



M&A CONFERENCE & INVESTORS MEET

Steel • Power • Cement

📅 12 APRIL 2017 📍 HOTEL TRIDENT (BKC), MUMBAI

Supporting Associations



Cement
Manufacturers'
Association



Association of Power Producers

Why this Conference?

With current downtrend and increasing pressure from bank on debt ridden companies, several asset owners are under pressure to either shape up or ship out.

On the other hand, in anticipation of sectoral boom ahead, investors with access to funds are on the lookout for assets which they can milk in future.

To explore and suggest the avenues for making a match between asset owners and investors with help of facilitators like M&A professionals, technical consultants, due diligence and legal firms, this conference is envisaged.

Subjects To Be Covered

♦ What is the industry outlook? Can India be globally competitive?

India is one of the fastest developing nations in the world. The country's GDP growth is promising and stable, policies are supportive and it is at the center of major geo-political reforms. Amid this, the outlook on steel, power and cement sectors is key to progress.

- Industry experts' views
- Future of large, medium & small plants in India

♦ What is M&A? Can it be an advantage for India?

M&A activity is soaring in all industries globally. Industries shouldering the burden of losses are evaluating routes to turn profitable and consolidation or integration is gaining traction among players. India is pegged to gain a stronger foothold in the M&A space in the coming year, in fact, top the charts in the Asia-Pacific region. Certainly, Indian industries can use this to advantage.

♦ Stakeholder's Expectations

The M&A spectrum have asset owners on one end and investors on the other. Stakeholders from both ends must mutually exercise their expertise and expectations to the best for a business for materialize. The conference provides a platform for all stakeholders to network, understand and evaluate various propositions.

- Asset owners' expectations
- Investors' expectations

♦ Pre-requisites for successful outcome and their importance

Expert talks on various pre-requisites and to better understand M&A, its underlying principles and pre-requisites.

- Asset valuation
- Due diligence

♦ Avenues for resolution of distress in assets

The reason and extent of woes of an individual asset may differ from another. As such, a best suited solution needs to be approached after careful evaluation of all the avenues available.

- Debt restructuring
- Fund infusion
- Managerial intervention
- Asset consolidation
- Sell-out or liquidation

♦ Evaluation of legal aspects of various available routes

♦ Investment Opportunities

- For exiting players
- For existing players

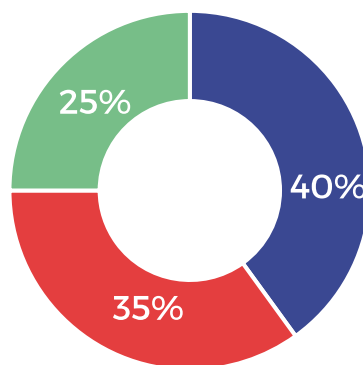
How Will Investors Benefit?

- Exposure to promising assets of various types and ticket size
- One to one meeting with asset owners
- Networking

How Will Asset Owners Benefit?

- Access to a structured platform
- Exposure to current happenings
- Exposure to investors/asset consolidators/facilitators etc
- One to one with prospective investors
- Networking with facilitators

Participation Matrix (Companies)



■ Asset Owners ■ Investors ■ Facilitators

**Facilitators include: M&A experts, Valuation experts, Legal experts, Due diligence firms, Merchant bankers etc.*

Who Should Attend?



Asset Owners



Investors



M&A Experts



Due Diligence Companies



Technical Consultants



ARCs



Law firm & Business consultants

Speakers



MANISH MAKHARIA, Managing Partner, Brescon

Mr Makharia has 20 years of experience and is well versed of the present situation of the steel and cement businesses. He has worked across sectors including Power, Steel, Cement, financial services as part of the M&A and Private Equity Advisory team at SBI Capital Market and Ernst & Young – Corporate Finance.



SORABH KATARIA, Executive Director, Ernst & Young India

Mr Kataria is a partner in the Valuation and Business Modeling Group for EY in Mumbai. The group provides Valuation and Modeling assistance to a broad range of mining and infrastructure clients. His previous role was with EY Australia where he spent 8 years providing decision support, modeling, valuation and transaction services to some of Australia's largest mining companies.



