



GENEVA GROUP INTERNATIONAL

GGI Rome - M&A Practice Group Minutes

Friday 19th October 2012

Attendees

Tim van der Meer – Global Chair – Marktlink Fusies & Overnames B.V.

Helen Robinson – Global Vice Chair – Wedlake Bell LLP

David E. Surprenant – North American Chair – Mirick, O'Connell, DeMallie & Lougee, LLP

Peter L. Bancroft – Haines Watts

Oliver Biernat – Benefitax GmbH

Julie Bryant – Haines Watts

Joseph Catalano – Funaro & Co. PC

TL Wong – KC Chia & Noor, Chartered Accountants

Sven Cornelis – ACCO Accountants

Jim Demetriou – Haines Watts

Dr. Sergio Finulli – COMMA 10 Commercialisti & Avvocati

Gary J. Freedman – Ervin Cohen & Jessup LLP

Andrew Jones – Haines Watts

Dr. Walther Kieffer – Kieffer Stübben & Partner

Rainer Kiekbusch – AIOS GmbH

Michael Klein – Ciuni & Panichi, Inc. CPA

Dr. Carlo Dalla Libera - Dalla Libera & Partners

Lee Lloyd – Brooks, Pierce, McLendon, Humphrey & Leonard LLP

Olena Makeieva – Audit Company Aksonova & Associates LLC

Raghu Marwah – R.N. MARWAH & Company, Chartered Accountants

Richard E. Mastrocola – Tonneson + Co, Certified Public Accountants and Consultants

Steve Meyn – Lawler Partners Pty Limited

Dr. Michael Munkert – MUNKERT & PARTNER GbR

David Neste – Prager and Fenton LLP

Ady Nordman – Soroker - Agmon Advocates & Patent Attorneys

John Pannett – Haines Watts

Eugenia Panou – ASnetwork

Alan Rajah – Lawrence Grant, Chartered Accountants

Ramon Riera – VIR AUDIT, S.L.P.

Tony Shao – Horizon Group

James J. Smart – Smart Devine and Company, LLC

Sotiris Sokos – ASnetwork

Anthony J. Soukenik – Sandberg Phoenix & Von Gontard P.C.

Annette Stromberg – FIDAG

Jedrzej Szalacha – CSWP Audyt Spolka z ograniczona odpowiedzialnoscia Sp.k.

Kanish Thevarasa – Kanish & Partners, Chartered Accountants

Diana Valkova – Dinova Rusev & Partners

Angel Gabriel Viso – Viso, Rodríguez, Cottin, Medina, Ramírez & Asociados

Krzysztof Wasilewski – CSWP Audyt Spolka z ograniczona odpowiedzialnoscia Sp.k.

Lu Shen – Kieffer Stübben & Partner

Hal K. Litchford – Baker, Donelson, Bearman, Caldwell & Berkowitz, PC

René de Keijzer – De Keijzer Nipius & Co Accountants B.V.

Oliver Rothschild – Geneva Group International

Joop Dagevos – ZIRKZEE GROUP

Vijesh H. Zinzuwadia – Zinzuwadia & Co. CA

Adam Crowson – Geneva Group International



1. Tim van der Meer

Welcome to M&A PG!

Introduction - members to M&A (new)

Oliver Rothschild

Jim Demetriou

Julie Bryant

David Neste

Ramon Riera

TL Wong

Mike Klein

Lee Lloyd

Diana Valkova

M&A PG - want to make this a successful multi discipline network.

Update - last year 40 members and this is now increasing. Now we have 150 members and hope that they will all participate on the website. The website is currently the major project of the group. It is a marketing tool to use for members to their clients and a tool between the members. Next step is to move onto sale/buy mandates and investment opportunities to get work referrals between the members of the PG.

Tim presented home page of the website. Handed out personal profiles to be filled in during the afternoon and return to HR so that details can be loaded onto the website.

About us - exchange knowledge, deals etc but also to use as a marketing tool. Plan to use SEO etc for phase 2. Transactions page also to be uploaded by members.

Email the test link to the attendees so they can view it. Potential investment opportunities? Can we do this as well - yes. We will use the website for this purpose as well.

47 corporate and personal profiles uploaded already.

Presence at conferences - need to have a presence (run a practice group) at all the major conferences. Tim will do the Europe and World – Asia, Raghu Marwah- North America, David Surprenant - Latin America- Angel Viso. Helen Robinson to run where Tim or David are not available. The board and the availability of the members will be reviewed the next months.

Next steps - communication between members - deals and sale and buy mandates. Platform at the moment is deal market - do we use it? Most of us do not. Raghu put three deals on 6 months ago and got nothing so has not been more active. Deal market suggested putting it in the public website. But not comfortable in putting it on a public site. Tim - as we all know each other and trust each other then better than going public. Raghu - start with the email round e.g. Like Helen is doing at the moment - use the bcc option on emails. Tim and Helen will review a way to communicate via the website.

What would you be interested in? Raghu - have a section in the GGI alerts for M&A transactions, market and incentivise members. Want it on the M&A website as well as the GGI. Closed deals. Also use insider.



No enthusiasm for deal market and developing the use of this. Will reconsider the use in the future.

New members e.g. M&A boutiques being looked for.

Anything that we should add to the website let us know. Feedback - Lee Lloyd - linked in group, can we do this and use the discussion board etc. There is already one with about 30 people and sometimes they can be blocked. Tim to invite the new members. Is there a confidentiality issue with clients? Need to be careful about this and what is going to be on the website. Can do this on an anonymous basis so that not sensitive information is used.

2. Raghu

Indian M&A landscape - slides to be posted

3. Rick Mastrocola

Trends and techniques, due diligence - accounting and tax - slides to be posted.

Actions

1. HR to complete minutes
2. HR to arrange for GGI to upload profiles completed at the meeting
3. Tim to email test link to all members
4. Members to provide feedback on test link
5. Tim to invite all members to be part of M&A Linked in group
6. Rick and Raghu to provide slides for circulation
7. Tim to circulate Rick and Raghu's presentations to attendees

Helen Robinson
22nd October 2012