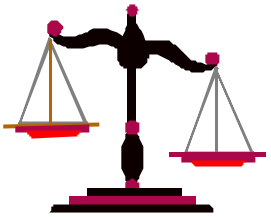
Center for International Legal Studies



INTERNATIONAL MERGERS AND ACQUISITIONS

In cooperation with Franklin Pierce Law Center; the American Bar Association Section of Business Law Committee on Negotiated Acquisitions; the Cross-Border Investment Committee of the Inter-Pacific Bar Association; the Arbeitsgemeinschaft der Syndiskusanwälte of the Deutscher Anwalt Verein and the American Bar Association Section of International Law and Practice

OVERVIEW OF MATERIALS

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SCHEDULE

THURSDAY 17 JUNE	
6.30 - 7.30 p.m.	**Welcome Reception**
7.30 p.m.	**Opening Dinner** *Greetings:* Dennis Campbell, Director, Center for International Legal Studies, Salzburg, Austria. *Introduction:* Wilson Chu, Haynes and Boone, LLP, Dallas, Texas.
FRIDAY 18 JUNE (MORNING)	
8.30 – 10.00 a.m.	**Structuring the International Acquisition** *Moderator:* Michael Laux, Rechtsanwalt & Solicitor, Würzburg, Germany. *Speakers:* Jakob Hoehn, Pestalozzi Gmuer & Patry, Zurich, Switzerland; Alyssa Grikscheit, O'Melveny & Myers, New York City, New York; Annette Kespohl, Pünder, Volhard, Weber & Axster, Munich, Germany.
10.00 - 10.30 a.m.	Coffee Break
10.30 - 12.00 a.m.	**Executing the Global M&A Deal** *Moderator:* Markus Boeglin, Lalive & Partners, Geneva, Switzerland. *Speakers:* James C. Lu, Acer Group, San Jose, California; Gerhard Schmidt, Beiten Burkhart Mittl & Wegener, Munich, Germany; D. Kerry Crenshaw, Clark Hill, Detroit, Michigan.
12.00 - 1.30 p.m.	Buffet Lunch

FRIDAY 18 JUNE (AFTERNOON)	
1.30 – 3.00 p.m.	**Negotiating Confidentiality Agreements and Letters of Intent** *Moderator:* Stefan-M. Tiessen, Smith Gambrell & Russell, Atlanta, Georgia. *Speakers:* Winfried Schmitz, Boesebeck Droste, Düsseldorf, Germany; M. Bart Kasteleijn, Van Mens & Wisselink, Amsterdam, Netherlands; Rupert Lescher, Radcliffes London, England; William Reavey III, Hillyer & Irwin, San Diego, California.
3.00 – 3.30 p.m.	Coffee Break
3.30 – 5.00 p.m.	**Protecting the Deal** *Moderator:* Dirk Michels, Hillyer & Irwin, San Diego, California. *Speakers:* Jane Newman, Simmons & Simmons, London, England; Frédéric Cohen, Simmons & Simmons, Paris, France; Michael Zeldin, PricewaterhouseCoopers, Washington DC; Henry Lesser, Heller, Ehrman, White & McAuliffe, Palo Alto, California.
5.00 p.m.	**Salzburg City Tour, followed by dinner at "Latschenwirt"**
SATURDAY 19 JUNE (MORNING)	
8.30 - 10.00 a.m.	**Negotiating the Acquisition Agreement (Mock Negotiation Format)** *Common Law Team* Nelea Absher, Brown-Forman Corporation, Louisville, Kentucky; Nathaniel L. Doliner, Carlton Fields, Tampa, Florida; Richard Climan, Cooley Godward, Palo Alto, California; Joel I. Greenberg, Kaye, Scholer, Fierman, Hays & Handler, New York; Leigh Walton, Bass, Berry & Sims, Nashville, Tennessee. *Civil Law Special Counsel* Guy Harles, Arendt & Medernach, Luxembourg; Ulf Johansson, White & Case, Stockholm, Sweden.
10.00 – 10.30 a.m.	Coffee Break
10.30 – 12.00 a.m.	**NEGOTIATING THE ACQUISITION AGREEMENT** *(continued)*
12.00 - 1.30 p.m.	Buffet Lunch

SATURDAY 19 JUNE (AFTERNOON)	
1.30 - 3.00 p.m.	**CROSS-BORDER ASSET ACQUISITIONS** (Mock All-Hands Meeting) *Moderator:* James C. Doub, Miles & Stockbridge, Baltimore, Maryland. *Speakers:* John Leopold, Stikeman, Elliott, Toronto, Ontario, Canada; Guy-Martial Weijer, Nauta Dutilh, Paris, France; Howard J. Barnhorst II, Barnhorst Schreiner & Goonan, San Diego, California; Douglas Rofé, Warner Cranston, London, England; Annette Kespohl, Pünder, Volhard, Weber & Axster, Munich, Germany; Kevin F. D'Amour, Reed Smith Shaw & McClay, Princeton, New Jersey; Philippe Logelain, Oppenheimer Wolf & Donnelly, Brussels, Belgium; William A. Wilson III, Kelley Drye & Warren LLP, Hong Kong, China.
3.00 – 3.30 p.m.	Coffee Break
3.30 – 5.30 p.m.	**Cross-Border Asset Acquisitions** (Mock All-Hands Meeting)
6.00 p.m.	**Dinner**
7.45 p.m.	Delegates who have booked a ticket for the Palace Concert please meet in the hotel lobby!
8.30 p.m.	Palace Concert, Palace Mirabell, Marmorsaal
SUNDAY 20 JUNE (MORNING)	
9.00 - 10.00 a.m.	**THE LAWYER'S ROLE IN DEALMAKING: DIFFERENT PERSPECTIVES FROM THE OLD AND NEW WORLDS** *Moderator:* Henry Lesser, Heller, Ehrman, White & McAuliffe, Palo Alto, California. *Speakers:* David Jenny, Gloor & Christ, Basle, Switzerland; Jane Newman, Simmons & Simmons, London, England; Frédéric Cohen, Simmons & Simmons, Paris, France; Kevin O'Connell, Mezullo & McCandlish, Washington DC.
10.00 – 10.30 a.m.	Coffee Break
10.30 – 11.30 a.m.	**THE LAWYER'S ROLE IN DEALMAKING: DIFFERENT PERSPECTIVES FROM THE OLD AND NEW WORLDS** *(continued)*
11.30 a.m.	Conference Adjourns