

PRESS RELEASE

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Subject Publication and Workshop: Big Deal – How to
Negotiate M&A Contracts

**CMS Reich-Rohrwig Hainz
Rechtsanwälte GmbH**

Gauermanngasse 2
1010 Vienna
Austria

T +43 1 40443-4000
F +43 1 40443-94000
E presse@cms-rrh.com
www.cms-rrh.com

Publication and Workshop: Big Deal – How to Negotiate M&A Contracts CMS Attorneys Günther Hanslik and Clemens Grossmayer on the Dos and Don'ts of M&A Negotiations

The “M&A Outlook” survey carried out by CMS last year has shown that the M&A market in Austria, just as in Europe in general, is on the rise. But the average person does not deal with the acquisition or sale of a company on a regular basis. This is why it seemed all the more important to the two M&A experts to compile useful information about basic issues in the sale or acquisition of businesses, different ways of drawing up a contract and helpful arguments for contract negotiations in a handy manual.

The M&A market is growing both in terms of deal numbers and transaction volumes. When negotiating M&A contracts, complex legal and commercial issues come into play. “So our manual is intended for people who occasionally deal with the matter but do not (yet) have profound experience in this field”, says Günther Hanslik, partner at CMS. “We want to help reduce the level of uncertainty that is part and parcel of every sale or acquisition of a company”, adds Clemens Grossmayer, senior attorney at CMS.

The recently published book “Big Deal – M&A-Verträge richtig verhandeln” (Big deal – how to negotiate M&A contracts) will guide tax advisors, staff members of M&A consulting businesses and entrepreneurs who want to sell their company or acquire a new one through the jungle of M&A contracts. The topics covered range from civil, regulatory and antitrust law aspects of M&A transactions to the stages of an M&A transaction, confidentiality agreements through to warranties, guarantees and consequences of liability rules. At the same time, the manual will also prove useful to university students and associates who look to pursue a career in the field of M&A.

If you are interested in a preview of the book and would like to discuss a complex M&A negotiation situation based on a case example together with the two CMS experts, please join us on 27 March. At a CMS Business Breakfast from 8.00 to 10.00 a.m., the two authors will guide you through the dos and don'ts of an M&A negotiation. The Business Breakfast is open to everybody who is interested in this topic, but the number of participants is limited.

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REGISTRATION: [Big Deal Business Breakfast](#)

CMS book recommendation: “Big Deal – M&A-Verträge richtig verhandeln”, 1st edition, 2013, 144 pages, published by LexisNexis, ISBN 9783700757146, EUR 49.

About the authors:

Günther Hanslik is a partner at CMS Reich-Rohrwig Hainz and advises national and international companies in the fields of mergers & acquisitions, financings, restructurings as well as corporate and commercial law. A current picture of Günther Hanslik is available for free download at http://sites.cms-rrh.com/downloads/hanslik_guenther.zip

Clemens Grossmayer is a senior attorney and member of the transactions team at CMS Reich-Rohrwig Hainz. He especially advises clients on (international) M&A transactions, financings and corporate law. A current picture of Clemens Grossmayer is available for free download at http://sites.cms-rrh.com/downloads/grossmayer_clemens.zip

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Contact:

Mag. Kristijana Lastro

Head of Marketing & Communications

T +43 1 40443 4000

E kristijana.lastro@cms-rrh.com



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