

1 He said that "the status of its
2 financing" -- this letter -- "was an exceptionally
3 fuzzy, inconclusive, alarming statement, that at that
4 late date they still did not have their financing in
5 place after all that had gone on, after two months,
6 after having raised their tender offer that very
7 week, that they still did not have their financing in
8 place." He said, "That was very, very disturbing to
9 me." And the testimony is that other directors very,
10 very much shared this concern.

11 If Forstmann Little should go away,
12 we had questions asked. Mr. Stargatt asked Mr.
13 Glucksmann on deposition -- "Well," he said, "isn't
14 the offer going to expire next week," of course,
15 ignoring the fact that it was solely within Pantry
16 Pride's discretion whether they wanted to extend the
17 expiration date. He said, "Why don't you find out in
18 ten days from now or eight days from now whether you
19 have the financing or not." And Mr. Glucksmann's
20 answer was a self-obvious one. "Sure I will find
21 out. That is wonderful. Suppose it turns out they
22 don't have the financing after Forstmann Little has
23 walked away? What have I done for the shareholders
24 then?"

1 So with the contingent financing even
2 at that late date was their final response where they
3 stood. Foretman Little's financing was firm, in
4 place. They had it. They were prepared to go
5 forward on an expedited basis and close the
6 transaction in 35 days.

7 Then they have the question -- they
8 are being asked for the lock-up -- are they
9 foreclosing the bidding. And there is no question,
10 everybody recognized that the effect of the lock-up
11 is at least to discourage on-going bidding. It
12 doesn't foreclose it but it chills it. No question.
13 The board knew that. The board was told that.

14 Well, the logical thing that a board
15 then asks itself is, if we are chilling on-going
16 bidding, what is the reasonable prospect that we are
17 going to get more. Do we already have a full price,
18 or is there another 10 or 20 there that we are likely
19 to be foreclosing? And the board asked itself this
20 question, and the board concluded that the auction
21 had essentially run its course. They were already at
22 the top, which is proved in court this morning when
23 they come in and they are not prepared to go any
24 higher, not even by a penny, but are actually staying

1 lower. They are not even upping a quarter this
2 time.

3 But let's go back to where we were
4 on Saturday. The board looked at the matter. The
5 price had gone from \$42 to \$56. Pantry Pride had not
6 said 60, 62. They came in with another 25 cents.
7 Now Forstmann Little was offering the equivalent of
8 \$59.25. Was there any reasonable higher bid to be
9 expected?

10 The testimony shows the company had
11 struck out on looking for a white knight. The
12 company had been in play for two months. Every
13 company around knew it was in play. They had been
14 contacting people. They could not get a white
15 knight. No one had come forward.

16 There was this feeler from Mr.
17 Wasserstein that Mr. Lipton fully told the board
18 about at the time so the board would be fully
19 advised. It turned out not to be real. Mr.
20 Wasserstein's client was not, indeed, interested in
21 acquiring the company. He was only interested in
22 negotiating with Forstmann Little for a piece of the
23 company.

24 So the real question was, was there

1 any more room to go. The price was right up at the
2 ceiling of the Lazard estimates of what was
3 reasonably to be attained, and Forstmann Little was
4 saying, "We don't have any more room to go any
5 further whatsoever. We have stretched, we have
6 pushed. This is our best conceivable price."

7 So the question the board had to ask
8 itself is, are we cutting off a meaningful auction or
9 has this auction already run its course. And the
10 board concluded that the auction essentially had run
11 its course.

12 Conversely, the board had to consider
13 where did it stand if it refused the lock-up and if
14 Forstmann Little went away. Forstmann Little was
15 offering \$59, \$59.25 combined value on the shares and
16 the notes. Where would the shareholders, where would
17 the noteholders, where would the company be if
18 Forstmann Little walked away? And it was told it had
19 no assurance whatsoever that Pantry Pride would even
20 stay at the \$56.25. Obviously, Pantry Pride would
21 have no incentive to go higher than 56.25. Why
22 should it if it is now the sole player on the field?

