



**Programme on
Demystifying M&A and PE**

Saturday, October 13, 2018 - 5.30 to 7.30 p.m.

Venue: Torrent-AMA Management Centre, Core-AMA Management House,
ATIRA Campus, Dr. Vikram Sarabhai Marg, Ahmedabad 380 015

M&As are widely perceived as a potent mechanism to create stakeholder value. The upsurge in global M&A deals points to the increase in the level of interest in M&As. For instance, the first quarter of 2018 witnessed global M&As at near-record value levels, with deals worth US\$1.02 trillion. While the primary motive underlying most M&As is medium to long-term stakeholder value creation through a combination of strategic, operational, financial, and management synergies, ironically, there is research evidence highlighting the failure in realizing the synergies and value-creation.

Over the past 20 years history of the Indian PE/VC industry, notwithstanding intervals of weak macro's, political instability, unstable currency, and a variety of other negative factors, the Indian PE/VC ecosystem has grown from approx. US\$200 million in 1998 to almost US\$39.5 billion in 2017 (PE/VC investments plus exits), a CAGR of almost 32%. The momentum is expected to continue in future, as India remains a shining star in global economy. However, entrepreneurs have several doubts/concerns, e.g., am I ready for a Private Equity investment, will the PE investor take away the freedom to conduct business, how will the PE add value to business, what typically are PE's return expectations, how to provide them an exit etc.

It is therefore important to demystify M&A PE funding and put them in the right perspective, so as to be able to use them as value-creation mechanisms.

Faculty: Mr. Rajiv Bhatt, Associate Partner, Ernst & Young LLP

NO PARTICIPATION FEE. However interested persons, Please register by giving their name, e-mail address and phone number to: ama@amaindia.org. Phone: 079-26308601-2-3-4-5
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