFITS OF ATTENDING

- Become more conversant about a relevant and popular business topic
- Develop solid understanding of how M&A is used as a tool to grow businesses
- Learn how to work with colleagues on M&A related projects and undertakings
- Learn about best practices in M&A
- Learn U.S. perspective on working on deals in Asia and Europe
- Explore challenges of doing M&A in emerging markets
- Learn about common risks and pitfalls associated with M&A
- Become more informed regarding negotiating tactics in M&A
- Learn how M&A professionals work cooperatively with other functional areas
- Hear “war stories” about transactions completed (and aborted)

PRE-CLASS QUESTIONNAIRE (PCQ)

To ensure that you gain maximum benefit from this event, a detailed questionnaire will be sent to you to establish exactly what your training needs are. The completed forms will be analyzed by the course trainer. As a result, we ensure the course is delivered at an appropriate level and that relevant issues will be addressed. The comprehensive course material will enable you to digest the subject matter in your own time. This training course is designed specifically for participants to work through a dedicated strategic planning process. It is a high-level, intensive and vigorous programmed that will move rapidly. The trainer will introduce the sessions and then participants will have the opportunity to develop their own plan. It is an extremely practical training course where participants will spend considerable time working on their own ideas that will enable them to achieve superior performance within their personal work domains. This training course will contain case studies and learning principles from various organizations, which will enable participants a frame of reference from which they can then launch into their own activity.

WHO SHOULD ATTEND

- Managing Directors & Senior Management
- CEOs & CXOs
- CFOs & Financial Heads
- Executives of M&A Team
- Legal Heads & In-House Counsels
- Directors of Strategic Planning
- Financial Managers / Executives
- Operations Managers / Executives
- Investment Bankers
- Corporate Development Professionals
- Private Equity Professionals
- Lawyers / Accountants
- Business Line Executives

OUR PAST ATTENDEES

Corporate Houses

• Bharat Sanchar Nigam • Bloomberg Resorts Corporation • Ceylon Electricity Board • Ceylon Petroleum Corp • Ceylon Petroleum Corporation • Engineers India • Gul Ahmed Textile Mills • Human Resources Development Fund Malaysia • IDCOL • Indian Oil Corporation • Karnataka Power Corporation • Malaysia Airports Holdings • Martin Dow • Meghna Group of Industries • Ministry of Human Resource (Malaysia) • Mobily • Nepal Oil Corporation • NHPC • NorthPort (Malaysia) • NTPC • Oil India • PARCO • BPCL • Petronas • Petronas Chemical Group Berhad • Petronas Holding Berhad • Petubuhan Keselamatan Sosial (PERKESO), KL • Philippine National Oil Co. • Powerfill Auto Parts • PT Semen Indonesia (Persero) • Real Move Co. • Royal Oman Police • Social Security Organisation (Malaysia) • Sri Lanka State Trading (General) Corporation • Sri Lanka Telecom • Tenaga Nasional Berhad • TH Properties • Thal Limited • The Capital Maharaja Organization • Vardhman Textiles • WAPCOS • Zuari Management Services • Jayson Pharmaceuticals • Lupin Limited • Maldives Tourism Development Corporation • Mari Petroleum Co. • Durres Port Authority • Fiji Ports Corporation • Lembaga Pelabuhan Johor • PNG Ports Corporation • PT Pelabuhan Indonesia IV • Sri Lanka Ports Authority • Petron Corporation • National Rural Support Programme • Hemas Consumer Brands • The ACME Laboratories • Dhaka Power Distribution Company • Berger Paints Bangladesh • Male' Water & Sewerage Company

Banking & Financial Institutions

• Agrani Bank • Agrobank • Allied Bank • AmMetLife Insurance Berhad • Bangko Sentral Ng Pilipinas • Bank Alfalah • Bank AlJazira • Bank Indonesia • Bank Muamalat Malaysia • Bank Negara Malaysia • Apna Microfinance Bank • Bangladesh Bank • First Finance • Garima Bikas Bank • Bank of Baroda • Bank of Ceylon • Bank Rakyat • Bhutan Development Bank • Canara Bank • Central Bank of Sri Lanka • China Banking Corporation • Credit Guarantee Corporation Malaysia • CTBC Bank (Philippines) Corp • Dhaka Bank • Finance Corp. Ltd • Global IME Bank • Grama Vidiyal Microfinance • Habib Bank • HNB Grameen Finance • IDBI Bank • Janashakthi Insurance • Janata Bank Ltd. • Labuan Financial Services Authority • LB Finance PLC • Malaysian Institute of Accounts • Mashreq Bank • Ministry Of Finance • Muang Thai Life Assurance • National Bank for Agriculture and Rural Development • Nations Trust Bank • NIC Asia Bank • NMB Bank • People's Leasing & Finance • Perbadanan Insurans Deposit Malaysia • Public Bank Berhad • Regional Development Bank • Reserve Bank of India • Sampath Bank • Sonali Bank • Soneri Bank • SREI Infrastructure Finance • Sri Lanka Insurance Corporation • Tameer Microfinance Bank • State Bank of India • Syndicate Bank • The New India Assurance Co • United Bank Limited • Vattanac Bank • Prime Bank • Uttara Bank • Petubuhan Keselamatan Sosial • Al-Arafah Islami Bank • Azizi Bank • Rupali Bank • Commercial bank of Ceylon • Pan Asia Banking Corporation PLC • T Bank • Tourism Development Bank • The Premier Bank • Sunrise Bank • Green Delta Insurance Co. Ltd. • Unit Trust of Fiji (Management)

DAY 1: FUNCTIONAL TOPICS

SESSION 1

Portfolio Management

- What are the key elements of effective portfolio management?
- How should management think about capital resource allocation?
- What are the most useful valuation methodologies?

