

Upcoming workshops

1 The M&A landscape – Opportunities and developments in 2010 and beyond

> **Sydney: Tuesday 23 February 2010** > **Melbourne: Thursday 25 February 2010**

Events to be held within Sydney and Melbourne CBD from 8.00am to 12.00 noon.

The past 12 months have seen a dramatic shift in the mergers and acquisitions market, not only in the decreased number of deals but also in the way these deals are being structured. 2010 looks set for positive growth and increased activity.

Finsia's M&A workshop will explore:

- > The M&A market in Australia and abroad – how has the global landscape changed? Has the execution of deals evolved?
- > Cross-border M&A – navigating rules and regulation
- > Growth and opportunity – future boom areas, consolidation, areas of decreasing activity, distressed M&A, access to foreign investment, financing and funding issues, the Asian economy
- > Schemes of arrangement versus takeover provisions
- > Case study and panel discussion: Primary Health Care/Symbion Health.

For more information please visit www.finsia.com/M&A

2 Innovation in banking

> **Brisbane: Wednesday 17 March 2010** > **Sydney: Tuesday 23 March 2010**
> **Melbourne: Thursday 25 March 2010**

The retail banking sector is evolving, and one outcome of the GFC is the banks' focus on core products and services. Innovation is playing a large role and driving banks forward as they compete in challenging times when some customers have lost faith and confidence in their banks. Slow IT spend in the past 12-18 months has put a strain on banks and now, as business is picking up, they are realizing that investing in IT is a key to competitive advantage. Online marketing and modifications to product offerings have also changed and become of greater importance. How does your service measure up? How can you position yourself in the forefront of innovation?

Workshop highlights include:

- > International trends
- > Understanding and reconnecting with your customers – creating a customer centric culture
- > Online acquisitions, financial services marketing, strengthening brand through digital mediums
- > Technology – mobile devices, pre-paid cards
- > Gen Y customers – products and innovation
- > The future of bank fees
- > Case study: Mobile banking
- > Online payments.

For more information please email events@finsia.com