



THE ONLY GLOBAL ASSOCIATION OF YOUNG LAWYERS



18 – 21 May 2011

STOCKHOLM

## HALF YEAR CONFERENCE IN STOCKHOLM with dual seminars organised by the Litigation and Arbitration Commissions, and the M&A Commission.

The Organising Committee is pleased to invite you to the Half Year Conference in Stockholm 18 – 21 May 2011

A visit to Stockholm offers an opportunity to see one of the world's most beautiful capitals. Built on 14 islands around one of Europe's largest and best preserved mediaeval city centres, the Swedish capital is superbly positioned, with stunning and extremely varied scenery in every direction.

The double seminar offers a great opportunity for all lawyers to at-

tend various sessions covering areas of particular interest, discuss recent issues, exchange experiences and further develop relationships with colleagues from other firms and countries.

We look forward to welcoming you to Stockholm!

*The Organising Committee*

**Per Hedman** - Lindahl, Stockholm

**Pär Remnelid** - Vinge, Malmö

### LITIGATION / ARBITRATION SEMINAR - THE ART OF WITNESS EXAMINATION: WHAT EVERY LAWYER MUST KNOW

Examination and cross-examination of witnesses is a vital and often decisive part of most court proceedings and arbitrations and requires considerable skill and experience of the examiner.

How to achieve the necessary practical training? Come to AIJA's seminar in connection with the May conference in Stockholm 2011, acquire examination skills and learn the best tricks from experienced lawyers!

Join our 1,5 day seminar and participate in practical examination and cross-examination training as an examiner and as a witness. Learn more about witness psychology and about the effects of the examination on the proceedings.

Our seminar will deal with:

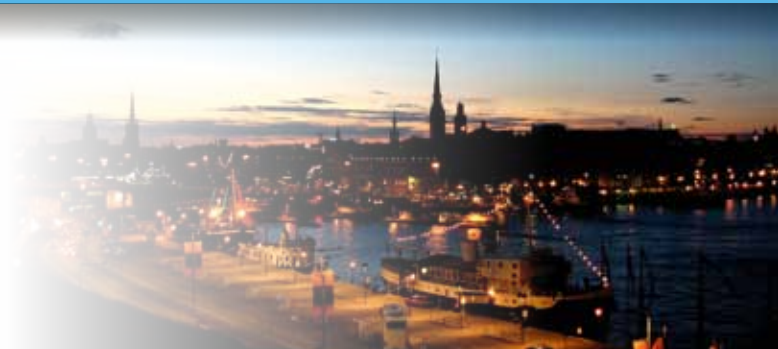
- Witness examination techniques: lectures by experienced examiners
- Workshops in the form of mock examinations and cross-examinations

*Organisers:*

**Hanna Larsson** - Vinge, Stockholm

**Tanja Meinander** - Waselius&Wist, Helsinki

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## FOR SALE! – M&A FROM THE SELLER'S PERSPECTIVE

### Introduction

Quite some companies are forced to sell off subsidiaries or part of their businesses due to regulatory constraints (e.g. competition/anti-trust; quid pro quo for having received state subsidies) or economic reasons (e.g. realisation of capital gains in order to reduce debt position or with a view to serve existing debt covenants; focus on core business by selling off non-core assets ...) the dynamics of such - forced - corporate divestitures (i.e. M&A from the Seller's position) gives rise to some specific issues and concerns that may differ from classic M&A transactions.

The seminar will address current M&A issues and offer a unique opportunity for lawyers interested and specialising in M&A to share the experience of experienced lawyers as well as experienced professionals in the field of investment banking, PR etc.

The seminar is organised by the M&A and the International Business Law commissions.

### PROGRAM IN SUMMARY

#### Thursday May 19, 2011

*Part 1 - Brief introduction on the scope of the topic*

- Reasons for divestitures and types of sellers
- Current market conditions

*Part 2 - How to prepare the target company for a sale (how to "put it in the window")?*

- Internal and external communication (and confidentiality).
- The importance of preparation to increase value - E.g. seller due diligence
- Information memorandum
- Structuring – E.g. asset vs share deal?
- Involvement of target management

*Part 3 - How to run sale process?*

- Controlled auction or dual track
- Data room (real vs virtual; different phases of providing information) - vendor due diligence (VDD)
- Controlled or 'free' bidding process
- How to evaluate bidders?
- How to deal with "knock down bid"

#### Friday May 20, 2011

*Part 4 - What to do if the sale process does not provide desired result (or does not even get started by lack of bidders)?*

- Fall back positions
- Role of management
- Alternative deal structures: refinancing ("buy time"); joint venture; IPO.
- "Call off the deal" (and preserving value)
- Enforcement by financial creditors
- Internal and external communication

*Organisers:*

**Stefaan Deckmyn** - Loyens & Loeff, Brussels

**Markus Viirland** - Blakes, London

**Per Hedman** - Lindahl, Stockholm

Radisson Blu Waterfront Hotel, Stockholm

[Welcome](#) [Location](#) [Contact Information](#)

Opening Early 2011

Great Deals

Free High-speed Internet  
Guests can access Free high-speed Internet throughout the hotel.

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