



2005 / 2006  
Deutschland in Japan  
日本におけるドイツ

## Conference Program

### "Mergers & Acquisitions – Reshaping the Industrial Landscape in Japan and Germany"

February 27th, 2006

Location: Roppongi Academy Hills 40 C2

Roppongi Hills Mori Tower, 6-10-1, Roppongi, Minato-ku, Tokyo 106-6149

#### Background

Mergers and acquisitions of enterprises and business units play an increasingly important role in Japan and Germany. However, it is still a fact that their merger intensity (measured as the transactions' overall volume in relation to a country's gross national product) is lower than in a lot of other developed countries, for instance the Netherlands, Great Britain and the U.S. The reasons for this can be seen in their different inter-firm relations and management structures. Nevertheless, the Japanese and German economies are in a phase of drastic change that is influencing mergers and acquisitions.


This is the starting point for our conference. It deals with the question of how the latest developments in the legal system, in the capital markets and in bank-firm relationships influence mergers and acquisitions. In pursuing these issues consistent reference will be made to Japan and Germany. The conference is a joint venture between research and business, and aims to

- point out the latest developments in the framework for M&A,
- identify the specific characteristics of mergers and acquisitions in Japan and Germany
- increase the understanding of these transactions by presenting real cases,
- contribute to the intensification of German-Japanese exchanges.

#### Target Group

Decision makers from business and politics, business schools and management science faculty researchers, practitioners from industry and the mass media.

\* Participation is free of charge, Japanese-English simultaneous translation is provided.

We gratefully acknowledge the support of  
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## Program

	<b>Greetings</b>
10:00-10:15	Prof. Dr. Florian COULMAS (Director, DIJ) Mr. FUJIMATSU Takeshi (President, J-IRIS, Inc.)
<b>Part 1:</b>	<b>Key Notes</b>
10:15-10:45	Prof. Dr. Christian KIRCHNER (Humboldt University, Berlin) <i>"Changes in Germany's Legislation"</i>
10:45-11:15	Dr. Martin SCHULZ (Senior Economist, Fujitsu Research Institute): <i>"Restructuring Germany Inc."</i>
11:15-11:30	Q&A
<b>Part 2:</b>	<b>Case Studies of M&amp;A in Germany and Japan</b>
11:30-12:00	James MINNEY (Chief Investment Officer, Meiji Dresdner Asset Management) <i>"Meiji Dresdner's Strategy"</i>
12:00-12:30	Ms. Margret SUCKALE (Member of the Managing Board, Deutsche Bahn AG) <i>"M&amp;A Strategy of Deutsche Bahn AG"</i>
12:30-12:45	Q&A
12:45-14:00	Lunch Break
<b>Part 3:</b>	<b>Panel Discussion</b>
14:00-15:30	Moderator: Dr. Andreas MOERKE (Head of Business and Economics Section, DIJ) Panelists: <ul style="list-style-type: none"> <li>• Mr. Martin ARNOLD (Manager, PricewaterhouseCoopers): <i>"The New Japanese Corporate Law and Tax Laws: Impact on Cross-Border M&amp;A"</i></li> <li>• Dr. Jochen LEGEWIE (President, CNC Japan KK) <i>"Merger Integration Communication: The Case of DaimlerChrysler and Mitsubishi Fuso"</i></li> <li>• Mr. OSAWA Yoshio (Advisor, J-IRIS) <i>"Questioning Livedoor"</i></li> <li>• Dr. Marcel TYRELL (Visiting Professor, Wharton Business School, University of Pennsylvania): <i>"Is the German Financial System in Favor of M&amp;A?"</i></li> <li>• Mr. YANO Tomomi (Executive Managing Director, Pension Fund Association, Japan): <i>"Mergers and Acquisitions – the Role of Pension Funds"</i></li> <li>• Prof. Dr. YOSHIMORI Masaru (Prof. Emeritus, Yokohama National University): <i>"Why Japan Should Not Imitate the Anglo-Saxon System"</i></li> </ul>
15:30-15:45	Coffee Break
<b>Part 4:</b>	<b>Panel Discussion (continued) + Q&amp;A</b>
15:45-17:15	Panelists as of above
17:15-17:20	Closing Remarks

This program is subject to change.