Merger Integration Conference
Setting your Course – Building your M&A Capabilities for the Next Wave
VIRTUAL EVENT
September 30 – October 01, 2021
www.conferenceboard.org/mergerintegration
MERGER INTEGRATION
Setting Your Course – Building Your M&A Capabilities for the Next Wave

DAY ONE
September 30, 2021

11:00am – 11:30am  Session A
Welcome and Industry Perspectives
We will hear an overview of the state of M&A opportunities in the wake of the pandemic. A survey of the audience will reveal to attendees how their companies stack up against current deal trends.

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

11:30am – 12:00pm  Session B
Keynote
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 was involved in the deal due diligence, how strategy drove the deal planning, what happened between announcement and close and key success factors and metrics.

12:00pm – 12:05pm  Break

12:05pm – 12:40pm  Session C
Best Practices Panel
An open conversation among a group of veteran integration executives will provide perspective into how they have approached M&A during the pandemic, including where they were successful and what they learned along the way. This will be an interactive session where the panel will answer audience questions while sharing lessons learned and stories from the frontline of their time as integration leaders.

12:40pm – 12:55pm  Break

12:55pm – 1:25pm  Session D
Conducting Cross-Border M&A
Inorganic growth can come from many different areas, including adjacent industries and cross-border expansion. We will hear from a senior executive who led their company’s growth by expanding internationally and will discuss the rigors of integrating across borders during a time in which the world was forced to communicate virtually.

1:25pm – 2:10pm  Session E
Breakout discussions
Attendees will be invited to participate in small group breakout rooms to discuss specific challenges from recent integrations. Each session will be moderated by a practitioner who has worked through similar issues.

2:10pm – 2:15pm
Day 1 Wrap-Up

DAY TWO
October 1, 2021

11:00am – 11:05am
Welcome to Day 2

11:05am – 11:35am  Session F
Successful Divestitures in a Challenging Economic Environment
Companies continue to manage their portfolios to match their overall strategy, including divesting businesses and assets. We will hear from a seasoned M&A executive about executing a divestiture during uncertain times and ensuring a clean separation from the business.

11:35am – 11:40am  Break

11:40am – 12:30pm  Session G
Managing Culture in an Integration
Defining NewCo culture is a critical component of any integration, especially when you are part of the company being acquired. We will hear from a seasoned integration and culture expert who will speak about their experiences being part of the acquired company and the roadmap to developing the culture for the new organization.

12:30pm – 12:45pm  Break

12:45pm – 1:15pm  Session H
Scaling and Transforming through Transactions
We will hear from a senior executive who has undertaken an inorganic growth strategy to transform the operations and brand perception of their company. They will cover such topics as how to balance and structure numerous integrations at one time, how to execute critical decisions effectively throughout the process, and how to transform the operating model of the company.
1:15pm – 1:45pm  
**Session I**

**Sponsor’s Perspective Panel**

We will host an open discussion with a group of private equity investment and operating executives on how they view M&A for their portfolio, including approaches, strategy and playbooks.

1:45pm – 1:50pm  
**Break**

1:50pm – 2:20pm  
**Session J**

**Building an In-House Integration Machine**

What are the internal capabilities that you need to successfully manage an integration? Along with a strong integration leader, what are the specific capabilities that will enable a deal to meet or potentially exceed its objectives? We will look at how serial acquirers staff integrations from the IMO to functional workstreams as well as how infrequent acquirers build, maintain and refresh skills for teams that are pulled from functional and operational areas to support the integration.

2:20pm – 2:30pm  
**Final Thoughts and Takeaways**