



INDIAN OUTBOUND M&A - BUILDING BEYOND BORDERS

15 JULY 2009 | THE TAJ MAHAL PALACE & TOWER | MUMBAI

mergermarket, Deloitte, Kotak Investment Banking, Nishith Desai Associates and SJ Berwin would like to welcome you to an evening of Indian outbound and cross-border M&A. The panel will provide a frank and open analysis of the processes, pitfalls and profitability of dealmaking within the region.

SPEAKERS:

Avinash Gupta, Head of Financial Advisory, Deloitte Touche Tohmatsu India Private Limited

Sourav Mallik, Executive Director of M&A, Kotak Investment Banking

Tandeep Minhas, Partner, SJ Berwin

Siddharth Shah, Principal, Nishith Desai Associates

Anjali Naik, Assistant Editor for Asia Pacific, mergermarket (moderator)

AGENDA

- 7:00PM Registration
- 7:30PM Panel begins
- 8:15PM Q&A
- 8:30PM Buffet dinner, drinks and networking



Avinash Gupta, Head of Financial Advisory, Deloitte Touche Tohmatsu India Private Limited

Avinash Gupta joined Deloitte in April 2009 as Head of Financial Advisory for India, based in Mumbai. Prior to joining Deloitte, Avinash spent over ten years working in HSBC's investment banking division; first based in London, where he worked on several local and international equity issues for emerging market issuers;

and then covering MENA out of Dubai. He has substantial hands-on deal experience across all product lines and Avinash has worked on debt transactions, on both the rating advisory side, and the fund raising side (conventional, syndicate and bond market mandates), as well as having a wealth of experience in dealing with Financial Sponsors and SWFs. Prior to HSBC, Avinash worked for eight years in Asia with UBS, INGBarings and Citibank. While in Barings and Citibank he was based in Mumbai and worked on many of the initial financing mandates, both equity and debt offerings, from the Indian subcontinent. He started his career in Los Angeles as an equity research analyst in the Oil Services sector. Avinash has an MBA from the AB Freeman School of Business, Tulane University, New Orleans and a Bachelor in Technology from the Institute of Technology, BHU, India.



Sourav Mallik, Executive Director of M&A, Kotak Investment Banking

Sourav Mallik has a multi-disciplinary background, being an Engineer (IIT, Delhi) and MBA (IIM, Ahmedabad) with over 15 years M&A, investment banking and advisory services experience. He is a specialist in M&A advisory, deal structuring, restructuring, valuations, joint ventures and India entry services. He is also very familiar with the regulatory framework for M&A (including cross-

border M&A), open offers, buybacks and delisting offers, as well as closely tracking the Materials sector. During his career, Sourav has advised a wide range of clients on their M&A, restructuring and growth strategies. He has also advised many Indian and multinational companies on open offers, buybacks and delisting offers, for example, Citigroup's delisting offer for E-serve. Sourav's outbound M&A expertise has been built by liaising with international investment banks across Japan, Europe, the UK and South Africa. He joined the Kotak Mahindra Group in 1999 after working with Prime Securities Limited, a boutique investment bank, as a part of their corporate finance practice.



Tandeep Minhas, Partner, SJ Berwin

Tandeep Minhas is a Partner in the corporate finance department of SJ Berwin, where she has spent the last ten years advising on all aspects of corporate finance M&A work, including public takeovers, fundraisings and IPOs, company and business acquisitions and disposals, joint ventures and reorganisations. She has specialist knowledge of the public markets in the UK

and has advised on numerous flotations and secondary fundraisings on both the Official List and AIM, acting for companies and corporate finance and broking houses, nomads and sponsors, particularly in advising international companies across a wide variety of sectors including Real Estate, Infrastructure, Investment Entities, Emerging Markets, Natural Resources, Mining, Financial Services and Technology. She is part of the firm's India Business Group and is a regular speaker at conferences organised by the London Stock Exchange and sits on the Technical Committee of the Corporate Finance Faculty of the ICAEW.



Siddharth Shah, Principal, Nishith Desai Associates

As Head of the Corporate and Securities practice group, Siddharth Shah has represented several major investment banks around the world, as well as large global corporations on various cross-border and domestic structuring involving complex legal, tax and exchange control issues, creating innovative structures to address the constraints and commercial considerations of the deal. Siddharth's expertise include

advising on the most tax efficient structure of complex cross-border M&A and private equity transactions. He has advised clients on matters like inversion transactions, reverse triangular mergers, forward triangular mergers, and sec. 368 reorganisations to make M&A deals tax neutral in the USA. With a strong funds background, Siddharth also advises on the setting up of domestic and offshore funds. This includes advising offshore funds on strategies for entering India, including advising them on registrations such as Foreign Venture Capital Investors (FVCI) and Foreign Institutional Investor (FII). He has authored several opinion pieces on legislation and policy and is also a regular speaker at various domestic and international conferences.



Anjali Naik, Assistant Editor for Asia Pacific, mergermarket (moderator)

Anjali Naik has tracked the M&A, private equity and capital markets closely since joining mergermarket's New York bureau in April of 2006. Since then she has covered a range of sectors, completed an intensive course in distressed debt, and written on emerging trends, deal flows and M&A activity. She moved back to India a year and a half ago where she continues to cover

the Asian markets. Anjali has been quoted in Newsweek and holds a Master's degree in Journalism from New York University.



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