

# Australia M&A Forum

26 September 2019 | The Westin Hotel, Sydney

After a strong 2018, with deal value reaching A\$123.1billion (US\$88.5 billion) through some significant transactions, together with an increase in mid-market M&A, deal-making in Australia continues to be robust. Despite regulatory headwinds and macroeconomic uncertainties, M&A within Australia looks to remain stable, driven largely by interest from private equity and superannuation funds, deal flow from regulatory fallout, and overseas interest, as well as continued activity in the EMU, TMT, and consumer sectors.

Mergermarket's inaugural Australia M&A Forum will bring together over 200 leading corporates, investors, private equity fund managers, and senior advisors from Australia and Asia for a one-day intensive dive into the main topics that will shape the M&A landscape in the coming 12 months. The event will feature fireside chats, data presentations, and case studies to facilitate greater understanding of the latest trends and opportunities in Australian and cross-border M&A.



The conference will bring together:

**200+**  
Attendees

**80+**  
Corporate investors

**30+**  
Speakers

**140+**  
Companies represented



CERTIFIED BY THE  
CPD CERTIFICATION  
SERVICE

Australia M&A Forum is now a CPD certified event  
6.5 CPD points can be claimed after attending the Forum

For further information on CPD accreditation please visit: [www.cpduk.co.uk](http://www.cpduk.co.uk)

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## Topics will include:

- 1 What** factors will impact Australian M&A going forward?
- 2 How** will local and global regulatory developments affect the M&A landscape?
- 3 What** are the opportunities and challenges for Australian cross border transactions?
- 4 How** can public market activity affect M&A; shareholder activism, public to private and innovative deal structuring?
- 5 What** are the best strategies for corporates, private equity funds and investors to get deals done?
- 6 The changing world** of Due Diligence and how to deliver effective post-merger integration?

## Reasons to attend:

- 1 Stay** ahead of the upcoming trends and opportunities in M&A for the year ahead
- 2 Gain** unrivalled access to regional and international corporates, senior advisors and private equity practitioners
- 3 Learn** the truth behind a deal in our in-depth case study
- 4 Gain** insights into the growth strategies of leading corporates and superannuation funds across Australia
- 5 Network** with leading industry players from Australia and across Asia

## About Us:



**Mergermarket** is the leading provider of forward-looking intelligence, real-time business news, analysis and data on M&A. Our global network of dedicated journalists reports on early stage opportunities ahead of other news sources. Together with specialized analysis and data, Mergermarket offers an indispensable resource for M&A professionals.

[www.mergermarket.com](http://www.mergermarket.com)



**AVCJ** is the leading provider of intelligence on Asian private equity and venture capital. AVCJ's suite of products focuses on news and analysis, research and data, as well as, a series of high level conferences and networking events held in the financial centres of Asia.

