

Co-hosts:



Australia M&A Forum

1 October 2020 | 09.00 - 17.00 AEST | Virtual Event

As we live through unprecedented times, the toll on M&A has been severe. A protracted recovery has fueled uncertainty and led to the pause button being pressed for many deals. As the industry grapples with how to find a new normal and for business to resume, make sure you join the 2nd Australia M&A Forum. This year's conference will be a virtual event, bringing together leading corporate investors, senior advisors, and private equity practitioners from across the world for an exclusive online gathering focusing on the Australian M&A landscape.



6 CPD points can be claimed after attending the Forum



2019 Forum key statistics:

220+ Attendees

100+ Corporate investors

30+ Speakers

140+ Companies represented

Co Sponsors



Event Partner



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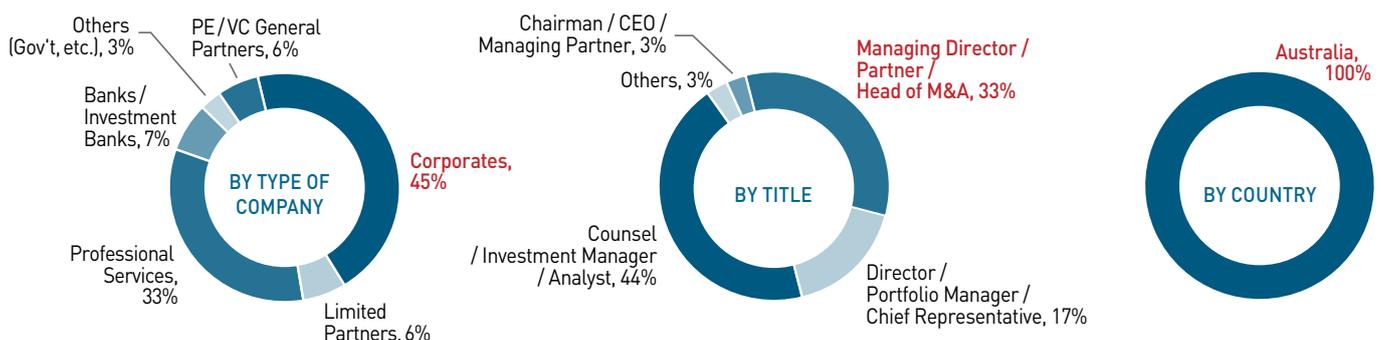
Topics will include:

- What factors will impact Australian M&A going forward?
- How will local and global regulatory developments affect the M&A landscape?
- What are the opportunities and challenges for Australian cross border transactions?
- What are the best strategies for corporates, private equity funds and investors to get deals done?

Reasons to attend

- Gain insights into corporate development strategies and why having a lazy portfolio just does not cut it anymore.
- Network with attendees in real-time and make meaningful connections virtually through live video and chat, interactive polls and Q&A
- Participate in interactive panel sessions and presentations
- Stay ahead of the latest trends and developments surrounding M&A
- Hear from Australia's top corporates and advisors as they share insights on dealmaking under the current conditions.
- Understand how to identify the critical considerations for your next investments and how technology needs to play a crucial role.

2019 Delegate composition



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



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 conferences and networking events held in the financial centres of Asia.

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AUSTRALIA M&A FORUM GOES VIRTUAL

Be part of your community

All of us in the industry are striving to find the new normal to maximise our business capabilities during the covid-19 pandemic. The Australia M&A Virtual Forum is the ideal solution if you want to access the best content and community in private markets in Australia.

Your virtual pass allows you to access cutting edge interactive panel discussions, briefings, case studies and live Q&A sessions, alongside our extensive networking platform so you can connect with the whole community from the comfort and convenience of your device wherever you are in the world.



Key features of the immersive virtual pass



1. Access the entire event on demand

Watch live, at your convenience or replay all sessions so you need never miss the content and experts that are key to your business.



2. Make the most of your time but don't miss out

You don't have to choose between discovering the latest industry developments, whilst making key connections with over 100 Corporates, and being hands-on for your business at this critical time. The virtual pass is the perfect way for you to do both.



3. Targeted networking like never before

Our world-class platform enables you to search the full attendees list and drill down into key datapoints to find the people most relevant to you. Make face-to-face connections via video chat and promote your fund and services to the people who matter to you.



4. Interact with speakers

As well as having a front row seat to hear the biggest industry names share their views on an array of topics, our platform enables you to submit questions and take part in live Q&A sessions as well as vote in our interactive polls.

SPEAKERS

Keynote



David Irvine AO
Chairman
FOREIGN INVESTMENT REVIEW
BOARD

Senior Industry Professionals



Robin Bishop
Founding Partner
BGH CAPITAL



Sam Johnson
Partner
AFFINITY EQUITY PARTNERS
(AUSTRALIA) PTY LTD



Andrew Bullock
Managing Director
ADAMANTEM CAPITAL



Maggie Lu Yueyang
Bureau Chief, Mergermarket
Australia/New Zealand
ACURIS



John Farnik
Managing Director
MACQUARIE CAPITAL



Jonathon Mant
Co-Head of Mergers &
Acquisitions, Australasia
UBS



Tony Garrett
Partner and Head of M&A
Advisory
DELOITTE



Rebecca Maslen-Stannage
Partner
HERBERT SMITH FREEHILLS



Dan Janes
Managing Director, Co-Head of
Investment Banking (Australia and
New Zealand)
BANK OF AMERICA



Simon Mordant AM
Executive Co-Chairman
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SPEAKERS

