

The Business School of the Institute of Chartered Accountants of Sri Lanka (CA Sri Lanka) will spearhead a unique initiative for the benefit of professionals which aims to focus on how business leaders in the country can succeed in making informed decisions when evaluating business acquisitions.

Titled "Distinctive Deal-Making: Using Due Diligence to Beat the Odds" the one day workshop scheduled to be held on 15th March 2013 will enlighten decision makers who are considering potential business opportunities on how due diligence can help to achieve optimum price by negotiating with confidence, limit risks with appropriately worded contracts and have a clear plan to realise value going forward. Taking today's competitive business environment into consideration, the workshop will also advice participants on the importance of knowing when to walk away from a deal, safeguarding the interest of the acquirer from potential risks.

CA Sri Lanka President Mr. Sujeewa Rajapakse stated that, "Corporate entities in Sri Lanka often consider acquisitions as a growth strategy to enhance value and gain competitive advantage. As such, this workshop is a timely initiative to create awareness among the business community"

The programme which will be held at CA Sri Lanka will primarily benefit professionals at a leadership capacity including Chief Financial Officers, Heads of Finance, Corporate Finance Professionals, Venture Capitalists, M&A professionals and Entrepreneurs.

The programme will be led by experienced deal specialists consisting of Mr. Thulci Aluwihare, head of the Mergers and Acquisitions (M&A) practice of PricewaterhouseCoopers (PwC Sri Lanka), Ms. Shehara Varia, Partner heading the M&A practice of F.J & G. de Saram and Ms. Charmaine Tillekeratne, Director - Tax Services of PwC Sri Lanka.

Thulci has been involved in over 100 M&A transactions locally as well as internationally. Prior to returning to Sri Lanka, he was attached to the M&A practice in PwC Melbourne, Australia for 3 years. In addition to due diligence, he has a wealth of experience in investment structuring and sell side advice.

Shehara commands a sound background in legal due diligence having headed an impressive number of due diligence teams and have also provided her expert advice on several global mergers that have affected Sri Lankan companies and several acquisitions and divestments across various industries in Sri Lanka.

Charmaine, Director of PwC has extensive experience in providing tax solutions to a multitude of domestic and international clients. She has advised clients on international cross border transactions and tax planning in the context of treaties for relief from double taxation and has lead tax due diligence engagements in the areas of banking and finance, manufacturing, insurance and other service sectors.