

IFLR

INTERNATIONAL FINANCIAL LAW REVIEW

FREE to attend
for in-house counsel

India M&A Forum 2018

September 6 2018 | Four Seasons Hotel, Mumbai

Benefits of attending:

- Explore developments that have been affecting deal flow in India and the outlook for 2019
- Discuss the importance of the domestic M&A market and sector consolidation in India
- Learn more about trending M&A sectors including healthcare, technology and e-commerce
- Understand how the Insolvency and Bankruptcy Code will affect M&A deal-making in the region

Sponsored by:



cyril amarchand mangaldas
advocates & solicitors

Debevoise
& Plimpton



S&R
ASSOCIATES
ADVOCATES

Media Partners:



ILJ India
Law Journal
www.indialawjournal.org



To register, or for more information:

Visit: www.iflr.com

Call: +44 207 779 8938

Email: registrations@iflr.com

#IFLRINDIAMA

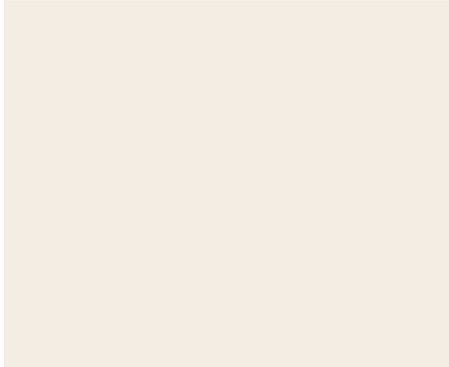
INTRODUCTION

Continuing on from a successful 2017, M&A deal momentum in India is likely to persist in 2018, with a focus on domestic markets instead of overseas acquisitions. The market will also be seeing developments in regulatory approvals, as well as domestic consolidation. Against this backdrop, it is becoming increasingly important that individuals are equipped with the knowledge of the latest developments and trends in M&A transactions and regulatory and market practices.

Attracting over 200 delegates last year, the IFLR India M&A Forum 2018 returns for the fourth time to bring together leading industry experts, practitioners from local law firms and top counsel to debate top trends and the future of M&A in the region.

Who you will meet:

- General counsel
- Corporate counsel
- Bankers' counsel
- Company secretaries
- Regulators
- Private practice lawyers



To register, or for more information:

Visit: www.iflr.com

Call: +44 207 779 8740

Email: registrations@iflr.com

AGENDA

9.00 Registration

9.35 Welcome Remarks

9.45 Indian Market: review and forecast

- Deal flow for the past 12 months
- Insolvency & Bankruptcy Code Update; M&A and Private Equity Activity
- Legal and regulatory update: India and international considerations

Mohit Saraf, senior partner, **L&L Partners** (moderator)

Manisha Girotra, CEO, **Moelis & Company**

Rajeev Gupta, founder & director, **Arpwood Capital**

Nilanjan Sinha, head - Legal, India and South East Asia, **ICICI Bank**

Shantanu Nalavadi, managing director, **India RF Piramal Enterprises**

Nidhi Parekh, senior vice president – IB/CMO Legal, **Citigroup**

10.35 How the Insolvency and Bankruptcy Code will dictate M&A in India

- How will the IBC and domestic consolidation affect M&A trends in India in 2018?
- What progress been made in the past 12 months, and what have been the teething issues concerning the IBC?
- The availability of stressed corporate assets and how it will lead to M&A opportunities – structures and trends
- How will the IBC affect overseas investors?

Cyril Shroff, managing partner, **Cyril Amarchand Mangaldas** (moderator)

Aarti Raghavan, vice president investor relations and corporate finance, **Vedanta**

Shuva Mandal, group general counsel, **Tata Sons**

Mohit Batra, executive director, **ICICI Venture**

Sudarshan Ramakrishnan, managing director, **Goldman Sachs**

L. Viswanathan, partner (chair – finance, projects & bankruptcy), **Cyril Amarchand Mangaldas**

11.25 Networking and coffee break

11.40 Sector Focus: Tech M&A

- Why has tech M&A in India picked up in 2018?
- Trends and opportunities, including mid-sized startup M&As on the rise
- AI, blockchain and other areas/sectors strategic investors are looking into
- What do potential acquirers need to be aware of- increased competition from PE firms and strategic buyers
- What are the aspects of the proposed data protection framework and how will this affect businesses in the region?

Mohit Saraf, senior partner, **L&L Partners** (moderator)

Attreyi Mukherjee, senior corporate counsel, **Tata Industries**

Shankar Jadhav, head of strategy legal commercial, **BSE India**

Tarun Mathur, commercial counsel India (global legal), **Huntsman International**

Amber Gupta, head – legal and company secretary, **Aditya Birla Sun Life Insurance**

Pankaj Naik, executive director and co-head, Digital & Technology, **Aventus Capital**

12.30 Cross border M&A: domestic focus, consolidation and more

- Outlook of 2018 so far, including big-ticket acquisitions and consolidations
- Why has outbound M&A declined in the past year?
- Why has there been a focus on domestic markets in 2017-2018? Will this trend continue in the year ahead?
- Is there a need for further consolidation in certain sectors to boost M&A transactions in the region? (For example, Reliance and Aircel)

Vikas Dawra, group president & global head, investment banking, **Yes Securities** (moderator)

Christopher Krishnamoorthy, senior general manager, group legal, **Mahindra & Mahindra**