Senior Industry Professionals



Peter O'Connell
Chief Executive Officer and
Co-Founder
AMAYSIM AUSTRALIA LIMITED



Ian Turner
Partner and National Leader of
M&A
DELOITTE



Kounny Rattley
Partner
ALLENS



John White
Partner
NEXT CAPITAL



Drew Riethmuller
Managing Director / Head of
Global Corporate & Investment
Banking, Oceania
MUFG BANK, LTD



Dan Yang
Chief Strategy Officer
ARISTOCRAT



Jasmine Sprange
M&A Partner
NORTON ROSE FULBRIGHT
AUSTRALIA

PROGRAMME

09:00	Keynote Interview	11:45	Intermission
09:30	Networking break	12:00	Australia M&A awards
09:45	M&A in Australia: The truth behind the headlines		This year we will bring our awards to life via our virtual platform as we showcase the broad spectrum of talent across the field of M&A advisers
	In line with an industry-wide global slowdown, M&A volume in Australia has plummeted. However, regardless of the impact of the pandemic, Australia's fundamentals continue to make it an attractive and reliable market for investment – one that is poised for a quicker bounce-back compared to the rest of Asia Pacific. Although the localised COVID-19 outbreak in Victoria dampened sentiment in early June, dealmakers have been busy preparing for the rebound. Expectations are high that divestitures of non-core assets will feature as a steady source of deal flow, valuations will moderate, and pandemic-resilient sectors will drive activity as people adapt to the new normal. Our leading advisers share their observations and predictions. <ul style="list-style-type: none"> To what extent has the playbook been rewritten, and how do super funds and corporates feel about the market? With protectionism on the rise globally, how will M&A dealmakers adapt in terms of pitching deals and looking for buyers? How will competition between the public and private markets play out in the coming years? Will remote working have a long-term and fundamental impact on dealmaking? How do you approach the misalignment of valuations between buyers and sellers? Will there be a natural correction as stimulus packages start to run out and firms begin to divest non-performing assets? 	12:15	Intermission
		13:45	Australia M&A awards
			This year we will bring our awards to life via our virtual platform as we showcase the broad spectrum of talent across the field of M&A advisers
		14:15	Private equity: An essential role in the M&A ecosystem
			Private equity is expected to continue to be a key driver of M&A activity in Australia with funds showing up in nearly all processes across the opportunity set. Having a reported AUD13 billion in dry powder and an ability to act nimbly, private equity has established itself as an essential part of the landscape's recovery. Our panel of experts discuss how they have navigated the past year, as well as share what opportunities are on the horizon. <ul style="list-style-type: none"> How are managers getting deals done in the current environment and how do you get comfortable with assessing value? What does private equity do differently to win deals? Are they focusing on roll ups or buy-and-build strategies? Is the pandemic an opportunity similar to the 2007–2008 global financial crisis? How are firms more prepared and how do they ensure they can add value? What is private equity's evolving role in financing transactions?
10:45	Networking break	15:00	Networking break
11:00	Mid-market M&A: What is really going on?	15:15	Cross-Border: Triumph in adversity?
	Traditionally one of the more active parts of the landscape, mid-market participants have taken a bit of a wait-and-see approach to investing this year. Players are confident that activity will bounce back and predict that Australia will provide an abundance of mid-market deals. New/advanced technology companies that have adopted innovative business strategies and who can compete in the battle for market share with larger companies and traditional industry leaders make for attractive targets. As lenders scrutinise deals, the challenges surrounding financing will be at the forefront of people's minds. Our panel discusses what they see ahead as they plan their next investments. <ul style="list-style-type: none"> How would you describe this last year in terms of variability of deal outcomes and changes to the norm? How have due diligence processes changed to accommodate such uncertainty? Why is the mid-market still a bright spot in Australian activity, how would you describe activity levels, has deal flow picked up much from the low, and what is the outlook? What are thoughts on the rapid shift in consumer behavior to online purchasing and how it has impacted deal flows & which other sectors will lead the way? Private equity: friend or foe for mid-market M&A? What should we expect this coming year? What innovative financing structures are in place to get mid-market deals over the line? What about deal protection mechanisms for buyers –what has changed? 		Cross-border transactions have always been challenging, with the complexities of doing deals during a pandemic and countries slipping into recession only compounding the issue. For dealmakers who manage to get contracts signed, completion will take longer and a prolonged due diligence phase is to be expected. Despite the challenges, Australia remains an attractive destination for foreign buyers due to its strong rule of law, relatively strong economy, and attractive exchange rate. Our senior experts share their experiences. <ul style="list-style-type: none"> How do you construct an international takeover under the existing conditions and is Japan still the hot ticket? Have new regulations really been the obstacle to getting deals done? How will geopolitical tension in the region between the US and China affect Australia's position as a traditional destination for foreign investment? Which emerging countries/markets instead of China could be the next driving force for deals in Australia?
		16:15	Conference ends

If you have a discount code, please insert:

BOOKING DETAILS

Email this form to book@avcj.com

Standard rate
(after 4 September 2020)

AU\$299 / US\$220

Fees include the one-day virtual forum and payment will be accepted in USD only.

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		
Telephone (work)	(mobile)	
City	Country	Post/zip code
Fax	E-mail	
I would like to receive a CPD certificate with confirmation of attendance		
		Yes <input type="checkbox"/> No <input type="checkbox"/>

Payment details

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

Card no. Credit card country issue

Expiry date Security code

Credit card billing address

Name on card Signature

Cancellation/refund policy: A cancellation charge of US\$100 is applicable to written cancellations received on or before **17 September 2020**. 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 **24 September 2020**. All payments should be made immediately. Regrettably, no entrance will be permitted for payments not received in advance.

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