SESSION 2

M&A

- What are the most likely M&A drivers?
- What are the common forms of M&A?
 - Acquisitions (Add-ons / Adjacencies / New Platforms)
 - Divestitures / Carve-Outs
 - Spin-Offs
 - Joint ventures
 - Consolidations

SESSION 3

Private Equity

- Why does private equity exist?
- Who are the primary players in the private equity market?
 - VC Funds / LBO Funds / Uncommitted Funds / SPACs
- What are the structures and economic terms of most funds?

SESSION 4

Corporate Development

- What are the typical functions of a Corp Dev department?
- What does an effective CorpDev organization look like?
- What are management's key roles & responsibilities?
- How should a Corp Dev leader leverage outside relationships?

SESSION 5

Shareholder Activism

- What is shareholder activism and why has it become such a popular topic?
- Who are the key players in the activist community?
- What are the most common activist triggers?
- How effective are activist investors?

SESSION 6

Market Conditions

- What is the current state of the debt, equity and overall M&A markets?
- What is current availability of private equity capital?
- What changes in market conditions are expected?

SESSION 7

Hillenbrand Case

- Distribute written case study
- Provide time for delegates to read case study / ask questions

Case Study

- Field questions from delegates
- Reset expectations and discuss adjustments to agenda
- Preview **Day 2** agenda

DAY 2: FUNCTIONAL TOPICS

SESSION 1

Hillenbrand Case (Continued)

- Divide delegates into four teams for discussion
- Each team to present its findings to full group
- Take vote and then learn what actually happened

SESSION 2

Linking M&A to Strategy

- What is the optimal relationship between strategy and M&A?
- How does linkage occur?

SESSION 3

Tools & Processes

- What is the role of the Board in M&A?
- What governance should be established to oversee M&A?
- What are some of the other tools that can be used by a successful
 - Corp Dev department?
 - Company Overview
 - Target Profile
 - Target Scorecard
 - Pipeline Management Software

SESSION 4

Developing Deal Flow

- How do companies develop deal flow?
 - Internal networking
 - Use of intermediaries
 - Meetings with owners and private equity funds
 - Other

SESSION 5

Process & Timing

- What are the key steps in a typical M&A process?
- How long does a typical M&A deal take to complete?
- What sort of financial model is created during a deal?
- What are the most critical challenges that face management in a normal M&A process?
- What are the difficulties of estimating synergies in a deal?

SESSION 6

Activist Case

- Distribute written case study
- Provide time for delegates to read case study / ask questions

Case Study

- Field questions from delegates
- Reset expectations and discuss adjustments to agenda
- Preview **Day 3** agenda

DAY 3: FUNCTIONAL TOPICS

SESSION 1

Activist Case (Continued)

- Divide delegates into four teams for discussion
- Each team to present its findings to full group
- Take vote and then learn what actually happened

SESSION 2

Deal Mechanics

- What are some best practices in working with outside advisors?
- What are primary techniques used to value acquisition targets?
- What should be the focus of due diligence and what are most common pitfalls?
- Tips about deal negotiations....based on more than 250 completed M&A deals...
- What should you know about acquisition integration?

SESSION 3

M&A Case Study

- Spend time as a group reading and discussing the case

SESSION 4

Key Business Lessons

- Key career lessons learned by instructor over the course of his career

Course Concludes

TESTIMONIALS

It was a great event, well organized and very useful workshop for our organization.

Reliance, India

Well organized, good and Experienced Speaker.

Ceylon Electricity Board, Sri Lanka

A very well organized and coordinated event, Great level of professionalism.

Berger Paints, China

Very professionally organized, friendly team of organizers and very good and useful course material.

ACI Group, Bangladesh

A good program on Mergers & Aquisitions and insights on cultural & cross border aspects of Mergers & Aquisitions.

PTT Global Chemical, Thailand

This is one the best trainings ever attended, We can learn a lot from trainer who has so many experience in Fintech, Portfolio and Robo-Advisory around the World.

Bank Mandiri, Indonesia

Professionally handled Course content was unique, I appreciate for this.

Singapore Airlines, Singapore

We are very pleased with all of the services provided to our company by Quest ontheFRONTIER. They are professional and highly motivated in introducing our company to quality investor groups - of many varying types - in quite a few different cities. We feel that their interests and our company's interests are aligned. We have, and will continue to, recommend Quest ontheFRONTIER to others.

State Bank Of India, India