

A Guide to Successful Mergers & Acquisitions



Seminar Date: December 1.-2., 2008

OBJECTIVE:

This 2-day seminar will provide a broad overview of corporate mergers and acquisitions; an understanding of the conceptual framework and a review of the empirical evidence. The seminar covers the M&A process; the historic pattern of merger and acquisition activity; financial, strategic, economic and managerial perspectives on mergers (i.e., cost and growth synergies, valuation, due diligence, etc.); paths to creating value through mergers; fundamentals of the deal transaction; antitrust regulation; the bid process and post-acquisition performance (Human Resource issues, Postmerger integration, communication etc.).

Far beyond that, it will also offer valuable insights into the "tricks of the trade" and analyze how such ventures can be concluded successfully. The seminar will be conducted by M&A experts providing first-hand know-how and experience within the Austrian context and beyond.

The target audience for this seminar includes: members of supervisory boards, top-level executives, heads of strategy & business development, as well consultants.

This Seminar is co-sponsored by Webster University's Professional Development Center (PDC) and the Webster affiliated Institute of Mergers, Acquisitions and Alliances (imaa).

CONTENT:

Day 1 (Dec. 1st):

- 09.00 Introduction
- Overview of the seminar
 - M&A deal activity and drivers & constraints
 - Success factors for deals
 - Strategies for growth and alternatives to M&A
 - Organizing for M&A, the M&A process and external advice
- 10.30 Coffee break
- 11.00 Deal preparation, bidding process and due diligence
- Preparing the deal
 - Bidding
 - Due diligence
- 13.00 Networking Lunch
- 14.00 Valuation
- 15.30 Coffee break
- 16.00 Deal structuring, negotiations and closing
- Structuring
 - Negotiations
 - Closing
- 17.30 Closing Remarks for Day 1

Day 2 (Dec 2nd):

- 9.00 Legal aspects and challenges in deals
- Contracts
 - Antitrust
- 10.30 Coffee break
- 11.00 Post deal integration
- 13.00 Networking Lunch
- 14.00 Post merger integration
- 15.30 Coffee break
- 16.00 Erste Bank and its acquisitions in Central Eastern Europe
- Organizational and Human Aspects of Post-Acquisition Integration
 - Post-Acquisition Audit and Organizational Learning
- 17.30 Closing Remarks for Day 2

The format of this seminar will be up front lectures, case studies and discussions.

SPEAKERS/LECTURERS:

Dr. Werner Albeseder, Prime Communication & Corporate Finance - Consulting GmbH
Marcus Fischer, PwC PricewaterhouseCoopers GmbH
Dr. Christoph Kerres, Kerres | Partners
Dr. Christopher Kummer, Webster University
Raymond Simmons, PwC PricewaterhouseCoopers GmbH
Andreas Kligen, Erste Bank Group

Speakers may change

SEMINAR SCHEDULE, LOGISTICS and FEES:

This is a 2-day seminar and will be conducted on the Webster Vienna Campus.

- The price for each seminar day is € 500,-- totaling € 1,000,-- for the 2 days offered payable by the registration deadline.
- For companies sending 3 or more participants there will be a €50,-- discount per participant per day
- Continental breakfast, a buffet lunch and snacks are included in the price.
- Course Materials are included in the price.
- All prices exclude 20% VAT.
- **An invoice will be sent to you upon receipt of your email confirming registration. Payment must be received in full by November 21st.**

Cancellation Policy:

- A full refund will be made for cancellations before the deadline.
- For cancellations between Nov. 14th -21st € 700,-- of the seminar fee will be reimbursed to you.
- Please note that should you not be able to attend you may send someone else in your place.
- In case of company recipient please indicate the company name, address and UID-number.
- The Professional Development Center at Webster University reserves the right to cancel the event in case of low registrations. In this case all payments that have been made will be refunded in full. In this case a new M&A seminar may be offered in 2009 as a replacement.

Payments must be made to:

Webster Seminarbetriebs und Handelsgesellschaft m.b.H
Berchtoldgasse 1
A-1220 Wien

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Am Graben 21
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