

presents

Mergers and Takeovers in the Financial Services Industry

The Financial Services Industry is alive with M&A activity -
with the industry itself being a primary source of the action.

Almost every day there is news of yet
another takeover or merger in the
financial services industry.

**How does it all work?
Who gains, and who loses?**

This is the year's essential event for shareholders
and officers of financial services businesses,
private, investment and merchant bankers
analysts, corporate planners and stockbrokers
from the **Asia Pacific** and **East Asian** regions
in government, commerce, financial services
and industry

Key Topics

- Selecting the target
- Pricing the target
- The bid mix - cash and / or paper
- Managing staff perceptions
- Managing customer perceptions
- Identifying back office and technology issues
- Monopoly etc. issues
- Cross border labour and cultural issues
- What the regulators want
- Deciding which customers to keep, and which to let go
- Handling workforce integration - and redundancies.
- Deciding which branches to keep, which to let go - and where to put new ones
- Branding to maximise customer loyalty in the new entity
- Being a target.

Hong Kong 2 & 3 October. USD2750 per person.

Details and brochure download at www.bisfaculty.com

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