



Mergers & Acquisitions Analysis Competition-2017

On Snapdeal-Flipkart Merger

October 2, 2017

(Deadline for Submission)

(Information Brochure)



About the Competition:

GNLU Centre for Corporate & Competition Law (GCCCL), in collaboration with GNLU Khaitan & Co. fellowship at Gujarat National Law University, Gandhinagar is pleased to announce a Mergers and Acquisition Analysis Competition ("Competition") on the **Snapdeal-Flipkart Merger**.

This Competition attempts to provide a platform for law students for expressing their views on various aspects of Mergers and Acquisitions and understand the various nuances of the entire process.

M&A Analysis:

The competition is the first of its kind whereby students are provided with a unique opportunity to explore and engage in the field of Mergers and Acquisitions ('M&A') by combining theoretical knowledge with fieldwork practicalities.

The competition will allow young and dynamic students to understand and appreciate complexities involved in an M&A transaction.

The students are expected to analyze the specified M&A deal from all aspects, present arguments on legal

issues and development concerning the deal with in depth research. The basis, aims and objective of the deal must be covered. The participants must address the legal issues, challenges and possible solutions. It is emphasized that participants must lay equal emphasis on the market/financial aspect as well as the legal aspect.

The Competition will be a wonderful opportunity to get an insight in the practical nuances of M&A deals, along with an understanding of the economic rationale, market requirements and legal hurdles involved in the process.

About GNLU:

Gujarat National Law University (GNLU), Gandhinagar, is one of the premier national law universities of India. GNLU is also a nodal agency, mandated to enhance standards of legal education in the state of Gujarat. GNLU aims to advance and disseminate learning and knowledge of law and legal processes and their role in national development. GNLU offers interdisciplinary legal courses in all the five faculties, namely B.A.LL.B. (Hons.); B.Com. LL.B. (Hons.); B.Sc. LL.B. (Hons.); B.S.W. LL.B. (Hons.); B.B.A. LL.B. (Hons.); LL.M. in four specializations and Ph.D. in law and interdisciplinary fields with prime focus on law and

policy as well as diploma/certificate courses in various areas.

GNLU functions for dissemination of specialized knowledge and professional excellence. It has established dynamic academic and research partnerships and collaborations, signing MOUs with international and national institutions. With an aim to become a research based teaching university, GNLU has started a variety of initiatives to encourage the research activities to inculcate knowledge that can be applied to the entire society for developing the policies.

About the Centre:

GNLU Centre for Corporate and Competition Law was established on 13th October, 2012 by Hon'ble Mr. Justice K. A. Puj, Retd. Judge, High Court of Gujarat, with multiple objectives, and aims to act as a platform to expand the scope and horizon of corporate and competition laws through multidimensional approach and activities.

The objectives of the Center are to carry out research in corporate and competition law; provide legal infrastructure to the corporate sector; to analyze the trends and developments in the institutional, legal and regulatory framework of

organizations which provide an insight into M&A laws and practice, we believe there is scope for a much deeper understanding of this dynamic area of law which can flow from sculpted study and research. Therein lies the importance of pursuing 'mergers and acquisitions' as a discipline in itself and provides the objective for establishing the, 'GNLU Khaitan & Co M&A Fellowship' at Gujarat National Law University.

Snapdeal-Flipkart Merger:

Snapdeal and Flipkart are both e-commerce giants and until recently were in talks for a merger which was called off in the first week of August 2017. The deal could have been a major game changer in the e-commerce industry and would have made significant impact in the market.

The theme of the M&A analysis competition is to understand the potential effect of this deal and the issues which would have arisen had the deal gone through. The participants are expected to even analyze the reason for the failure of the deal and suggest possible solutions.

The following is an indicative lists of issues that generally arise during M&A transactions.

- Motives and the Industry's Life Cycle
- Industry Description
- Motives for Merger
- Valuation tools to evaluate the M&A
- Transaction characteristic
- Corporate governance.
- Form of payment.
- Contractual issues.
- Corporate Restructuring
- Regulatory approval
- Anti-trust law and Securities Law issues
- Other Legal issues.

The participants are not expected to stick to the aforesaid list and can restrict their analysis to a few aspects or expand as they deem fit.

Structure of the Competition:

The competition shall consist of two stages, submission of written drafts and oral submissions.

First stage/ Written Submission:

The panel of judges shall examine all the entries and a total of five entries shall be shortlisted for the next stage. The last date for submission of the analysis is October 2, 2017.

