

Global M&A Symposium 2017

The Crucial Points and Difficulties of Success and Failure
Seen in Japanese Corporate M&A

Forum Outline

Business Forum Net. Co., Ltd.

Forum Outline (Proposal)

- Event name : Global M&A Symposium 2017
The Crucial Points and Difficulties of Success and Failure
Seen in Japanese Corporate M&A
- Date/Time : Around the middle of September, 2017 10 : 00~17 : 00
- Place (Ex.) : Japan/Tokyo Ochanomizu Sola City Conference Center
- Number of
participants : 150 people
- Expected
participants : Managers, executives, and those responsible
in management planning, accounting/financial
affairs, international, human resources, and
other business departments.
- Participation fee : (Per person) … ￥28,000, including tax (tentative)
- Host Company : Business Forum Net. Co., Ltd.
- Gold sponsor : OPEN
- Silver sponsor : SOLD

Objective :

Last year, the number of foreign company mergers and acquisitions (M&A) by Japanese companies increased by 13.4% over the previous year, achieving a record high. (Japanese M&A of domestic companies also increased by 9.3% (source: M&A advisor Recof).) Although fluctuations in the world situation and the currency and stock markets are expected due to the start of the administration of U.S. President Donald Trump and the upcoming major elections in France and Germany, M&A are expected to continue to be active. In this environment, several cases of noteworthy M&A of foreign businesses carried out in recent years by Japanese companies experiencing falls in the asset value of their acquired company, or so-called “impairment loss,” for whatever reason (lapses in due diligence, lack of initiative post-acquisition, insufficiently thorough governance, difficulty achieving cultural/personal harmony, etc.) have come to light and stood out, raising questions about the ability of Japanese companies to manage M&A in globally competitive markets.

Along with the vanishing of market borders, aggressive M&A with the goal of buying time, technology, and markets to secure competitive advantage has become commonplace in recent years. However, it is also sometimes a double-edged sword that endangers management footing.

The purpose of this forum is to provide a program that examines knowledge for the purpose of achieving “M&A that doesn’t fail,” based on cases of Japanese corporate M&A that many companies use as benchmarks, while learning from professionals with experience taking charge of M&A, about the crucial points and difficulties that make the difference between success and failure and ways to introduce M&A that also exploit companies’ unique strengths (financial, technological, human resources, etc.) by creating synergy after acquisition.

Program Proposal :

Key-note session
(10 : 10~11 : 20)

M & A and Corporate Globalization

"JT's M&A : A textbook for Japanese companies looking to go global"

- The role of management in making management decisions
- Lessons learned from experience of M&A of large foreign companies (RJR Nabisco, Gallaher, etc.)
~ "Pressure points to push" and "Don'ts"
- The New CFO: The role of CFO in future M&A

70 min.

Nihon Tabaco (JT) Vice President

50 min.

M&A and ...

Lecture (15 : 20~15 : 50)
[.....]

Gold Sponsor Session

Lunch Time (12 : 10~13 : 00)

Case Study I (13 : 00~14 : 00)

M&A and CFO

"M&A Strategy in the Case of Daikin Industried, a Global Corporation"

- Reasons for not failing: The importance of business due diligence
- The role of the CFO in M&A

60 min.

Daikin Industries, Ltd. CFO

Case Study II
(14 : 00~15 : 00)

M&A and Development of New Business

"Aggressive M&A Strategy: New Business Development Management by Fuji Film that Leverages Technology"

- Exiting the film business and achieving a V-shaped recovery
- Examining cases of diversification (cosmetics, pharmaceuticals) through M&A

60 min.

Fujifilm Vice President CTO

15:00 coffee break (20 min.)

Lecture (15 : 20~15 : 50)

30 min.

M&A and Security

Information Management and Strategy in M&A (tentative title)

- Guidelines for M&A success considered from data analysis

INTRALINKS

Silver Session

Special Session
(15 : 50~17 : 00)

M&A and Corporate Transformation

"Management Skills that Will Always Result in a V-Shaped Recovery for an Acquired Company"

-This lecture uses case studies of business strengthening, cost reduction, and corporate culture reform, to introduce the Nakamori method of management, which has succeeded in achieving V-shaped profit recoveries within a year's time for each of the over 50 companies acquired by NIDEC over the past 40 years without exception. The lecture also mentions points to keep in mind before and after acquisition that are independent of the scale of M&A.

Former NIDEC Executive in charge of M&A

70 min.

Sponsorship outline :

Before Forum

- Name and Company logo will be posted on following promotion
 - 10,000 copies Seminars Brochure
 - 15,000 e-mail announcement of the seminar
 - Seminars Web site (Hyperlink to your website)
- Participant data will be provided in advance.
(Including company name, department, job title)

On Forum

- Presentation of 50 minutes as keynote.
- Opening remarks and closing remarks. (As a chairman)
- Display table will be provided at the venue. (about 90cm × 180cm)
- Sign board of your company logo will be provided. (about 60cm × 60cm)
- VIP seats will be provided to your clients. (10 seats)
- Free seats is provided.(5 seats)
- Question you want will be added to the seminar questionnaire (2 questions)
- Company promotional materials will be distributed to all participants.(Company brochures, guide service, etc.)

After Forum

- Personal data of the participants (Company name, job title, contact and other business card information)
(Participant who does not allow disclosure of information will not included. Please acknowledge it beforehand.)
- The questionnaire results

Sponsorship fee: ¥ 2,800,000 (tax not included)