



GGI CONFERENCES GMBH

Agenda M&A Practice Group

This time around the topics for the Practice Group Meeting Merger & Acquisition (MAPG) will be the following:

1. Succession in SME as case for M&A: situation in Germany & Switzerland
2. Process of Succession within M&A-case
3. From an idea to a plan: how to start the process of succession with your client
4. Analysis of the “starting point”: profile of seller and company
5. Function of “clean team”
6. Post-merger issues: integration, corporate culture
7. Your involvement as GGI-member

These topics will be presented, with most of their “ins” and “outs”; additionally, your involvement is requested via discussion and dialogue within the PG meeting.

One part will involve a creation of a survey “à la minute”, you are herewith kindly asked to prepare the following facts & figures for the PG meeting:

1. How many clients do you have, where the owner is aged over 55 years? (revenues and its history, staff, R&D orientation resp. USP)
2. What industry segments are they in?
3. How are they facing the issue of succession?

Please prepare your answers to these 3 questions.