

Session Title: [Exit strategies](#)

Date: 9 April 2017

Time: 8.30 am to 10.00 am

Duration: 90 minutes

Synopsis: There are many reasons why an investor decides to go ahead with an acquisition or a company decides to grow, either organically or externally. The rationale behind it has a lot to do with whether the objectives of the investment are financial or strategic. This goes a long way and bears upon the investment from beginning to end. This session will first explore how the big picture of an investment impacts the future exit options and strategies, even if years away. We will then discuss how it also weighs on the way the transaction unfolds, in terms of techniques or legal/financial instruments, negotiation, specific clauses or drafting, involvement with the investee company, follow up and other related topics.

Committees: Cross-Border Investment Committee

Moderator: Frédéric Ruppert (FR Law)

Speaker: Pieter de Ridder (Mayer Brown JSM), David Quigg (Quigg Partners), Sampath Kumar Rajagopalan (Trilegal), Seigo Takehira (Oh-Ebashi LPC & Partners), Chester Toh (Rajah & Tann Singapore LLP)