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# Speakers

## Keynote



**Rod Sims**  
Chairman  
AUSTRALIAN COMPETITION & CONSUMER COMMISSION

## Senior Industry Professionals



**Lisa Barry**  
Partner, People & Change  
KPMG



**Alex Cartel**  
Managing Director,  
Head of Investment Banking Coverage  
DEUTSCHE BANK AG AUSTRALIA



**Jonathan Chamberlain**  
Partner  
BGH CAPITAL



**Richard Dammary**  
Managing Principal  
EMERALD HILL ASSOCIATES



**Michael Chandler**  
Managing Director  
SOVEREIGN GOVERNANCE ADVISORY



**Andrew Charlier**  
Managing Director  
PACIFIC EQUITY PARTNERS



**Richard Dammary**  
Former Chief Legal Officer & Company Secretary  
WOOLWORTHS GROUP



**Tom Day**  
Vice President – Legal  
BHP GROUP



**Kim Demarte**  
Senior Specialist - Mergers & Acquisitions  
AUSTRALIAN SECURITIES & INVESTMENTS  
COMMISSION (ASIC)



**David Eliakim**  
Partner  
KING & WOOD MALLESONS



**Joseph Fayyad**  
Australia CEO & Head of Investment Banking  
BANK OF AMERICA MERRILL LYNCH



**Thomas Fredell**  
Chief Product Officer  
MERRILL CORPORATION



**Marissa Freund**  
Chief Operating Officer, Mergers & Acquisitions  
GOLDMAN SACHS



**Peter Gold**  
Private Equity M&A Pacific Sales Leader  
MARSH

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# Speakers

## Senior Industry Professionals



**Stuart Fuller**  
Global Head of Legal Services  
KPMG



**Michael Harris**  
Executive Director  
AFFINITY EQUITY PARTNERS



**Diana Hu**  
M&A Underwriter  
AIG



**Peter Langham**  
Chief Executive Officer  
SCOTTISH PACIFIC



**Michael Lion**  
General Manager, Corporate Strategy & Development  
ORIGIN ENERGY



**Duncan Mann**  
Managing Director and Head of Financial Sponsors,  
Australia  
CREDIT SUISSE



**Stephen Mayne**  
Shareholder Activist



**Chris McDermott**  
Head of PEMA – Pacific, JLT Specialty  
MARSH



**Iain Melhuish**  
Head of Debt Capital Markets, Australia & New  
Zealand, Executive Director  
MACQUARIE CAPITAL



**Craig Mennie**  
Australian Head of Deal Advisory  
KPMG



**Simon Mordant AM**  
Executive Co-Chairman  
LUMINIS PARTNERS



**Brynn O'Brien**  
Executive Director  
AUSTRALASIAN CENTRE FOR CORPORATE  
RESPONSIBILITY (ACCR)



**Gabriel Radzyninski**  
Managing Director and Portfolio Manager  
SANDON CAPITAL



**Drew Riethmuller**  
Managing Director, Head of Global Corporate &  
Investment Banking  
MUFG BANK



**Sophia Rihani**  
Senior Vice President  
BROOKFIELD ASSET MANAGEMENT



**Simon Segal**  
Director  
MERGERMARKET AUSTRALIA



**Mike Sum**  
Partner, KPMG Strategy  
KPMG



**Daniel Teoh**  
Executive Director  
UBS

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# Programme

Thursday, 26 September 2019

08.00 Registration and refreshments

08.50 Opening remarks

09.00 Keynote address

09.30 M&A update: Outlook and opportunities in Australia and beyond

Australian M&A has been in good shape in recent years, with M&A volume increasing 5% year-on-year; and 2019 only sees this ascent continuing. Apart from the mega deals at the top end of the market, the mid-market has firmly established itself as good source of deal activity. The continued presence of private equity and more focus from superannuation funds and family offices helps to fuel momentum. However, at the forefront of everyone's minds is increased regulatory scrutiny and macroeconomic uncertainty. Against this backdrop, join our panel of leading advisors to examine the current M&A landscape in Australia and their views on the next 12 months.

- What are the macroeconomic and political developments shaping the M&A landscape?
- How has the landscape evolved and what role are new entrants playing?
- Which sectors are most attractive and less impacted by instability?
- What is outlook for the rest of 2019 and beyond?

10:30  Networking coffee break

11:00 Regulatory focus: An update on the current environment

Australia, just like many countries around the globe, has been making wholesale changes to the way it regulates. Whether it is the increased scrutiny on foreign investments, stricter governance, or protectionism, they all have the ability to extend the time it takes to get deals done. The Royal Commission findings have shaken up banking sector and, in the longer term, have the potential to create M&A opportunities. However, smart investors are looking to see what might come next. Our panellists will discuss how these regulatory hurdles are impacting M&A.

- What are the latest government policy shifts and regulatory updates?
- Which sectors outside of finance are likely to see increased deal flow due the Royal Commission findings?
- What sort of regulatory challenges do international buyers face in Australia, and how can they effectively manage them to get deals done?
- In the event that a deal is subject to regulatory review, how can this be planned for in advance, from announcement to completion?

11:35 Case Study: Healthscope, the good, the challenges, and the lessons learnt

This session will provide an opportunity to listen to key members of the deal team, explain one of the most interesting M&A deals of the past year – Brookfield Business Partners competitive \$5.7 billion acquisition of Healthscope, Australia's second largest private hospital and healthcare services provider. Learn how the innovative dual-track scheme of arrangement and takeover was structured to enable Brookfield to monetise Healthscope's property assets simultaneously with closing the M&A transaction.

12:20  Networking lunch

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13:30 Public markets: Activism beyond shareholders

As investment strategies such as shareholder activism, hostile takeover bids, and other special situations become increasingly influential, corporates in Australia must ensure that they have developed a distinct playbook in order to communicate and engage with stakeholders beyond shareholders. In this session, our expert panel of speakers share their insights.

- How is activism unfolding, and which companies, sectors and countries have seen the most activity?
- What sort of activity are we seeing in M&A activism?
- What defensive measures should be taken to decrease the likelihood of an attack, and what sort of procedure and plans should be in place if a shareholder decides to take action?
- What new role will boards have to take?

14:15 Private equity and corporates: A winning partnership?

