

# Conference

## **MERGERS AND ACQUISITIONS STRATEGY**



### Keynote Speaker

## **Prof. Dr Christopher Kummer**

President of The Institute of Mergers, Acquisitions and Alliances (IMAA)

**26/05/2010, Somerset Grand, Hanoi tower, Hà Nội**



### **Prof. Dr Christopher Kummer**

Dr. Christopher Kummer holds an MBA degree from the University of St. Gall, Switzerland and received Ph.D with a thesis on Mergers & Acquisitions. Today, he is the President of IMAA and an Adjunct Professor at Webster University. During his career, Christopher has been a consultant or senior advisor in M&A, Strategic Alliances, Strategic Management, International Management, Corporate Finance.

He gave courses and workshops on strategy, finance and management to students, executives, investment bankers, and lawyers from all continents. Articles written by Christopher have been published in several languages. He is often invited as a speaker to conferences and a frequently sought-after commentator in the international media.

In addition to his academic experience, he has business experience as the co-founder and CEO of a Swiss start-up company as well as a freelancing consultant for mergers & acquisitions (corporate finance) and strategy. He has been a consultant or senior advisor in M&A transactions and alliances at every stage (from strategy, due diligence to integration and post acquisition review) and every size with a value of more than EUR 12 billion. Furthermore, he acted as a consultant to public authorities and intergovernmental organizations on the opportunities of M&A.

## INTRODUCTION

The M&A Vietnam market in 2009 and the early months of 2010 has showed signals of strong growth both in number and value of transactions. This trend has created favorable conditions for foreign investors as well as domestic companies seeking strategic investment opportunities and restructuring businesses through M & A. However, the important factor for enterprises is a M&A appropriate strategy.

To meet the needs and supporting business leaders of Vietnam, Avalue Vietnam, University of Economics – National University and Vietnam Investment Review with the support of the Institute of Mergers, acquisitions and alliances (IMAA) are going to held the conference

### “ M&A Strategy for Vietnamese enterprises ”

## OBJECTIVES

The conference will focus on the analysis of M&A strategy for Vietnamese enterprises after the crisis through the specific deals, the basis elements for M&A transaction as valuation, administration, due diligence, etc. Thereby the conference provides Vietnamese enterprises more the knowledge and experience in M&A activities; offers promising solutions to help organizations and businesses achieve successful M&A deals in 2010 and subsequent years

### BENEFITS OF ATTENDEES

Leading speakers with practical experience in M&A  
Get more knowledge about M&A through the analysis of specific deals, the factors such as management and valuation,...in M&A.  
How to plan an effective M&A strategy for business  
Find opportunities for investing and networking

### WHO SHOULD ATTEND

CEO, members of executive committee, financial director, investment director, etc  
Senior managers from organizations and enterprise in the fields related M&A (investment, consultant, law,...)  
Individuals are interest in M&A activities and research on M&A.

### TIME

### CONTENT

13h00	<b>Opening</b>
14h00 – 15h00	<b>M&amp;A activities and strategy for enterprises</b>
15h00 – 15h20	<b>Tea-break</b>
15h20 – 16h20	<b>Management and Cultural factors in M&amp;A</b>
16h20 – 17h00	<b>Analysis of typical deals</b>
17h – 17h30	<b>Q&amp;A</b>

### REGISTRATION

Fee **1.000.000 VND/ 1 person** (including document materials, tea break)

Through sponsorship packages, your business and investors have opportunities to appear and improve the image to investor and enterprises community. For more information about the program and sponsorship benefits as well as attending, please contact

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