

## Mergers & Acquisitions (M&A) Education Series: How to be successful in an M&A Transaction

1st session – M&A strategy

06 April 2016, Singapore | 14 April 2016, Kuala Lumpur

This session highlights the key risks and opportunities in engaging in M&A.

Topics include:

- Overview of deal structuring process
- M&A process; from strategy to integration
- Significance of deal structuring
- Understanding why deals create or destroy value
- Formulating and validating your M&A strategies
- Identifying and analyzing potential targets
- Targeting prospective investors/acquirers (sell-side)
- Regulatory Issues including:
  - Early consideration of Compliance Issues such as bribery
  - Employment Issues
  - Anti-Trust/Merger control
  - Exchange controls
  - Nominee/Anti-Dummy Laws
  - Environmental issues
  - Choosing the right investment vehicle
  - Choosing the right form of acquisition (share sale vs asset sales)
  - Financing the deal
  - Public company considerations

Failing to prepare is preparing to fail