



Chemical M&A 2013: Innovation & Consolidation

Luncheon/Webcast of November 7, 2013 at the Penn Club

Abstract

- What is the outlook for chemicals M&A activity?
- What are the key strategic drivers of deal flow?
- How do both innovation and consolidation factor into the success of a transaction?
- Is one more important than the other, and to what degree can both be simultaneous drivers of a deal?

The chemical industry has experienced, and will continue to experience, a robust M&A market. Innovation and consolidation are the two key strategic drivers of deal activity, particularly now, when market dynamics favor either scale or a high service model (think Wal-Mart for scale and Tiffany's in terms of service). Consolidation driven deals, where cost reductions through plant closures, elimination of duplicate overhead, raw material purchasing power, and capitalizing on global brands and supply chains are easier to quantify and easier to defend in a boardroom. However, innovation driven deals - new products and technologies, or new ways to think about old markets - are often the ones that have attractive long term risk/reward profiles, despite some upfront anxiety on valuation. To help you navigate the 2014 M&A market and demystify innovation valuation, join us on November 7 and hear compelling insights from John Beagle one of the thought leaders in Chemicals M&A.

Biography



John L. Beagle, co-founder and Managing Director, leads Grace Matthews chemicals investment banking group. Over his 20 year career, John has been the lead banker on over 100 engagements, and has advised clients on mergers, acquisitions and financings in a variety of chemical sectors including adhesives and sealants, paints and coatings, basic chemicals, polymers and plastics, oilfield chemicals and electronic materials. His clients include privately held businesses, private equity groups and large, multinational chemical corporations.

Prior to working in investment banking, John was a research engineer in Digital Equipment Corporation's Advanced Semiconductor Development group (Hudson, MA). John was part of the R&D effort at Digital that developed the patented Alpha chip technology, which at the time was the fastest commercially available microprocessor ever engineered. John received his B.S. in Materials Science and Engineering and his M.B.A. from the Johnson Graduate School of Management, both at Cornell University.

Register at www.cmeacs.org

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Event Schedule

Location:

Penn Club
30 W 44th Street, NYC

Event Times: (EDT)

11:00 am - 12:00 noon
Registration and
Networking

12: noon - 1 pm Luncheon
1 - 2 pm Presentation

Luncheon Fees (*):

\$90 for Non-members
\$70 for CM&E members
Early-bird discounts .

Webcast : \$30

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Dec 5 – Leadership Awards

Luncheon of December 5, 2013 at the NY Yale Club (11 am–3 pm)

Global Growth



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Peter DeLeeuw
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David DeLeeuw
Founder and
Managing Partner
Lion Chemical Capital

Keynote: Chemical Industry: Are we ready for the next 50 years?



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Senior Advisor
New Mountain Capital
Former Chairman & CEO
Rohm and Haas

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The 2012 CM&E Leadership Awards won the First ChemLuminary Award for Global Engagement at the ACS Convention in Indianapolis.

Register at www.cmeacs.org

Next Events

Nov 7– Chemical M&A 2013:
Innovation & Consolidation –
John Beagle, Grace Matthews

Jan 10 – Economic Outlook - Kevin Swift, ACC

Dec 5
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