

M&A LESSONS FROM PRIVATE EQUITY

CME ACS NY Luncheon/Webcast • November 2, 2017 • Penn Club

Abstract

M&A is key to strategic growth. Deals in the chemicals sector or conducted by chemicals companies exceeded \$100B in 2015 and even though 2016 shows a lower deal value, several large deals are expected to be completed in 2017.

A robust M&A strategy should strengthen existing businesses and, or, reduce the company's earnings volatility whilst trading off other capital investments. High multiples for top companies and high investor expectations further increase the pressure on realizing value from M&A. There are some important lessons that can be learned from leading Private Equity firms who have hit upon a formula for value creation to generate large returns.

This presentation will discuss the market reaction to chemicals M&A deals. It will cover how the best acquirers approach their M&A strategy as an extension of the growth strategy, then pressure-test the thesis about value creation, focus on integration and demonstrate better operations to the acquired firm.

Two highly successful advisors will discuss key disciplines that companies could implement with a PE approach to create operating value: identifying and delivering the full potential of the company, accelerating performance, focusing relentlessly on outcomes, harnessing of talent and, ultimately, making equity sweat by embedding a results-oriented culture and mindset.

Join us for a discussion on chemicals M&A and on how you can take the lessons from PE firms to derive Monday-morning actions to realize operating value.



BAIN & COMPANY

Speaker: Tom Shannon is a partner in Bain's Chicago office and leads Bain's Global Industrial Goods & Services practice. Tom is the founder of Bain's Global Chemicals practice, and is also a senior leader in Bain's Private Equity practice. Over the past 30 years, Tom led over 100 assignments in the chemicals industry in over 30 different chemical categories. He has also worked in petrochemical process technologies and chemical distribution. Tom has deep experience with all aspects of portfolio and transformational growth strategies. He has supported private equity and corporate buyers on the diligence of more than 200 businesses.



BAIN & COMPANY

Speaker: Jason McLinn is a partner in Bain's Chicago office and leads Bain's Chemicals practice in North America. Jason also is a senior member in the firm's Commercial Excellence and M&A practices. Over the last 20 years Jason has developed deep experience across a wide range of chemicals categories in polymers, plastics, specialty chemicals, chemical transportation, and chemical distribution. Jason mostly focused on corporate growth strategy, commercial excellence including sales and marketing effectiveness, acquisitions and post-merger integration, cost reduction, and direct and indirect procurement.



Event Schedule

Location:

Penn Club
30 W 44th Street, NYC

Event Times: (ET)

11:15 am - 12:00 noon

Registration and
Networking

12 noon - 1 pm Luncheon

1 pm - 2 pm Talk - Webcast

Luncheon Fees

\$120 for non-members

\$90 for members

Check for Early-bird savings

Webcast : \$30. Free webcast
recording for ACS members



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December 5, 2017

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