

Certificate in Mastering Mergers & Acquisitions

Thursday, **October 24, 2019** | Karachi Marriott Hotel | 09:00 am to 05:00 pm



COURSE DIRECTOR:

Syed Asim Rashid

President & CEO,
CreativeSwan | GE | Engro/Exxon | Harvard | MIT

GUEST SPEAKERS



Adnan Rizvi

Partner, KPMG Pakistan
Head of Deal Advisory, KPMG MESA Region



Hasan Mandviwalla

Senior Associate,
Mandviwalla & Zafar Advocates

Overview:

M&A can lead to unprecedented success by helping companies discover tremendous growth opportunities and achieve unmet business potential. M&A activity in Pakistan seems to have picked up during the past few years. Private Equity houses are also on the lookout for targets. Many business houses are looking for expansion and/or diversification which can be achieved through smart M&A moves. M&A deals won't be successful unless they are backed with well thought-out strategies and are properly managed and executed. As per Harvard Business Review, more M&A deals fail miserably than ending up with positive results.

Case studies based on real world examples such as **Martin Dow – Merck, Arcelik – Dawlance, Dalda Brand - Unilever Employees Group and more** will be discussed by our guest speakers who were involved in those transactions to highlight the above aspects of M&A.

Who Should Attend

Business owners, CEOs, CXOs, and anyone else interested to learn about M&A, Corporate Strategy & International Business Development, Joint Ventures, New Ventures, and Investor relations & Fund raising

Workshop Methodology

Group Discussions, Real-Life Case-Studies, Exercises, Videos

M&A Series Partner



Knowledge Partners



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ADVOCATES



Print Media Partner



Business Magazine Partner



International Partner - UAE



Connect and Grow

Learning Outcomes

- ✓ Determine a rationale; select and value acquisition targets; and evaluate the long-term potential of a partnership
- ✓ Identify acquisition strategies; execute and close deals; and integrate acquisitions successfully
- ✓ Differentiate between public and private M&A process
- ✓ Analyze the key steps in the M&A process
- ✓ Explain where synergies are derived from
- ✓ Understand how to manage the complexities of the M&A process
- ✓ Learn valuation methods and techniques
- ✓ Differentiate between the different divestiture alternatives and understand their key impacts

Course Outline

- ✓ Why consider M&A?
- ✓ Current Milieu – emerging trends, buyers and sellers
- ✓ Overview of strategic assessment, due diligence – tools and frameworks
- ✓ Industry sectors (small, medium and large) to be considered by a buyer
- ✓ How to build value proposition as a seller in order to generate maximum value
- ✓ Overview of generally accepted valuation methods
- ✓ WACC and its impact on DCF based valuation
- ✓ Overview of BATNA assessment to successfully negotiate and close the deal
- ✓ Main reasons for M&A failures
- ✓ Key legal & cross-border issues in an M&A transaction
- ✓ High level discussion of solutions to handle post M&A challenges



COURSE DIRECTOR:

Syed Asim Rashid President & CEO, CreativeSwan | GE | Engro/Exxon | Harvard | MIT

With 26+ years of business experience, Syed Asim Rashid is an award-winning, internationally recognized leader known for business turnarounds, developing leaders and creating solid shareholder value. Asim is the President & CEO of CreativeSwan that helps organizations become increasingly successful. Previously, he served as Regional Director GE Energy where his intrapreneurship resulted in business expansion over 12 countries of the Middle East. During the course of his career, Asim has been actively engaged in M&A integrations. He saw the challenges first-hand, solved complexities arising out of M&A deals and led the process of integration. Asim also held key positions with Engro (formerly Exxon), Siemens and Japan Power.

Asim holds an MBA from Manchester Business School, UK, MS in Global Energy Management from University of Colorado Denver, USA, and Electrical Engineering degree from NED University, Karachi. He extensively studied leadership, strategy, advanced finance, M&A and investments. Asim attended world-class programs at Harvard, MIT, Wharton, Booth, INSEAD, AMA, GE and Lahore University of Management Sciences (LUMS). He is a GE trained Coach, and 6-Six Sigma Greenbelt, who holds double Train the Trainer/Facilitator certificates from Association for Talent Development (ATD), USA and American Management Association (AMA).

GUEST SPEAKERS



Adnan Rizvi - Partner, KPMG Pakistan - Head of Deal Advisory, KPMG MESA Region

Adnan is a Fellow Member of ICAP having almost 20 years of post qualification experience acquired with KPMG in Pakistan & UK. He is also a member of the Corporate Finance Faculty of The Institute of Chartered Accountants of England and Wales.

Adnan is part of KPMG's Global M&A network and has advised on a number of headline deals including Alibaba-Daraz.pk, Arcelik-Dawlance, Martin Dow-Merck & Lucky-ICI, Faysal Bank-RBS, GSK-BMS & Employees Group-Dalda.



Hasan Mandviwalla - Senior Associate, Mandviwalla & Zafar Advocates

Hasan Mandviwalla is an Associate at Mandviwalla & Zafar. He graduated from the School of Oriental & African Studies, University of London, obtaining a Bachelor of Laws (LL.B. Honours) and subsequently completed the Legal Practitioner's Course at the College of Law in London.

Before returning to work in Pakistan as an Advocate, Hasan gained departmental experience in Corporate Litigation, Structured Asset Finance and Project Finance at leading law firms in London. At Mandviwalla & Zafar, Hasan is working with the Banking, Corporate Litigation, Regulatory and Power Projects teams.

Praises for Syed Asim Rashid

"Very good training..... We are thrilled to hear the feedback..... Keep it up" **Power & Energy**

"The best ever training I attended in my 17 year banking career....." **Banking and financial services**

"I learned a lot after having such a nice session..... went very well indeed" **Telecom & Digital Technology**

"We are more than 110% happy with your session....." **leading business school**

"We never attended such a customized workshop for our sector....." **Development sector**

"Amazing insights for senior leadership....." **FMCG**

"You helped us achieve our business objectives..... very practical..... real world conversations....." **Chemical/Petrochemical**

REGISTRATION DETAILS

Regular Tuition Fee: **Rs. 35,000** per participant
Includes TerraBiz certificate, courseware, lunch, refreshments and business networking.

Group Discount: *10% Discount
on 2 or more nominations from the same organization
(For larger groups, please send us a note at info@terrabilgroup.com)

***15% Discount**
for members of ICAP and CFA Society of Pakistan

For registration(s), send us your
Name, Designation, Organization, Mobile, E-Mail and Postal Address
to register@terrabilgroup.com

Further information please call **Jameel Ahmed / Mohammed Phaysal**
Mobile: 0313 2971 833 / 0300 213 3849
Phone: (021) 3480 1888 / 3483 3775 **Email:** register@terrabilgroup.com

Terrabil Cancellation Policy: For cancellations made in the 7 working days to the workshop, no refunds will be given. Cancellations must be confirmed by email. Substitutions may be made at any time.

*Discounts are mutually exclusive