



PRESENTS :

## WORKSHOP ON MERGERS AND ACQUISITIONS

- **Miami:** Wednesday, March 25, 2026 | 5:00–8:00 PM

at

**FIBA – Financial & International Business Association:** 80 SW 8th Street, Suite 2170, Miami 33130

### Program Agenda (5:00–8:00 PM)

**4:30–5:00 PM | Registration check-in**

**5:00 PM | Speaker 1 - Fabio Giallanza , Partner at Weiss Serota Helfman Cole + Bierman**

### **Navigating Legal Diligence Complexity in Cross Border Transactions**

Focus areas:

- Integrating legal, tax, and diligence workstreams early
- Proactive and efficient due diligence best practices
- Regulatory approvals and foreign investment regimes (e.g., CFIUS)

**5:30 PM | Speaker 2 - Courtney Noce, Co-Chair, Immigration & Compliance Practice at Greenberg Traurig**

## **Protecting Enterprise Value: Human Capital Strategy in International M&A**

Focus areas:

- Human capital as a critical risk and value driver in cross-border M&A transactions
- Managing immigration compliance, I-9 exposure, and foreign national workforce continuity
- Addressing employment transitions, successor liability, and cross-border mobility issues
- Aligning post-closing workforce integration with deal valuation, timing, and long-term operational stability

**5:45 | Speaker 3 - Giacomo Bossa, Partner at Barakat + Bossa**

## **Indemnification and Remedies**

Focus areas:

- Indemnification: Risk Allocation or Illusion of Protection? What parties negotiate and what they often overlook when allocating risk in M&A transactions.
- Remedies in the Real World. From contract language to litigation or arbitration: how indemnification clauses perform when disputes arise.
- Cross-Border Reality Check. How U.S. and European legal approaches to indemnification differ and why those differences matter in international transactions.

**6:15 | Speaker 4 – Filiberto Calascibetta, Partner, RÖDL USA, CPA, Dott. Commercialista, Hon. Consul of Italy (GA), Olivier Toubon, Associate Partner and CPA and Kai Seidel, Associate Partner and CPA at Rodl**

## **Financial Due Diligence in Cross-border M&A**

Focus areas:

- Due diligence steps in a transaction
- The Importance of the LOI and the main pitfalls to avoid
- Share vs. asset deal incl. hybrid solution (338h10 election)
- Closing accounts vs. Lockbox

**6:45–7:00 PM | Live Q&A with All Speakers (Moderated)**

**7:00–8:00 PM | Cocktail Reception & Networking**

- Hosted networking with speakers and sponsors
- Opportunity for attendees to connect 1:1 with speakers

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