Raj Shroff, director, **Aarayaa**

Abhinav Surana, senior legal counsel, **Tata Sons**

13.20 Networking lunch

14.10 Navigating the healthcare market in India

- Challenges that the sector has been facing, including regulatory clampdown and pricing pressures
- What are the key considerations and markets to look out for when investing in this sector?
- Anti-Corruption risks in healthcare deals, recent enforcement trends, and key steps to mitigate risk
- Discussion of trends in cybersecurity and data privacy issues and protection of health and other personal data
- Private equity buyouts exits in the Indian healthcare sector via M&As

Geoffrey Burgess, partner, **Debevoise & Plimpton** (moderator)

Tapan Pati, director and senior legal counsel, **Johnson & Johnson**

Shantanu Mukherjee, legal head, APAC and Japan, **Lupin**

Vivek Mittal, regional counsel – Middle East, Turkey, Africa and Indian sub-continent, **Danaher Dx Companies**

15.00 The state of private equity in India

- Deal trends and opportunities for PE investors in 2018-2019 – investments, exits, fundraising
- Preferred investment mode – controlling or minority interest, JV, club deals, public market investments, etc.
- Trending areas such as infrastructure assets and large buyouts/distressed opportunities
- Trending sectors: consumer, e-commerce, startups, financial services
- Regulatory and market developments impacting investment

Uday Walia, partner, **S&R Associates** (moderator)

Bhavna Thakur, head of capital markets, **Everstone Capital**

Vivek Chhachhi, partner, **CX Partners**

Himanshu Dodeja, managing director, **Blackstone India**

15.50 Networking and coffee break

16.05 The shifting Indian tax landscape

- Updates and changes to the tax landscape in India, and what impact this has on doing business in India and the M&A landscape
- What are the developments and teething issues surrounding the GST regime?
- How will the adoption of new laws incorporating BEPS plan agenda and GAAR affect multinationals operating in India?

Nipun Mudaliar, associate and legal counsel, **Deutsche Bank** (moderator)

Kiran Nisar, general manager taxation, **Maersk**

Sukhpreet Pal Bhullar, AM - Finance, **Ascendas Firstspace Development**

Nitin Bhuwania, AVP - legal, **Piramal Capital & Housing Finance**

16.55 End of conference

I would like to register for IFLR's

India M&A Forum 2018

SEPTEMBER 6 2018 • FOUR SEASONS HOTEL, MUMBAI

1 | Register (Please tick one box):

Booking fee	Private practice/ Professional services	Bankers' and corporate counsel/investment banks
Early booking rate (before July 27)	<input type="checkbox"/> US\$1,295	<input type="checkbox"/> FREE
Standard rate (after July 27)	<input type="checkbox"/> US\$1,495	<input type="checkbox"/> FREE
Private practice group rate (under the same firm)	For special group rates, please contact: Kevin.pragas@legalmediagroup.com	

2 | Your details for registration (Please print):

Name: _____

Job title: _____

Company: _____

Address: _____

Postcode: _____

Country: _____

Tel: _____

Fax: _____

Email: _____

Please photocopy this form for additional delegates.

I cannot attend but please add me to your mailing list for future events.

3 | Method of payment

Please select one payment option

Please invoice my company

Please charge my credit card

(please contact umy.ng@euromoneyasia.com for further details)

EMAIL THE FORM TO: registrations@iflr.com

OR BY FAX TO: +852 2842 7034

FOR ENQUIRIES PLEASE CONTACT:

registrations@iflr.com | Tel: +44 (0) 20 7779 8938

Please note that in completing this booking form you undertake to adhere to the cancellation and payment terms listed opposite.

Signature: _____ Date: _____

Position: _____

To Register

Online:

www.iflr.com/IndiaMA18

Tel:

+44 (0) 20 7779 8938

Email:

registrations@iflr.com

Mail:

Kevin Pragas
Legal Media Group
8 Bouverie Street
London, EC4Y 8AX, UK

ADMINISTRATIVE INFORMATION:

CANCELLATION POLICY: By registering for an event, you are agreeing to the terms and conditions whereby you are liable for the full conference fee. All cancellations must be received in writing no later than 6 weeks before the first day of the event (July 27, 2018) for a full refund less a 10% administration charge.

We cannot accept verbal cancellations. Cancellations received after July 27, 2018 are liable for the full conference fee. We suggest you send a substitute to attend in your place at no extra cost. Registrations received after this time are still liable for the full conference fee in case of cancellation. However, substitutions can be sent to attend in your place at no extra charge.

If owing to a force majeure, IFLR is obliged to postpone or cancel the event IFLR will not be liable for any travel or accommodation expenses incurred by delegates or their organisations. Badge swapping with other registered/non-registered delegates is against our company policy and will not be permitted.

REGISTRATION FEE: The registration fee includes participation in the forum, documentation material, breakfast, coffee breaks and lunch. All delegates are responsible for their own accommodation and travel. All registrations are subject to final review. The registration fee is charged in USD.

PAYMENT: All registration fees (where applicable) must be received in full prior to the event date. Payment can be made via bank transfer or via credit card over the phone, please let us know which is preferable.

If you have not previously registered with a Euromoney group website please tick below so that we can keep you updated about IFLR and other Euromoney group company products and services by:

- Email
- Telephone
- SMS
- Mail
- Third party (email only)

You can also visit our preference centre and make more specific selections based on your interests. Of course, you can unsubscribe at any time. If you have previously registered with a Euromoney group website and wish to update your marketing preferences, then please visit our preference centre to do so.