Record levels of dry powder in private equity has increased the pressure on fund managers to commit capital towards deals, with them now appearing in M&A, deal. For corporates this increased competition has driven up prices and slowed down the execution process. However, with access to capital, expertise in navigating regulatory hurdles, good deal-sourcing channels, and post-deal value creation capabilities, private equity can be a natural partner instead of competitor. With this in mind, our seasoned GPs and corporates discuss the opportunities and challenges.

- How can private equity support Australian M&A, and what are the benefits of GP/corporate partnerships?
- Strategic investors vs private equity firms: What different expertise and approaches does each player bring to the table?
- What are the differences in expectations and interests, and how can they be minimised?
- What do the panel predict will happen over the next 12 months?

15:00 Presentation: Effective post-merger integration

This session will focus on developing a solid post-merger integration plan, as well as what needs to be in place once the deal-makers walk away, and how to avoid the pitfalls that cause many transactions to fail.

15:30  Networking coffee break

16:00 Presentation: Better, Faster, Stronger M&A; Leveraging Technology and AI Across the M&A Lifecycle

Advances in technology and AI will replace low-value work and deliver insights across the M&A lifecycle, allowing deal practitioners to focus on what's important. A discussion on how technology can create competitive advantages to secure and execute more deals amid increased competition in a shrinking domestic/in-bound M&A market, combined with increasing momentum in cross-border deals as firms search for value opportunities globally

16:30 Cross-border: Australia, open for business

Australia has firmly established its position as an attractive destination for international strategic and private investors, through its ability to deliver favourable deal opportunities, positive economics, and relative political stability. Although the US remains its top partner, Japan, Europe, and China also have a strong interest in the availability of quality companies and good returns. While there has been some push back by FIRB in recent months, sentiment and interest remains strong. Our panel of industry experts will give an overview of the current situation and discuss how Australia can position itself to take advantage of the right opportunities.

- Are local and international regulatory bodies hindering the potential for cross-border activity?
- Which sectors are most attractive for cross-border M&A?
- How do you identify the right targets and most suitable partners?
- How do corporates attract an overseas buyer, what image do they need to project?

17:15 Close of conference and cocktail reception

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# Australia M&A Forum

Co-hosts:



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## Booking details

Email this form to [book@avcj.com](mailto:book@avcj.com)

### Standard rate

US\$1,295

AU\$1,750

Fees include the one-day conference, refreshments, luncheon, evening reception and all conference documents.

## Registration details

Please complete your details below in BLOCK CAPITALS or attach your business card.

Mr/Mrs/Ms  First name  Last name

Job title

Company

Address

City  Country  Post/zip code

Telephone  Fax  E-mail

I plan to attend the **Cocktail reception** on Thursday, 26 September at 17:15 Yes  No

## Payment details

Credit card: (US\$/ AU\$)  Visa  MasterCard  American Express

Card no.  Credit card country issue

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Credit card billing address

Name on card  Signature

**Cancellation/refund policy:** A cancellation charge of US\$300 is applicable to written cancellations received on or before **12 September 2019**. No refund will be made for cancellations after the date due to our advance guaranty obligations and administration costs. A substitute delegate is welcome but the organiser **MUST** be notified in advance of the meeting to avoid incurring a charge. Substitutions may NOT be made at the meeting.

**Pay in advance:** We will include registrants' names on the official delegate list if we have received your registration fees by **19 September 2019**. All payments should be made immediately. Regrettably, no entrance will be permitted for payments not received in advance.

## Venue and Accommodation

### The Westin Sydney

Address: 1 Martin Place, Sydney NSW 2000, Australia

To make a reservation, please call +61 2 8223 1111 or visit [www.westinsydney.com](http://www.westinsydney.com)

**Delegates need to contact The Westin Sydney directly. Please check the best room rate from hotel website.**

**Contact us** Sponsorship enquiries: **Mark Collins** t: +61 2 9002 3131 **M: +61 414 519 861** e: [Mark.Collins@acuris.com](mailto:Mark.Collins@acuris.com)  
**Darryl Mag** t: +852 2158 9639 e: [sponsorship@avcj.com](mailto:sponsorship@avcj.com)  
Registration enquiries: **Anil Nathani** t: +852 2158 9636 e: [book@avcj.com](mailto:book@avcj.com)  
Speaking opportunities: **Sarah Doyle** t: +852 2158 9660 e: [Sarah.Doyle@acuris.com](mailto:Sarah.Doyle@acuris.com)  
Marketing and media enquiries: **Rachel Chan** t: +852 2158 9665 e: [Rachel.Chan@acuris.com](mailto:Rachel.Chan@acuris.com)