

Minutes of the Joint Practice Group Meeting MAPG and ITPG

Participants: Marco G. Walser, Oliver Biernat, Robert Anthony, Alan Rajah, Oscar A. Coonen, Georges Troy, Ugo Girardi, John R. Ward, Angel Gabriel Viso, Simon H. Prisk, Viviane Moro, Sergio Finulli, Eugenio Saldivar Gallegos, Carlo Dalla Libera, Tobias Wilhelm, George P. Christou, Graham Busch, Santiago Lapausa, Jeffrey Kenens, Hugo Everaerd, Sérgio Pontes (Total: 21 Participants).

Place: Intercontinental Hotel, Room „Escorial Centro“, Madrid, Spain

Date/Time: 23 April 2010, 14:00-17:30 h

NO.	TOPIC	DEADLINE	WHO?
1.	Opening of the meeting by the 2 Chairmen Marco G. Walser (M&A Practice Group - MAPG) and Oliver Biernat (ITPG).		
2.	Presentation of PowerPoint-Slideshow "M&A within GGI" by Marco G. Walser, including Q&A-session.		
3.	Presentation of Participants including narration of their experience in the field of M&A.		
4.	<p>Structure</p> <p>The structure of M&A Practice Group (MAPG) is divided into 3 regional chapters: Europe + Rest of the World; the Americas; Asia, Middle East, Australia, Oceania.</p> <p>The MAPG is lead by a Chairman, in his absence by his Deputy, in his absence by the 3 Vice Chairmen.</p> <p>Every regional chapter is lead by a Vice Chairman and 2-3 Deputy Vice Chairmen, who represent him in his absence.</p> <p>The Chairmen, his Deputy and the 3 Vice Chairmen form the "Steering Committee", in charge of organizing the MAPG-Meetings.</p> <p>The relatively large number of Officers is to ensure continuity and independence from only a few Colleagues.</p> <p>For ease of understanding please refer to the attached Chart of Organization.</p>		
5.	<p>Elections</p> <p>The following colleagues presented their candidacy to serve as Officers in the M&A Practice Group (MAPG):</p> <p>Chairman: Marco G. Walser (appointed by GGI Headquarter)</p> <p>Deputy Chairman: Robert Anthony</p> <p>European Chapter:</p> <p>Vice Chairman: Alan Rajah, Deputies: Oscar A. Coonen, Georges Troy, Ugo Girardi.</p> <p>Asian Chapter: not yet finalized</p> <p>Americas Chapter:</p> <p>Vice Chairman: John R. Ward, Deputies: Angel Gabriel Viso, Si-</p>		

	<p>mon H. Prisk.</p> <p>All candidates have been confirmed by the Participants and are therefore elected for a period of 2 years, according to GGI rules.</p>		
6.	<p>Web-based Blackboard (WBB)</p> <p>The Chairman explains that there will be a web-based Blackboard (WBB) to list companies for sale or for search mandates; this will be possible against a fee that helps to pay for the set-up of that WBB; details will be worked out.</p> <p>As soon as WBB will be paid for by a sufficient number of listings, excess revenue shall help to reduce cost of MAPG-Officers (contribution to travel, accommodation and entertainment expenses)</p>		
7.	<p>Input from Participants</p> <p>Explore possibility of cooperation with Corporate Finance Practice Group and Private Equity Practice Group;</p> <p>Pro-active information to all MAPG-Members via automatic e-Mail;</p> <p>Explore possibility to cooperate with Investment Funds for financing of M&A-Transactions;</p> <p>Regular MAPG-Meetings in order to exchange experience and present real-life cases and its challenges, typically before GGI Regional or World Meetings;</p> <p>Explore possibility of Video-Conferencing for MAPG Officers to avoid travel cost and time spent;</p> <p>List MAPG-Officers in the GGI-Intranet (update of existing listing).</p>		
8.	<p>Joint Meeting</p> <p>Oliver Biernat explains why the ITPG and MAPG organized a joint meeting: it was about relaunching the MAPG and show interfaces between the 2 disciplines.</p>		
9.	<p>Presentation by Alan Rajah</p> <p>Alan presented a PowerPoint-Slideshow under the title "Due Diligence and Tax Efficient Structures during M&A" and handed out a brochure.</p>		
10.	<p>Presentation "Comtax"</p> <p>Oliver Biernat presented the functions and possibilities of the Comtax-Software.</p>		
11.	<p>Closing of the Meeting</p> <p>As no further request was brought forward, the MAPG-Chairman closed the Meeting.</p>		