



CREATING VALUE THROUGH MERGERS AND ACQUISITIONS DURING A DOWNTURN

Presented by **Mr Christopher Brown**, Head of Sales for Asia-Pacific, mergermarket
Mr Jacques Pickering, Executive Director, Pickering Pacific
Mr Vincent Poizat, Director, Corporate Finance Advisory, Deloitte & Touche LLP

After a brief overview of recent Mergers and Acquisitions (M&A) statistics for ASEAN, China and India, our speakers will cover how to create value through successful divestments in the current downturn and what type of acquisitions can add value to the acquirer's business at a time when the value of targets is depressed.

With a global M&A activity declining in the first quarter of 2009, the Asia-Pacific region still represents 22% of the global M&A activity. Our first speaker will give the **last trends and figures of the M&A activity in the region.**

Our second speaker will show that **acquisitions typically add more value for acquirers in a downturn** than in a more benign environment. He will review various types of acquisitions and highlight those that are more likely to succeed in the current markets. With the help of examples taken from real life cases, he will recommend practical steps to be followed and the precautions to be taken to succeed at acquisitions in a downturn.

The third part of this Breakfast Talk will emphasize on **the ways to maximize divestment value.** In these times where access to debt and capital markets is limited, many companies have to consider selling at least non-core assets to raise cash and meet business needs. We will look at critical factors behind a successful transaction.

Through the talks of our three speakers, participants will obtain a good overview of the current M&A markets in the region, and understand how to maximize value for their companies through selective divestitures and/or targeted acquisitions.

About the speakers:

Mr Christopher Brown joined mergermarket in July 2005 as the Head of Sales for Asia-Pacific with over 8 years of experience in the financial services marketplace. Prior to joining mergermarket, he served as Head of Sales, Asia-Pacific for the Research division at Reuters where his team was responsible for leading the sales efforts servicing the Investment Banking, Equities and Asset Management sectors.

Mr Jacques Pickering is the Executive Director of Pickering Pacific Pte Ltd, a mergers & acquisitions (M&A) advisory firm based in Singapore and covering the Asia-Pacific region. Before setting up Pickering Pacific in 2004, Jacques had worked on more than 50 M&A transactions in the U.S., Europe, Africa, Asia, Australia and New Zealand. He advises foreign multinationals in their M&A transactions in Asia, principally in South-East Asia and China.

Mr Vincent Poizat, Director, Corporate Finance Advisory, Deloitte & Touche LLP. Vincent has over 10 years of mergers and acquisitions advisory experience in Japan, Singapore and the United Kingdom. He has also worked for over 7 years in the mining industry with BHP Billiton. He has worked with various Asian, US and European corporations and private equity investors across various industry sectors and geographical coverage.

REPLY-SLIP

To confirm your presence, please send this reply slip below duly filled by **fax at 6735 5394 before Tuesday 2 June 2009.** Also send this reply slip by mail together with your cheque payable to "THE FRENCH CHAMBER OF COMMERCE IN SINGAPORE".

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Name: _____

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Price: S\$ 45 members (FCCS, BLBG, EuroCham)
 S\$ 65 non members

Number of participants: _____

Cheque number: _____ Total Amount S\$ _____

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All registrations and cancellations must reach the FCCS by **Tuesday 2 June 09.**
 Registrations cancelled after this date remain payable in full.

The French Chamber of Commerce in Singapore

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