India M&A Forum 2015
Cautious optimism and capitalising on opportunities

September 10 2015 • Sofitel Mumbai BKC, India

Benefits of attending:
- Discuss the latest regulatory changes impacting M&A and PE dealmaking
- Understand liberalisation opportunities in the market
- Explore the latest trends deals including using technology, deal terms, exit terms, joint ventures and negotiation strategies
- Learn how to overcome post-integration integration challenges
- Grasp evolving tax changes

To register, or for more information:
Visit: www.iflr.com/indiama2015 Email: registrations@iflr.com Call: +44 (0) 20 7779 8740
INTRODUCTION

Bold initiatives have been proposed to make investment more conducive in India following the much anticipated Budget. Practitioners on the ground are hopeful that the changes in turn will spur the M&A market. With global market players targeting this jurisdiction with interest and confidence, IFLR is launching the India M&A Forum to give stakeholders the key know-how on developments and trends in transactions, regulatory and market practices.

Concerns surrounding interpretation and application remain when it comes to implementation of these changes. The India M&A Forum will tackle these issues in a panel format. Register now to stay abreast of the fast-changing landscape.

For sponsorship opportunities, please contact simon.king@euromoneyasia.com. To register as a delegate, please contact registrations@iflr.com.

Who you will meet:
- Head of M&A
- Head of legal
- General counsel
- Institutional investors
- Private practice lawyers
- Regulators
- M&A consultants
- Investment bankers

The hotel:
Sofitel Mumbai BKC
C-57 Bandra Kurla Complex, Bandra (East), Maharashtra
400 051 Mumbai, India
Tel: +91 22 6117 5000

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Visit: www.iflr.com/indiama2015  Email: registrations@iflr.com  Call: +44 (0) 20 7779 8740
AGENDA

8.50 Registration

9.20 Welcome remarks from IFLR

9.30 An overview: Is there finally regulatory certainty in India?
- Review: deal flow in the past 12 months
- Evaluating key industry specific conditions or terms of joint ventures
- How the tech sector sets an example for India Inc
- Tax risks and identifying tax planning opportunities
- Dispute resolution strategies
- FCPA and dispute resolution concerns
- Discussing opportunities in sectors to be liberalised
- Allocating corporate opportunities and rights to compete
- Transaction structures: risks and best practices
- Deal trends and exit options
- Post-election optimism for PE
- What liberalisation in defence and insurance means for foreign investors
- Blunt spots: how to determine governance and control issues
- Moving workforce: union issues, transfer, compensation packages
- Essential aspects for Asia/Middle East M&A: differences, due diligence, documentation
- Integration timeline: how to develop and implement an effective roadmap
- What to consider when investing in previously restricted industries
- Exit options: are foreign listings the answer?
- Factors influencing the integration process: a retrospective look at case studies such as United Spirit and Diageo
- How Budget 2015/16 may affect M&A structuring decisions
- What is the future of multibrand retail?
- Outlook: how regulatory changes will impact deals in 2015-2016

10.25 Making the most of liberalised FDI rules
- What liberalisation in defence and insurance means for foreign investors
- What to consider when investing in previously restricted industries
- Discussing opportunities in sectors to be liberalised
- The 49% limit: defining control post-Jet/Ethad
- What is the future of multibrand retail?
- Industry focuses: consumer, retail, e-commerce and infrastructure

Cyril Amarchand Mangaldas (Chair)
Nivedita Rao, partner, Cyril Amarchand Mangaldas
Ashish Adukia, head, group corporate finance, Aditya Birla Group
PK Bagga, senior consultant & former OSD – capital markets & investment, Ministry of Finance, Government of India

11.15 Networking and coffee break

11.35 Cross-border M&A made easy: trends and challenges
- Recent trends in the Asia/Middle East M&A landscape
- Essential aspects for Asia/Middle East M&A: differences, due diligence, documentation
- Transaction structures: risks and best practices
- Addressing corruption and non-compliance
- Transactional documentation: risks and best practices
- Dispute resolution strategies

Andrew Martin, partner, head of the corporate & securities practice group, Baker & McKenzie (Chair)
Jayshree Gupta, Partner, Baker & McKenzie
S Durgashankar, president – group M&A, corporate accounts, group secretarial, Mahindra & Mahindra
Anurag Singh, business director, South Asia, The Chemours India Pvt Ltd

12.30 Best practices in joint venture: governance, competition, and exit strategies
- What does the legal trend for the establishment and the operation of JVs tell us?
- Evaluating key industry specific conditions or terms of joint ventures
- Allocating corporate opportunities and rights to compete
- Blind spots: how to determine governance and control issues
- Deadlock resolution and exit processes
- How takeover regulation changes such as insider trading and delisting regulations is impacting the market

Shardul Shroff, executive chairman, Shardul Amarchand Mangaldas (Chair)
Akshay Chudasama, managing partner, Shardul Amarchand Mangaldas
Pramod Rao, general counsel – India, Citibank
Nilanjan Sinha, general counsel, GE Capital India

13.20 Networking lunch

14.10 How the PE landscape has changed to present new opportunities
- Post-election optimism for PE
- How to structure your investments: put and call clarity
- Amendments to the Permanent Establishment norms: what this means for managers
- FCPA and dispute resolution concerns
- Deal trends and exit options

Geoffrey Burgess, partner, Debevoise & Plimpton (Chair)
Parveet Singh Gandoa, associate, Debevoise & Plimpton
Bhavna Thakur, head of capital markets and exits, Everstone Capital
Ajay Candade, principal, private equity, KKR

15.05 FOCUS: Investing in technology in India
- How the tech sector sets an example for India Inc
- Growth of e-commerce: legal considerations for investing in early-stage companies
- How to structure your investment
- Exit options: are foreign listings the answer?

Vijaya Sampath, senior partner, Lakshmikumaran & Sridharan (Chair)
Ajay Joseph, partner, Lakshmikumaran & Sridharan
Raju Dodd, senior director and head – legal (alternatives), IDFC Alternatives
Ajay D’Cruz, company secretary and legal counsel, Jones Lang LaSalle India
Nitin Bhatia, managing director, Signal Hill

15.55 Networking and coffee break

16.15 Overcoming post-acquisition teething problems
- Factors influencing the integration process: a retrospective look at optimal due diligence processes
- Integration timeline: how to develop and implement an effective roadmap
- Moving workforce: union issues, transfer, compensation packages, working conditions etc.
- Tax risks and identifying tax planning opportunities
- Recent anti-corruption enforcement actions: closer look at recent case studies such as United Spirit and Diageo

Hemant Sahai, managing partner, HSA Advocates (Chair)
Aparajit Bhattacharya, partner, HSA Advocates
Ajay Vaidya, general counsel, Kotak Mahindra Capital Co, Mumbai
Anand Sonbhadra, general counsel, GIC
Anil Tailreja, partner, Deloitte

17.10 The latest on tax issues when structuring your M&A and PE transactions
- How Budget 2015/16 may affect M&A structuring decisions
- Favourable tax structures for strategic and PE investments assessed
- Should companies continue to worry about retrospective taxes?
- Considering offshore holdco structures before GAAR implementation
- Exit mechanisms and options

Vivek Gupta, partner, BMR Advisors (Chair)
Rajendra Nalam, partner, BMR Advisors
Arindam Lahiri, regional tax head – APAC, SunEdison
Amit Rana, vice-president – tax, GE Capital India
Ravi Tela, head of corporate taxation, Edelweiss

18.00 Close of conference
I would like to register for IFLR's India M&A Forum
September 10 2015
Sofitel Mumbai BKC, India

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