

## GGI World Conference at Le Parker Meridien in New York

### Workshop Minutes – Takeovers In The Emerging Markets and The Role Of The Chartered Public Accountant And GGI In General

Saturday, October 28<sup>th</sup>, 2006, 10:30-12:00 hrs

**Chairman:** Prof. Dr. Serhat Kutlan

**Participants:** Carlos Frühbeck, Aliro Morales Bernal, Jorge Ramirez, Alex Amaya, Raghu Marwah, Dr. Karin Reisinger, Dr. Sergio Finulli, Steve D'Alessandro, Santiago Lapausa, Dr. Lothar Kugler, Oleg Bondarchuk, Henry Charles, Nico Cusell, Dr. Bernd Tremml

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We can say in business life there is one simple rule?:

“Either Grow or Die”

M&A's enable strong companies to grow faster than competition. In 2004 31.233 deals transactions were announced worldwide. These were valued at \$1.9 trillion. However, a transaction as complex as M&A is fraught with potential problems. In some cases a deal that shouldn't really be done, i.e. some couples were just never meant to be married. In some cases risks were not well defined. In M&A in emerging markets the risks of the deals are bigger, because the couples have different geography, communications, education skills and markets. The scope of this workshop is to commentate on these problems and to find out ways to make the CPA role more efficient. On the other hand possibilities of the effective contribution of the GGI-network should be considered.

The role of the CPA can be divided in to three Sections:

a) as a “matchmaker” in the pre due diligence

In this section he has to play of international matchmakers especially he has to work with his counterpart in the emerging country.

b) As a “problem solver” during the due diligence.

In this part he has to define himself as “interpreter” and “problem solver”.

Because there will be many red flags. He has to try to avoid the deal killers. May be he should convert the deal from “shore deal” to “asset deal” etc.

c) As a “consultant” in the restructuring phase and as a “bridge” between the past and today of the merged company. In that case he must be able to use of the knowledge from the past of the company.