



Joint seminar – XIB Capital Partners and Freshfields

Auction Strategies – tactics and strategies to help you gain the competitive advantage

* Invitation only

Japan outbound M&A continues to be active as Japanese companies remain acquisitive. Japanese companies still see overseas acquisitions as the remedy to the relentlessly dwindling domestic market. Hence there is a need for Japanese companies to be well equipped on the strategy and tools to execute their M&A plans that will give them the competitive advantage. Freshfields have seen interesting trends emerging from auctions recently and have analysed all of the most significant auctions that we have been involved in over the last 12 months across the globe. In this seminar we want to share these trends with you and provide you with useful information that will equip you with tactics and strategies to help you the competitive edge.

Some of the highlights of our the trend findings include:

1. From the seller's perspective:
 - analysis on the optimum auction structures, including the number of phases, and number of bidders admitted to the final stage;
 - avoiding common pitfalls when trying to align the target management with your process;
 - key issues relevant to both financial sponsors and strategic buyers; and
 - developments in the approach to the transaction documents.

2. From the bidder's perspective:

- analysis on how bidders try to get ahead of the pack;
- successful strategies to optimise how sellers view your bid, set against the key criteria of value, speed and certainty; and
- pre-emption trends.

Date & Time

Wednesday, 01 November 2017
12:00pm – 13:30pm
Lunch will be served

Venue

Freshfields Bruckhaus Deringer Tokyo
Akasaka Biz Tower 36F, 5-3-1 Akasaka, Minato-ku,
Tokyo (Tel: 03-3584-8476 (general)) [\[MAP\]](#)

Speakers

- Edward Cole (Managing Partner, Tokyo)
- Takeshi Nakao (Partner, Head of Japan Practice)
- Marcus Wolter (Principal Associate)

Language

Japanese

RSVP

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We look forward to seeing you.