

Arthanomics 2009

# CONCEPT PAPER

M&A Workshop



Indian Institute of Management Kozhikode



## Introduction

Financially Yours, the Finance Interest group at IIM Kozhikode will be conducting an **“All you need to know about the Mergers and Acquisition”** workshop on the IIMK campus. The workshop will be held as part of Arthanomics 2009 on **5<sup>th</sup> & 6<sup>th</sup> September, 2009**

## Rationale

Over the past few years, with Indian companies aggressively participating in large M&A deals in India and abroad, there has been a lot of curiosity about the nuances in the sector. In order to get a perspective from the industry veterans, Arthanomics 2008, the annual finance summit of IIMK centered around the theme Mergers and Acquisitions, saw eminent personalities from the M&A space visiting the campus. Prominent among them were, Mr. Kamlesh Gandhi - Country Head Investment Banking, Religare, Mr. Sadashiv Rao - Senior Director, IDFC, Mr. Hemendra Aran - CEO, Aranca, Mr. Ravi Mani - Associate Director, Equirus, Mr. Srinivas Baratam - Director, Private Equity, Lazard.

To take the initiative further, we have planned an extensive two day workshop which aims to facilitate the understanding of the issues involved by the students. The workshop will have focused discussion on its various aspects of a M&A deal.

On successful completion of this workshop, the institute would like to engage in a continuing partnership with the company through programs like corporate projects, summer and winter internships, live case studies, and many other initiatives.

## Target Audience

The target audience comprises of over 100 students from IIMK, intending to make their careers in Finance. The workshop is expected to witness enhanced enthusiasm from the faculty and other B School students.

## Branding and Identity

This Event would be widely publicized through various websites and newspapers across the country through our media partners. Invites to this event would be sent to all major B-schools of the country with a detailed schedule and list of events.

## **Program (Workshop) Structure**

During the 2 days of the Workshop various company representatives will present seminars on diverse topics in the M&A spectrum. A list of some suggested topics is given below. Each day 4 sessions will be conducted, the total not exceeding 6 hours a day. After this extensive training from corporate, students would be provided one week to analyze and present a case study, prepared by one of the companies, to a panel to ascertain if the learning objectives of the workshop are met.

### **Day 1, 5<sup>th</sup> September 2009: Introduction and Legal aspects of M&A**

Session 1: Strategic intent of Mergers and Acquisition.

Session 2: The process of M&A , and different alliances possible between companies with a brief of hostile takeovers.

Session 3: The various Funding mechanisms and structures used in M&A process and their success and failures.(small caselets to demonstrate the mistakes committed in the past)

Session 4: The legal aspects involved in the M&A process with emphasis on shareholding norms in hostile takeovers (2 hours)

### **Day 2, 6<sup>th</sup> September 2009: Various Deal Case studies**

Session 1: Companies view of M&A and case studies of the various growth opportunities and success and failures in M&A process along with Due Diligence aspects

Session 2: Valuation process in M&A.

Session 3: Investment bankers (sell side) view of M&A and how the deal process works out with a few case studies.

Session 4: Q&A related to careers in Investment Banking.

### **Day3, 7<sup>th</sup> September 2009: Launching of inter B-school case study contest.**

**15<sup>th</sup> September 2009: Last date of submission of completed case solutions.**

We invite you to participate in any of these initiatives and welcome suggestions for changes to the event schedule. The list of coordinators of the event is provided, do contact us in case of any further queries.

### Members of the School Working Group

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