

**Welcome!**

## Program today

- Introduction, update on plans and developments within GGI M&A PG, Tim van der Meer
- Valuations, Due Diligence Trends & Techniques, Accounting & Tax, Richard Mastrocola
- The M&A market in Italy, Sergio Finulli
- Transaction insurances, Helen Robinson, Wedlake Bell, London, UK.

## GGI M&A PG Values and Goals

- Provide a valuable network of specialist M&A advisors for clients
- Increase business/professional knowledge between the members
- Increase business referrals between members
- Increase cross border M&A deals between members

# Update 2013

- Currently 165 members



## Update 2013

- GGI M&A [Website](#)
- Corporate and personal profiles (currently 44)
- Presence at conferences, Asian, Americas, European, World
- Business referrals
- Deal referrals

## Update 2013 - Next steps

1. Increase # members, especially M&A firms
2. Conferences
3. Phase 2 of the website
4. Election of new board members 2013

# 1. Increase number of members

- Europe, GGI HQ, Jolien Bekkering
- Northern America, Adam Crowson
- Asia, GGI HQ, Peter Kaeser

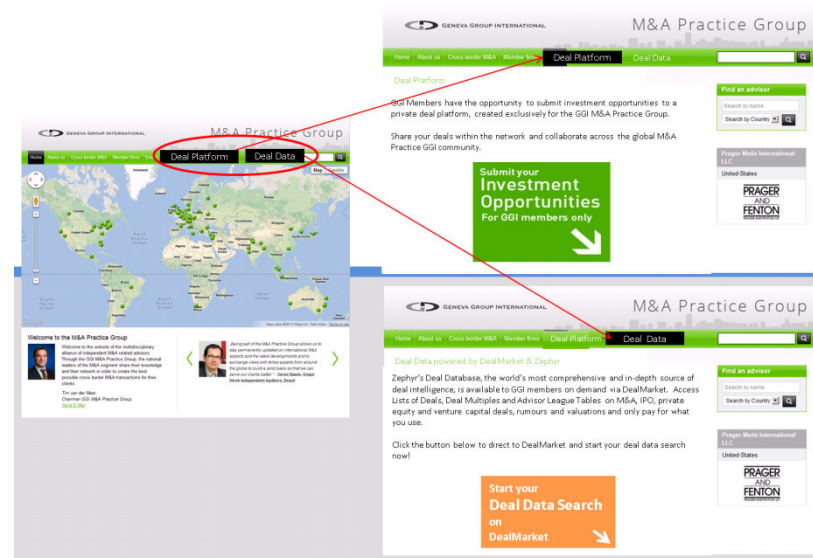
## 2. Conferences

- Present at all major conferences
- M&A Conference (2015?)



## 3. Phase 2 of the website

- Sharing buy and sale mandates
- News updates and knowledge sharing:
  - sector intelligence;
  - country intelligence;
  - multiples per sector;
  - (success) fee library;



## 4. Election new board members

- World Conference
- Current Board members:

Global Chairperson

Global Vice Chair

Global Vice Chair

Global Vice Chair

European Chairperson

Latin American Chairperson

North American Chairperson

Asian Chairperson

Asian Chairperson

Tim van der Meer

Helen Robinson

Dr. Michael J. Munkert

Patrick Lemmens

Dr. Ugo Girardi

Seres Baum

David Suprenant / Lee Lloyd

Raghu Marwah

Ben Ho