



MERGERS / ACQUISITIONS / DIVESTITURES

GROWTH & SURVIVAL STRATEGIES FOR CHALLENGING TIMES

July 10th 2009

Looking for lasting growth opportunities in the global marketplace? Does your company need to retrench and focus on its core competencies? Moving from saturated to emerging markets necessary to remain competitive and foster growth? Join the WTCW on July 10th, 2009 as we explore Part I of our Global Growth & Survival Strategies series. This program, geared towards midmarket and larger companies, will explore how to leverage M&A and divestiture strategies in the current economy and create new opportunities for the long term competitiveness and profitability of your company.

AGENDA

- 7:30 – 8:00 am** Registration and Continental Breakfast
- 8:00 – 9:00** **Global M&A Environment: Update and Strategy**
Howard Lanser, Director, Head of M&A Business Development, Robert W. Baird & Co.
Steve Booth, Managing Director, Head of Investment Banking, Robert W. Baird & Co.
Chris McMahon, Managing Director, Head of Global M&A, Robert W. Baird & Co.
Anthony Siu, Managing Director, Head of Investment Banking–Greater China, Robert W. Baird & Co.
John D. Emory Jr, President & CEO, Emory & Co.
- ✦ 2008 – The year to forget
 - ✦ Effects on U.S. M&A
 - ✦ Chinese M&A environment
 - ✦ What are the precursors for a resurgence in global M&A
 - ✦ Midmarket Outlook
- 9:00 – 9:55** **Financing the Deal**
Greg Dorf, Senior Vice President, JP Morgan Chase
Howard Lanser, Director, M&A, Robert W. Baird & Co.
- ✦ Current economy and global markets
 - ✦ Impact on capital structures in M&A
 - ✦ Financing foreign acquisitions
 - ✦ Accessing sources of financing - private equity; sellers notes; who's lending?
- 9:55 – 10:10** **Break**
- 10:10 – 11:05** **Current Issues in the Cross – Border M&A Process**
Kevin Makowski, Partner, Foley and Lardner, LLP
Alexander Kempe, COO Ultrasound, GE Healthcare
Anthony Siu, Head of Investment Banking–Greater China, Robert W. Baird & Co.
- ✦ Hot button due diligence issues
 - ✦ Critical tax and cash concerns
 - ✦ Effect of growing government activism
 - ✦ Changing dynamics in negotiations
- 11:05 – 12:00** **Selling Operations in a Global Marketplace**
Doug Marconnet, Managing director, Mertz Associates
Paul Hammes, Partner-Transaction Advisory Services, Ernst & Young
Timothy J. Sheehan, Partner, Foley and Lardner, LLP
- ✦ Global divestitures on the rise
 - ✦ Proactive strategies: Identifying segments to sell, or sell the whole thing
 - ✦ Buyers from “emerging markets”
 - ✦ Priming your company for the sell



REGISTRATION FEES:

WTC Members: \$75
Non-members \$115

LOCATION:

Foley and Lardner
777 E Wisconsin Avenue
40th Floor
Milwaukee, Wisconsin 53202

For event registration please visit www.wistrade.org or call
the WTCW at 414.274.3840
72 hour notice required for cancellation

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