

# Dow Jones CEO Agenda Series: 4th Annual M&A Conference

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APRIL 3, 2008 | NEW YORK CITY | HARVARD CLUB

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Dow Jones & Company, in partnership with Accenture, is pleased to invite you to the [4th Annual M&A Conference](#), an exclusive networking and learning event for senior executives charged with acquiring and integrating business at home and abroad. This half-day morning program will feature two panels that bring together seasoned deal leaders to provide their expert opinions on critical and timely topics including successful acquisition strategies, cross-border M&A deals, proper due diligence strategies, navigating the current finance environment, and where the industry is headed.

Attend this by-invitation-only event and expect:

- Authoritative, actionable insights from top C-level executives
- Solid strategies for building success
- Focused, intimate networking with a select group of M&A business leaders



## R.S.V.P.

Recipients of this invitation are invited to attend this exclusive event. There is no fee to attend, but space is limited, so to confirm your attendance or request more information, contact Kate Butler at [Kate.Butler@dowjones.com](mailto:Kate.Butler@dowjones.com) or by phone at 415-439-6658.



**DOWJONES**

## AGENDA

- 8-8:30 Breakfast & Registration
- 8:35-8:45 Opening Remarks
- 8:50-9:35 Opening Panel: **M&A Deal Environment: Is Now the Time for Strategic Acquirers to Strike?**
- For the past several years, corporations dealt with the looming presence of private equity firms. Flush with capital and able to secure sizable amounts of debt at very good terms, PE firms were circling companies of all sizes, forcing corporations to either overpay or head to the sidelines. But now with lenders pulling back, it is the PE firms pulling back. That, in theory, means that corporations are either getting or thinking about getting more aggressive in making acquisitions. But how should corporations be thinking about such deals within the current financing environment? How will the pullback in the credit markets add to the buying opportunities? Will there, for instance, be more divestitures and distress sales? In an effort to help corporations get comfortable with making acquisitions in the current environment, our veteran panel will talk about the things that company officials should be thinking about in doing deals, either in the U.S. or abroad, and how they should be thinking about whether a deal makes sense. They'll also give their view of where they think the private equity industry is headed and how that could impact buying decisions now and in the future for corporations.
- SPEAKERS **Mayo Schmidt**, *CEO, Viterro*  
**Alan Klein**, *Partner, Simpson Thacher & Bartlett LLP*  
**Seth Lawry**, *Managing Director, Thomas H. Lee Partners*
- 9:40-10:10 Keynote: **Mark Angelson**, *Chairman, MidOcean Partners (formerly CEO, R.R. Donnelley)*
- 10:35-11:20 Panel: **What It Takes to Become a Successful Repeat Acquirer both at Home and Abroad.**
- For corporations to truly grow and thrive, they need to be able to not only do acquisitions but be able to do them again and, of course, do them successfully. But not all acquirers are alike and not all acquisition strategies are the same. Some corporations acquire frequently, others only once every few years. Some corporations acquire startups from venture capitalists and then turnaround and buy billion dollar publicly traded corporations. Others acquire companies not only in their own backyard but in the emerging markets of the world where real competition is starting to emerge, making the move before competitors from abroad swoop in. Everyone has to be able to compete on a global basis - cross-border M&A is becoming a new core competency. But what does it take to do this right? A key issue, of course, is having the right talent and capabilities in-house to do the deals but also to retain the right talent during and after the deal. Another key issue is asking the right questions during due diligence, better to learn the challenges early rather than after the deal - especially in new markets where local intelligence and resources are key assets. In an effort to help you get a handle on doing deals right, you'll hear from executives that are doing acquisitions on a regular basis and learn how they tackle deals, the type of due diligence they strive to do and what steps they take before and after completing the deal.
- SPEAKERS **Dino Mauricio**, *Managing Director Restructuring/M&A Integration, Getzler Henrich & Associates (formerly Managing Director M&A, GE)*  
**Rusty Rainey**, *M&A Consultant, (formerly Head, Corporate Merger Office, JPMorganChase - and Integration Director, Bank of America)*  
**Arthur R. Bert**, *Managing Partner Global Lead Corporate Strategy and M&A, Accenture*
- 11:30 Networking Luncheon

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- ☐ Yes, I would like to attend the 4th Annual M&A Conference in NYC on April 3rd. Please provide the following information below.

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company: \_\_\_\_\_

Email address: \_\_\_\_\_

Phone number: \_\_\_\_\_

- ☐ No, I cannot attend the 4th Annual M&A Conference in NYC on April 3rd.