



**WISSEN
MACHT
ERFOLG**

International M&A

Kritische Punkte bei
grenzüberschreitenden
Akquisitionen

Das nehmen Sie mit

Build up solid know-how on drafting international M&A contracts – directly from an english native speaker and M&A practitioner. You will learn first-hand the critical points to take into account in cross-border acquisitions and how to avoid fatal errors.

Ihr Programm im Überblick

- Trends in International M&A
 - Paramount Importance of Clear Contract Drafting
 - Examples of where M&A deals have gone wrong for parties
 - Common drafting mistakes
 - Increasing Dominance of Anglo-American Style
 - Prevalence in Austrian and non-Austrian deals | Common law roots
 - Why so much detail? | Anglo-American concepts under Austrian law
 - LoI, MoU, HoA
 - Binding vs. non-binding | Exclusivity clauses and enforceability
 - Basic Structure of M&A Contracts | Parties and Guarantors
 - Reps, Warranties, Indemnities and Remedies
 - Key warranties | Reflecting specifics of target group jurisdictions | Due Diligence and Disclosure Impact
 - The Disclosure Letter | Specific indemnities | Using concepts properly in an Austrian deal
 - Baskets, caps, carve-outs, floors and survival limitations | Exclusive remedy clauses
 - Exit Clauses
 - Material adverse change | Bring-down of warranties
 - Purchase Price Alternatives
 - Basic variations | Closing accounts | Locked box | Escrow
 - Closing Conditions

Interessant für

- Employees of M&A departments and investment management
- Tax consultants | Auditors | Business consultants
- Business leaders | Heads of finance
- Lawyers involved in corporate acquisitions
- Representatives of banks | Lawyers | Notaries

Referent*in



Dr. Paul Luiki JD

Partner bei Fellner Wratzfeld & Partner Rechtsanwälte GmbH

Termine & Optionen

DATUM	DAUER	ORT	FORMAT	PREIS
18.06.2024	1 Tag	Virtual Classroom	Online	€ 610,-
18.06.2024	1 Tag	Wien	Präsenz	€ 610,-
26.06.2025	1 Tag	Virtual Classroom	Online	€ 610,-
26.06.2025	1 Tag	Wien	Präsenz	€ 610,-

Beratung & Buchung



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