

MERGER INTEGRATION CONFERENCE

NAVIGATING M&A IN
THE EYE OF THE STORM

VIRTUAL EVENT
November 05 – 06, 2020

In collaboration with:

McKinsey
& Company

Conference Agenda

Day One: Thursday, November 5, 2020

11:00 – 11:30 am

Session A

Welcome and Perspectives on the 2020 Deal Market

Has the Coronavirus pandemic infected global M&A?

How has the industry responded to the economic downturn, and what is the outlook ahead?

To kick off our program, we'll look at market trends globally and across regions, as well as emerging themes and how participant companies line up against them. We'll also discuss how companies can use programmatic M&A to unlock growth and transformation opportunities in the current economy—even if they lack the iron stomach, excess cash, and strong balance sheets that often power companies who treat crises as opportunities (and seem to wink at uncertainty and risk.)

Oliver Engert, Senior Partner; Co-Leader of Global M&A Practice, **McKinsey & Company**

11:30 am – 12:15 pm

Session B

Keynote Executive Perspective

A senior executive will outline a recent transaction and share successful strategies and key learnings from the integration. We will hear about when the integration team became involved in due diligence, how strategy drove planning, what planning occurred between announcement and close, and how the company measured success.

Steve Phelps, CEO, **NASCAR**

12:15 – 12:45 pm **Break**

12:45 – 1:30 pm

Session C

Best Practices Panel

While recent history offers no true parallels to the current environment, our expert panel has weathered plenty of turbulence. What lessons can these leading integration executives share? Which choices do they view as successful, and where did they lose ground? What are the implications--today, and looking ahead? In addition to sharing hard-won wisdom from the front lines, our panel will discuss audience questions in this open and interactive forum.

Jim Jordano, Vice President Integration Management Office, **L3 Harris**

Brett Knappe, Vice President General Manager, **Medtronic Biologics**

Philip Pratt, Director, Acquisition Integration, **Corning, Inc.**

1:30 – 2:15 pm

Session D

Best Practice Communication in M&A

In interviews, many CEOs say wish they had communicated differently during integrations—sharing updates and engaging more frequently and openly with employees particularly, as well as customers, suppliers, and shareholders. But how can companies communicate effectively before core decisions are made and NewCo is launched? What do the most effective communication programs look like, and how can companies execute well? Katelin Jabbari, a top communications executive from one of the world's leading tech companies, will share an overview of her playbook—and key insights.

Katelin Jabbari, Senior Director, **Google**

2:15 – 2:30 pm **Break**

2:30 – 3:30 pm

Office Hours with our Experts

Participants can meet virtually with our integration experts and executives one-on-one for individual discussions and real-time problem solving on their specific integration challenges.

Office Hours:

Nathalie Benzing, SVP, Business Transformation, **Trax Retail** and member, Board of Directors, **Miradore**

Steve Kaufman, Senior Lecturer, **Harvard Business School** and Former Chairman and CEO, **Arrow Electronics**

Brett Knappe, Vice President General Manager, **Medtronic Biologics**

Bill Kozy, Member, Board of Directors, **The Cooper Companies** and **LivaNova** and Former COO, **BD**

Chris Kreidler, Member, Board of Directors, **P.F.Chang's** and Former CFO, **Sysco Foods**

Philip Pratt, Director, Acquisition Integration, **Corning, Inc.**

Day Two: Friday, November 6, 2020

11:00 – 11:45 am

Session E

Building a High-Performance Culture in a COVID World

Culture is a critical component of any integration. In the COVID world, it takes on even bigger importance from defining the future state culture and how the integration is managed. We will hear from a seasoned integration expert and a McKinsey M&A leader who will talk about how culture and connectivity is being managed and developed in a COVID world.

Rebecca Kaetzler, Partner, **McKinsey & Company**

Steve Kaufman, Senior Lecturer, **Harvard Business School** and Former Chairman and CEO, **Arrow Electronics**

11:45 am – 12:30 pm

Session F

Using Integrations to Accelerate Transformation

Transformation programs are often underway when companies pursue an acquisition and, under the right conditions, this increased complexity can boost opportunities to accelerate growth. Graham Corneck, an integration executive with one of the world's leading consumer products companies, will discuss how to leverage pre-existing transformation programs during an integration, including how to make the right calls to align business, operational, and strategic goals to achieve success.

Graham Corneck, VP Strategy and Integration, **Campbell Soup Company**

12:30 – 1:00 pm Break

1:00 – 1:45 pm

Session G

Using Integrations to Enhance Your Digital Future

Technology transformation has become a major driver of improved customer experience and operational efficiency—a transformation that M&A can kickstart. Jeff Pearl, a top IT integration executive with a leading pharmaceutical company, will discuss how he has leveraged transactions to launch transformative efforts involving cloud, data, and agile delivery.

Jeff Pearl, VP, IT Integration and Divestitures, **Takeda**

1:45 – 2:30 pm

Session H

The Power of Through-cycle M&A

M&A cycles tend to be volatile—with deal-making declining during an economic shock and picking up when a recovery begins. But research shows that programmatic dealmakers who take the long view can benefit from sticking to a rigorous capital allocation approach during booms and challenging times. The leaders of McKinsey's M&A Excellence research team will share how they advise best-in-class acquirers on their end-to-end strategy.

Cassandra Danoux, Partner, **McKinsey & Company**

Jeff Rudnicki, Partner, **McKinsey & Company**

2:30 – 2:45 pm

Session I

Final Thoughts and Recap of M&A in the Eye of the Storm

Discuss key themes and recap lessons learned over the course of the conference.

Alex Liu, Partner, **McKinsey & Company**

2:45 pm

End of conference

After attending this event you will be able to:

- Learn about developing and executing the right communications plans for each deal, both internally to employees and externally to customers, suppliers, and shareholders
- Along with the strong integration leader, learn about the specific capabilities that will enable a deal to meet or exceed objectives
- Learn what planning should occur between announcement and close, and success measurements

REGISTRATION INFORMATION

Online www.conferenceboard.org/mergerintegration

Email customer.service@conferenceboard.org

Phone **212.339.0345**
8:30 am – 5:30 pm ET, Monday – Friday

Pricing	
Members	\$95
Non-Members	\$795