PRASHANT GOYAL, Executive Director, OPG Power Generation Pvt. Ltd.

Mr Goyal heads the coal procurement division for both Chennai- 420 MW & Gujarat 300 MW plants at OPG Power Generation Private Limited. He is also executive Director in OPGS Power Gujarat Limited. He has been involved in the liaison with all various government departments in getting all the necessary clearances for the Gujarat 300 MW thermal power project, and is thus familiar with the inner bearings of the industry.



RAHUL SAIKIA, Director, Corporate Finance & Investment Banking, PWC

Mr Saikia is a part of the Corporate Finance and Investment Banking practice in India. He has previously held Investment Banking and Corporate Advisory roles at Standard Chartered Bank, ANZ Investment Banking, ENAM Securities and SSKI. He was also a part of Pfizer India's M&A team and has 11 years of experience across Equity Capital Markets, M&A Advisory, Private Equity, Restructuring & Debt Capital Markets.



Atanu Mukherjee, Vice President, Dastur Business & Technology Solutions

Mr Mukherjee is a lead consultant for metals, mining and energy industry globally in areas including strategy, technology, operations and finance. He has worked at the highest levels with national and international metals and mining firms and investors as well as with Government of India on industrial strategy, asset restructuring and policy for the core sector.



PRITESH VINAY, Vice President, Capital Markets and Group Investor Relations, JSW

Mr Vinay heads the Mergers & Acquisitions division at JSW. He is also VP, Capital Markets & Group Investor Relations at JSW. He is very well versed with the bearings of M&As, with experience from Edelweiss and Goldman Sachs.

SCHEDULE

DAY I 12 APRIL 2017, MUMBAI

🕒 8:30 to 9.30 hrs

Registrations & Tea  

🕒 9:30 to 11:00 hrs

Session I: Industry Outlook

- ➔ Future of Steel Industry in India
- ➔ Future of Cement Sector in India
- ➔ Future of Power Sector

🕒 11:00 to 11:30 hrs

Networking Tea Break 

🕒 11:30 to 13:30 hrs

Session II – M&A in Indian Steel, Power & Cement Sector

- ➔ What is M&A? Build, Buy or Exit?
- ➔ Recent M&A Activities in Steel, Power & Cement Sector
- ➔ Two Things to Watch for a Successful M&A – Valuation and Due Diligence
- ➔ How does the New Bankruptcy Code Effect M&A?

🕒 13:30 to 14:30 hrs

Networking Lunch 

🕒 14:30 to 16:00 hrs

Session III – Stakeholders' Expectations

- ➔ Different Fund-Raising Routes
 - Equity Based Fund Infusion
 - Debt Financing
 - Foreign Funding
- ➔ Expectation of Asset Owners/Investors

🕒 16:00 to 17:00 hrs

Session IV – What Big Next?

- ➔ Investment Opportunities in Various Sectors

* Sessions followed by Q&A and Discussions

🕒 17:00 onwards

Networking High Tea 

DAY II 13 APRIL 2017, MUMBAI

Exclusive Investors Meet

organized by CIMB
in association with SteelMint Events

Venue: CIMB Securities (India) Pvt. Ltd
B 1203 The Capital, BKC

Participants



KHETAN SPONGE & INFRASTRUCTURE



GANESH SPONGE



R. SINGH & ASSOCIATES



And Counting...

ALONG WITH MAJOR

- Private Equity Funds
- Family Offices
- Mutual Funds
- Asset Consolidators
- Investment Banks
- Institutional Investors
- Venture Capitalists
- Asset Reconstruction Companies

About SteelMint Group

SteelMint Group is one of India's largest market intelligence and data providers operating in the iron & steel sector. The group through its various online and offline platforms in the sectors operates with an objective to grow and promote a client's business through market intel, research, price information, data analysis, networking opportunities etc. The group has been successfully servicing more than 4,000 client across the globe for over 6 years now.



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