

GCG M&A DEALMAKERS MEETING 13 MAY 2017

DRAFT PROGRAMME

****This is only a draft. GCG reserves the right to change the times and any part of the programme at any time.***

Saturday, 13 May 2017

09:00 – 09:10	Welcome	Claudio G. Cocca & Tim van der Meer
09:10 – 10:30	5 Minute Pitch of Each Member Firm	
	<ul style="list-style-type: none"> ▪ Company description (e.g. services performed, average deal size, number of deals per year, industry expertise, etc) ▪ Distinctive characteristics: why do customers choose your firm? ▪ Trends in the local market ▪ Description of most important deals closed ▪ Suggestions about GCG development/future strategies ▪ What will you / your firm bring into the GCG network? 	
10:30 – 10:45	Coffee Break	
10:45 – 11:30	Case Study: “VC funding of an international MedTech company”	Dr Herbert Pock & Dr Gerald Sitte
	<p><i>The case study illustrates the required steps and complexity of the funding process of a MedTech company using the example of a project which was actually implemented and finalised by AUSTIN BFP in 2016. The audience will learn about the major aspects and challenges of such a project from the perspective of a consulting company as well as from the perspective of the concerned MedTech company itself. The critical success factors of such a process with various international parties involved are described and the major risks are mentioned. Furthermore the complexity of the project will show that the interdisciplinary aspects of such tasks require close cooperation of the affected parties as well as the various external consultants involved.</i></p>	
11:30 – 12:30	Speed Networking & Physical Dealmarket	
	<p><i>Everybody brings 1 to 5 deals (buy/sell-side). Four rounds of 15 minutes each (small groups). Focused on:</i></p> <ul style="list-style-type: none"> ▪ Networking / get to know each other ▪ Deal-exchange opportunities 	
12:30 – 13:00	News from GCG HO (future strategy, current development, tools) & Open Discussion:	
	<ul style="list-style-type: none"> ▪ Upcoming Events: GGI World Conference in Vienna, 21 October 2017 Next Standalone GCG Conference in Spain in February 2018 ▪ Next Steps 	
	<p><i>The rest of the programme follows that of the GGI European Regional Conference.</i></p>	