

# International M&A

Präsenz und Online Buchbar

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Seminar-ID: **10652**

Veranstaltungsformat: **Seminar**

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## 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
- Lol, 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

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- Bas kets, 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	Angebot	Preis
28.06.2022	1 Tag	Wien	Präsenz	€ 520,-

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