

**FINANZ**<sub>und</sub>  
**WIRTSCHAFT** **FORUM**

INSELN DER AUFMERKSAMKEIT

CONFERENCE

**MERGERS & ACQUISITIONS 2017**  
**MANAGING FUTURE SUCCESS**

28 September 2017  
Park Hyatt Zurich



## MERGERS & ACQUISITIONS 2017 MANAGING FUTURE SUCCESS

At some point almost all companies face situations when strategic M&A decisions need to be made. Some even find themselves regularly in this position. The trigger of a transaction is often a business' life cycle. However, economic changes and political trends as well as tough competition and the need for innovation might also call for a repositioning in the market.

Join our qualified sector representatives for a discussion on the following and other M&A topics:

- **Appetite for acquisitions:** how to succeed in post-merger integration, how to push innovation through acquisitions and a focus on mastering the due diligence process
- **Challenge digitalisation:** what changes does it bring to the M&A process, what opportunities does it offer and how to deal with the threat of cyber crime
- **Global turmoil:** how political and economic situations around the globe affect the overall acquisition activity
- **Myth of private equity:** what are the real implications of a takeover by a private equity firm – and what are not?

Please join us for a comprehensive day focussing on M&A issues with plenary sessions on topics essential for business success.

Mark Dittli Editor in Chief Finanz und Wirtschaft

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## THE SPEAKERS

### KEYNOTE SPEAKER

**Bernhard Heusler** President (from 2012) and operative Head of FC Basel 2010–2017

### FURTHER SPEAKERS

**Dr Stephan Bergamin** CFO Gearbulk Group

**Christophe Bézu** CEO Odlo International AG

**Dr Markus Braun** Head of International Business ABF and Lecturer School of Management and Law ZHAW

**Stefan Brunnschweiler** Global Head of CMS Corporate/M&A CMS Zurich

**Felix Burkhard** CFO Galenica Group

**Jean-Luc de Buman** Senior Vice President Corporate Development, Communication & IR SGS

**Wolfgang Eckert** M&A Manager RUAG

**Dr Thomas Eisenring** CEO HOCHDORF Holding AG

**Dr Dennis Froneberg** Head of M&A North Europe AIG

**Dr Markus Häuser** Partner CMS Munich

**Dr Prisca Havranek-Kosicek** CFO Kuoni Group

**Samuel Hügli** CTO & Head of Digital Ventures Tamedia

**Mads Joergensen** CFO Georg Fischer Piping Systems

**Heinz Kundert** CEO VAT Group

**Viktor Lir** Head Mergers and Acquisitions Axpo Power AG

**Dr Adriano Margiotta** General Counsel & Corporate Secretary Valora

**Rafic Mecattaf** Global Head of Corporate Development Panalpina

**Martin Naville** CEO Swiss-American Chamber of Commerce

**Andreas Olloz** Head Corporate Investment Management Coop

**Dr Michael Petersen** Managing Partner Cross Equity Partners AG

**Xavier Rossinyol** CEO gategroup

**Rodolfo J. Savitzky** CFO Lonza Group AG

**Wolfgang Schurr** Director Cyber Security PwC

**Thomas Stöcklin** CFO Calida Group

**Dr Christoph Sutter** Head New Energy Division Axpo Power AG

**Felix Sutter** President Swiss-Chinese Chamber of Commerce

### MODERATION

**Mark Dittli** Editor in Chief Finanz und Wirtschaft

**Dr Martin Frey** Partner and Head Corporate Finance/M&A PwC Switzerland

**Roman Tarlavski** Partner CMS Amsterdam

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# PROGRAM

CONFERENCE 28 SEPTEMBER 2017

- 8.30 am            Registration and welcome coffee
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- 9.00 am            **Welcome address by the moderator of the day**  
Mark Dittli Finanz und Wirtschaft
- 9.15 am            TALK  
**Global economic trends and their implications on M&A deals**  
Martin Naville Swiss-American Chamber of Commerce  
Felix Sutter Swiss-Chinese Chamber of Commerce
- 9.45 am            IMPULSE  
**Acquiring while being acquired – double the challenge,  
double the opportunity!**  
Xavier Rossinyol gategroup
- 10.05 am           IMPULSE  
**Global M&A: planning for successful post merger integration**  
Rodolfo J. Savitzky Lonza Group AG
- 
- 10.25 am           Coffee and networking break
- 
- 10.55 am           PANEL  
**Successful post merger integration in an international context**  
Wolfgang Eckert RUAG  
Dr Thomas Eisenring HOCHDORF Holding AG  
Mads Joergensen Georg Fischer Piping Systems  
Thomas Stöcklin Calida Group

