



To: OESA Members, Guests, and PwC Clients

BULLETIN: 04-36

From: Neil De Koker, President

Date: September 17, 2004

**Global Automotive M&A:
Successful Mergers and Acquisitions: Exceeding Investor Expectations**

October 12, 2004 ♦ 7:30 Registration ♦ 8:30 a.m. – 4:15 p.m. Program
The Ritz-Carlton Hotel ♦ 300 Town Center Drive ♦ Dearborn, Michigan

OESA and PricewaterhouseCoopers (PwC) announce that executives from DaimlerChrysler Corporation, Ford Motor Company, and General Motors Corporation will discuss acquisition strategy from the OEM perspective at the full-day conference, "Successful Mergers and Acquisitions: Exceeding Investor Expectations," October 12, 2004, at The Ritz-Carlton Hotel, Dearborn, Michigan.

OEM speakers include: **Barbara Pilarski**, Director of Mergers and Acquisitions, DaimlerChrysler Corporation; **Kevin Cramton**, Director, Corporate Business Development, Ford Motor Company; and **Michael Kanarios**, Director of Business Development, Treasurer's Office, General Motors Corporation.

The members of the OEM panel will present how each automaker uses JVs and alliances to meet strategic objectives. The members of the OEM panel will also identify critical elements to a successful JV or strategic alliance.

Timothy Leuliette, Chairman, President, and CEO, Metaldyne, will share information on how investors approach merger and acquisition activity, and **Mark Fariborz**, Vice President, The Carlyle Group, will present the banking perspective. **John Blahnik**, Vice President, Treasury, Mergers and Acquisitions, Delphi Corp., will present the keynote luncheon address on M&A objectives at Delphi.

Other conference speakers are each in a unique position to provide insight into the challenges and opportunities supplier executives encounter during M&A activities. The supplier panel includes **Timothy Manganello**, Chairman and CEO, BorgWarner, and **Ashoka Achuthan**, Executive Vice President and Chief Financial Officer, N.A., Siemens VDO Automotive.

Senior level executives with an interest in M&A activity should consider attending the conference. Overnight accommodations are available at The Ritz-Carlton Hotel on October 11th for \$169 plus tax. Registrants should contact The Ritz-Carlton at 313.441.2000 and mention the OESA Mergers & Acquisitions conference.

OESA encourages credit card users to use online registration feature at [Click Here](#). Members must login using their e-mail address. First time users should refer to OESA Bulletin 04-29 for password information. OESA members that do not have access to Bulletin 04-29, click "reset my password" to access online registration. For assistance with registration, contact Jennifer Demoff, at jdemoff@oesa.org.

Conference sponsor: **PRICEWATERHOUSECOOPERS** 



Original Equipment Suppliers Association



Agenda

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| 7:30 - 8:30 | Registration and Continental Breakfast |
| 8:30 - 8:50 | Opening Remarks
Neil De Koker , President, OESA |
| 8:50 - 9:10 | <i>Overview of Successful Mergers and Acquisitions</i>
Michael Burwell , Partner, Transaction Services, PricewaterhouseCoopers |
| 9:10 - 9:40 | <i>Automotive Industry Review and Outlook</i>
Michael R. Bruynesteyn , Automotive Analyst, Prudential Securities |
| 9:40 - 10:10 | <i>The Banking Perspective</i>
Mark Fariborz , Vice President, The Carlyle Group |
| 10:10 - 10:30 | Break and Networking |
| 10:30 - 11:15 | <i>The Evolving Materials Business Model: How Cost and Availability Impact Valuation</i>
Fred Cohen , Partner, PricewaterhouseCoopers |
| 11:15 - 12:00 | <i>The Investor Perspective</i>
Timothy Leuliette , Chairman, President, and CEO, Metaldyne |
| 12:00 - 1:30 | Lunch
Summary Comments -- Michael Burwell , Partner, Transaction Services, PricewaterhouseCoopers
Introduction -- Edward Lapham , Executive Editor, <i>Automotive News</i>
Keynote Luncheon Address -- John Blahnik , Vice President, Treasury, Mergers and Acquisitions, Delphi Corp. |
| 1:30 - 2:00 | Break and Networking |
| 2:00 - 3:00 | <i>Supplier Community Panel Discussion: Strategic and Financial Buyers</i>
Tim Manganello , Chairman and CEO, BorgWarner Inc.
Ashoka Atchutan , Executive Vice President and CFO, N.A., Siemens VDO Automotive |
| 3:00 - 3:15 | Break |
| 3:15 - 4:15 | <i>Manufacturer/Business Development Panel Discussion</i>
Barbara Pilarski , Director of Mergers and Acquisitions, DaimlerChrysler Corporation
Kevin Cramton , Director, Corporate Business Development, Ford Motor Company
Michael Kanarios , Director of Business Development, Treasurer's Office, General Motors Corporation |



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Registration Form

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For faster online credit card registration: [Click Here.](#)

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Company: _____

Address: _____

City: _____ **State:** _____ **Zip Code:** _____

Phone: _____ **Fax:** _____

1. Name: _____ **e-Mail:** _____

Confirmation e-mails will be sent to registrants on October 6, 2004

Title: _____ **Will you stay for lunch?** Yes No

2. Name: _____ **e-Mail:** _____

Confirmation e-mails will be sent to registrants on October 6, 2004

Title: _____ **Will you stay for lunch?** Yes No

Registration Fees:

OESA Members* and PwC Clients: \$ 595.00 x _____ = Total: \$ _____

Non-Members: \$ 695.00 x _____ = Total: \$ _____

Payment Method: Check enclosed for \$ _____ **Make check payable to OESA** OR

Charge to (Circle One): American Express MasterCard VISA

Card Number _____ Exp. Date _____

Name (as printed on card) _____ Signature _____

* OESA Membership is based on company, not individual. To review the membership list, visit www.oesa.org

Notes: **Refunds cannot be given after September 28, 2004.** Substitutions are always welcome. Please mail the completed registration form and check payment to the address below. Registrants who do not receive a confirmation by **October 6 should** contact OESA. Overnight accommodations are available at The Ritz-Carlton Hotel on October 11th for \$169 plus tax. Registrants should contact The Ritz-Carlton at 313.441.2000 and mention the OESA Mergers & Acquisitions conference.