



## **The German-American Business Council**

In cooperation with

**MCDERMOTT, WILL & EMERY**

*Cordially invites you to attend an informative briefing:*

### ***“Exploiting New Era Acquisition and Investment Opportunities in Germany”***

Wednesday, June 2, 2004  
5:30 – 7:30 p.m.

McDermott Will & Emery  
28 State Street, 34th Floor  
Boston, Massachusetts 02109  
617/535-4000

*A networking reception will follow the briefing*

Acquisitive U.S. companies and investors have rediscovered Germany. Recent months have seen an upsurge of deals involving established and emerging German companies and U.S. investors and acquirers attracted by German technological excellence, skilled labor and a valuation gap between publicly traded U.S. corporations and privately-held German companies.

Join us for a lively panel discussion on how to successfully identify, plan, negotiate and complete investment, technology, joint-venture and merger and acquisition transactions in Germany. Panelists will include senior executives of public and privately-held operating companies, investors, M&A financial advisors and German and U.S. lawyers experienced in cross-border transactions. The briefing will focus on key issues such as how to navigate the valuation process in a German deal; how to avoid or minimize workforce and labor issues; the impact on transactions of recent tax changes; how German deals differ by process as compared to U.S. deals and how to plan for and accommodate such differences.

*To register, please copy, complete and return the form on the reverse of this page.*

# **“Exploiting New Era Acquisition and Investment Opportunities in Germany”**

## **Welcoming and Introductory Remarks by:**

**Dr. Georg Nebgen**, President of The German-American Business Council of Boston, Inc.

**David Cifrino**, Corporate Partner, McDermott, Will & Emery, Boston.

## **Scheduled Panelists Include:**

**Moderator: Christopher Donovan**, Corporate Partner, McDermott, Will & Emery, Boston.

**Axel Bichara**, Senior Partner at Atlas Venture, a leading international early-stage venture capital firm, investing in communications, information technology and life sciences companies. Atlas Venture has investing offices in Boston, London, Munich and Paris, and its investments are evenly divided between the United States and Europe.

**Paul Deninger**, Chairman of Broadview International, a division of Jefferies & Company, Inc., a leading global M&A advisor focused on serving companies in the IT, communications, healthcare technology and digital media industries.

**Ralf Eckert**, Tax Partner, McDermott, Will & Emery, Munich.

**Ethan Jacks**, Senior Vice President for Business Development and Chief Legal Officer, Avid Technology, Inc., a Nasdaq-listed company that recently acquired Munich-based NXN Software AG – the leading provider of asset and production management systems specifically targeted for the entertainment and computer graphics industries.

**Christian von Sydow**, Corporate Partner, McDermott, Will & Emery, Munich.

I wish to RSVP for \_\_\_\_\_ GABC member(s) @ \$35 per member and \_\_\_\_\_ non-GABC member(s) @ \$45 per person

### **Name & Company**

Please make checks payable to “GABC” and **mail before May 26, 2004** to GABC 170 Beacon Street, Boston, MA 02116. Checks are preferred.

Credit card:     Visa     MasterCard    Number \_\_\_\_\_    Exp. Date: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

Address: \_\_\_\_\_    City: \_\_\_\_\_    State: \_\_\_\_\_    Zip: \_\_\_\_\_

Tel: \_\_\_\_\_    Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_    Website \_\_\_\_\_

Name of guests: \_\_\_\_\_

Pre-registration is required.

Please mail to address listed below, with check payable to “GABC”, enclosing names of guests, by May 26, 2004, Reservations may be faxed, but will not be confirmed until full payment has been received. No refunds after May 28, 2004. Please note: no tickets will be sent; names of attendees will be kept at the door. Please register early as seating is limited.

### **German American Business Council**

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