11.40 am      PANEL  
**Private equity takeover: blessing or curse?**  
**Christophe Bézu** Odlo International AG  
**Dr Prisca Havranek-Kosicek** Kuoni Group  
**Heinz Kundert** VAT Group  
**Dr Michael Petersen** Cross Equity Partners AG

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12.25 pm      Networking lunch

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1.40 pm      PARALLEL SESSIONS

TOPIC 1  
**New trends in due diligence**  
**Dr Stephan Bergamin** Gearbulk Group  
**Dr Markus Braun** School of Management and Law ZHAW  
**Viktor Lir** Axpo Power AG  
**Dr Adriano Margiotta** Valora  
  
Moderation: **Roman Tarlavski** CMS Amsterdam

TOPIC 2  
**Serial buyers' race for innovation**  
**Felix Burkhard** Galenica Group  
**Jean-Luc de Buman** SGS  
**Andreas Olloz** Coop  
**Dr Christoph Sutter** Axpo Power AG  
  
Moderation: **Dr Martin Frey** PwC Switzerland

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2.25 pm      Coffee and networking break

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# PROGRAM

CONFERENCE 28 SEPTEMBER 2017

MERGERS & ACQUISITIONS 2017

- 2.55 pm      **IMPULSE**  
**M&A Insurance as deal facilitator**  
**Dr Dennis Froneberg** *Alig*
- 3.10 pm      **IMPULSE**  
**European M&A outlook 2017**  
**Stefan Brunnschweiler** *CMS Zurich*
- 3.25 pm      **PANEL**  
**Challenging the M&A processes: digitalisation and cyber security**  
**Dr Markus Häuser** *CMS Munich*  
**Samuel Hügli** *Tamedia*  
**Rafic Mecattaf** *Panalpina*  
**Wolfgang Schurr** *PwC*
- 4.10 pm      **KEYNOTE**  
**Acquiring players, managing potential**  
**Bernhard Heusler** *former FC Basel*
- 4.55 pm      **Summary by the moderator of the day**  
**Mark Dittli** *Finanz und Wirtschaft*
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- 5.10 pm      **Networking and drinks**
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## **VENUE**

### **Park Hyatt Zurich**

Beethoven-Strasse 21

8002 Zurich

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[www.zurich.park.hyatt.com](http://www.zurich.park.hyatt.com)

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### **Further information and registration**

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## Conference registration

# MERGERS & ACQUISITIONS 2017

28 September 2017, Park Hyatt Zurich

Please send your registration form by fax to +41 44 274 28 54  
or register online at [www.fuw-forum.ch/ma](http://www.fuw-forum.ch/ma)

I will attend the conference on 28 September 2017 in Zurich

- at a standard rate: CHF 950 (excl. VAT)
- at a discounted rate for «Finanz und Wirtschaft» and «M&A REVIEW» subscribers: CHF 750 (excl. VAT)
- at a discounted rate for corporate representatives (excluding private equity firms, lawyers, consultants, bankers and other service or data providers): CHF 475 (excl. VAT)

I have chosen to attend the following topic of the parallel sessions (see brochure):  1  2

- I would like to subscribe to «Finanz und Wirtschaft» and will receive a hard copy and digital access for 6 months: CHF 235 (incl. VAT)

Surname	First Name
Job title	
Company	Sector
Tel	Email
Street	Place / Postal code
Date	Signature

Venue: Park Hyatt Zurich, Beethoven-Strasse 21, 8002 Zurich

Infoline: +41 44 248 58 18 / [info@fuw-forum.ch](mailto:info@fuw-forum.ch)

Finanz und Wirtschaft Forum, Werdstrasse 21, 8021 Zurich, [www.fuw-forum.ch](http://www.fuw-forum.ch)

**HOW TO PARTICIPATE:** To guarantee an open and trusting atmosphere, participation in the conference is limited to decision makers working in private wealth management (banks, family offices, independent asset managers, public pension schemes). The number of participants is limited. Your registration will be dealt with in strict order of receipt of applications. Participation is not an automatic right.

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