Second Stage/ Oral Presentation:

The next stage involves the oral presentation of the top 5 entries and amongst them 3 individual prizes will be given. The participant shall orally present their analysis of the deal before a different panel of judges. The Oral Presentation shall be held on October 13, 2017.

The 5 selected participants shall receive travel allowance to travel to GNLU and participation certificates shall be provided to all participants. Only the shortlisted participants will need to pay a registration fee of Rs.500/- (one person) or Rs.1000/- (a team of two) in order to appear for the Oral presentation.

Eligibility:

Participant must be an enrolled student of Under Graduate Student of Law (3/5 year) or Post Graduate Student of Law (1/2 year).

There is no restriction on the number of entries from any college or university

Guidelines for the Written**Submission:**

- The analysis must be submitted in English language only.

- The analysis/entry should be typed in Times New Roman, Font Size 12 with line spacing of 1.5 and margins should be 1" or 2.54 cm on all sides.
- The footnotes must be in Times New Roman, Font size 10 and line spacing of 1.
- The citation must be according to Bluebook Method of Citation (20th edition)
- The minimum word limit for the entry is 4000 words and maximum word limit is 6000 words (excluding footnotes).
- Co-authorship by a maximum of 2 students is permitted
- Multiple entries by the same author are not permitted.
- Only original work is invited and any kind of plagiarism will lead to disqualification.
- The analysis published elsewhere or selected for publication shall be disqualified.
- Scanned Copy of College / University ID Card must also be sent along with the submission.

Submission Procedure:

- The entry must be sent by email to centregcccl@gnlu.ac.in

- with the subject 'M&A Analysis Competition, 2017'.
- The body of the e-mail must specify the name(s) of the author(s).
 - The essay may be attached in '.doc' or '.docx' format.
 - Scanned Copy of College / University ID Card must also be sent along with the submission.
 - The participants are required to send the following details in a separate word document along with the submission.

Name:

Address:

Name of the College / Institute / University:

Programme Enrolled & Year:

Email:

Contact No.:

Important Note:

- The submission submitted shall be the property of Gujarat National Law University.
- A Committee of Experts shall be the Jury to select the top five entries.
- GNLU reserves the rights to modify any of the terms and conditions as it deems fit.

- GNLU reserves the right to cancel, defer or postpone indefinitely, the competition in the event of the accruing of any incident, natural or man-made.
- The decision of the GNLU or Jury with regard to the competition, eligibility, submissions, selection criteria, results, or any other matter shall be final and binding.

Marking Criteria:

The panel of judges will evaluate all the written submissions based on the following criteria:

- Knowledge of Law and Facts of the deal: 25
- Research Quality and Clarity: 25
- Analysis/ Interpretation: 35
- Writing Skills: 15
- Total 100

The panel of judges will evaluate the oral submissions based on the following criteria:

- Knowledge of Law and Facts of the deal: 15
- Organization of Presentation and Clarity of Thought: 25
- Analysis/ Interpretation: 35

- Response to Questions: 10
 - Argumentative Skills and Creativity: 15
- Total 100 marks

Declaration of Result:

- The list of the top five submissions will be displayed on the GNLU website on October 6, 2017
- The authors of the top five submissions will be called for a formal presentation to the GNLU Campus on October 13, 2017.¹ The shortlisted participants will need to pay a registration fee of Rs.500/- (one person) or Rs.1000/- (a team of two) in order to appear for the Oral presentation.
- The top three shall be conferred with “Certificates” and “Cash Prizes”. Certificates will be issued to all the participants.
- The winner shall be provided with an opportunity to intern at Khaitan & Co.
- The details of cash prizes are mentioned herein below:
 - First Prize 30,000/-
 - Second Prize 20,000/-

¹ The 5 selected participants shall receive travel allowance to travel to GNLU of value (3rd A.C/Train Ticket) and participation

- Third Prize 10,000/-

Contact Persons:

For any queries, you may leave us an e-mail at centregcccl@gnlu.ac.in or contact:

1. **Dr. Deesha Khaire**
Faculty Convener, GNLU Centre for Corporate and Competition Law and Head of GNLU-Khaitan & Co M&A Fellowship
Contact: dkhaire@gnlu.ac.in, +91-8128650869.
2. **Ms. Aparna Pandey**
Research Associate, GNLU-Khaitan & Co M&A Fellowship
Contact: aspandey@gnlu.ac.in +91-7390818202.
3. **Mr. Muizz Drabu**
Student Convener, GNLU Centre for Corporate and Competition Law
Contact: muizzdrabu@gmail.com, +91-7600082820.

certificates shall be provided to all participants.