23 But more to the point, the board
24 reasoned and its advisors reasoned that there was a

1 very, very strong prospect that Pantry Pride would
2 not even stay at the \$56.25 but if Forstmann Little
3 was removed from the scene would go right back down
4 again.

5 Mr. Rohatyn of Lazard told the board,
6 "Pantry Pride had never hesitated to lower the price
7 on its bid when it saw it was in a position to do
8 so." It was an absolute, unacceptable risk for the
9 company to face Pantry Pride alone without Forstmann
10 Little and that he did not believe that without
11 Forstmann Little there would be a \$56 a share bid
12 from Pantry Pride and that Pantry Pride might very
13 well likely lower its bid.

14 And that is also the testimony in the
15 affidavit of Judge Rifkind. Judge Rifkind said this
16 concern was shared by all the directors. The choice
17 was between 59 or 59.25, certain, sure, positive,
18 yes, maybe 35, 45 days down the road, or 56.25 which
19 could go down. And the 56.25 wasn't here and now.
20 We have heard a lot about the time value of money on
21 the Forstmann Little deal. Pantry Pride was telling
22 the board it didn't even have the money. There was
23 no assurance when Pantry Pride would be prepared to
24 close at 56.25, even if the board should seek to

1 facilitate the deal.

2 So given the fact that the Forstmann
3 Little transaction was 3.25 better than the last
4 price offered by Pantry Pride, given the fact that
5 they had to make the decision then and if they turned
6 down Forstmann Little, they would not even be sure,
7 not only -- they wouldn't even be sure of getting
8 the 56.25, because once the company was naked against
9 Pantry Pride, Pantry Pride had every incentive to go
10 right back down in price, and you would never get
11 Forstmann Little back into the picture again. They
12 would be off acquiring somebody else. That is their
13 business.

14 The board had to decide what is the
15 best thing to do. The price of keeping the 59.25
16 deal, nailing it down and having it, was giving the
17 option. They asked themselves, "Is Forstmann
18 bluffing us? Are we really facing this deadline?"

19 Glucksman testified, "Lipton told me
20 at the board meeting I was facing this deadline. We
21 had to decide here and now. I wasn't so sure. I
22 wanted to hear it from Forstmann itself. I wanted to
23 look the man in the eye and see whether he really had
24 to act at the board meeting." He said, "Forstmann

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1 came in. I looked the man in the eye. He said he
2 meant it. He gave me the reasons. I thought about
3 it. I realized he was right. He was not bluffing.
4 If I was in his shoes, it was the only position he
5 possibly could take."

6 So the board did not just say, "Oh,
7 well, you say we have to deal you with you tonight.
8 It means we have to deal with you tonight." They
9 didn't want to deal if they had a choice. They did
10 not have a choice. It was bird in the hand against
11 God knows what out in the bush. Not two birds out in
12 the bush; a lesser bird in the bush.

13 The price was the option. Let's talk
14 about the option. Is it that horrendous? There was
15 some difference of opinion among the investment
16 bankers as to the fair values of the two divisions
17 subject to the option price. Goldman Sachs, which
18 was Forstmann Little's -- let me start with Lazard.

19 Lazard's prices were higher. Lazard
20 had thought that they could sell those two divisions
21 for 600 to 700 million. That wasn't money in the
22 bank. It was an estimate. But the board knew that.
23 And Lazard was its investment banker, and it
24 certainly is going to give an awful lot of credence

1 to what its own investment banker said.

2 On the other hand, there was a
3 difference of opinion here. Goldman Sachs, which is
4 also a very, very reputable investment banker, which
5 was advising Forstmann Little, apparently in good
6 faith, not as a negotiating tactic, had valued these
7 divisions substantially less, and the \$525 million
8 price was very much within the range of values that
9 Goldman Sachs had placed on these same two divisions.

10 And it now turns out -- and
11 actually, I think this is set forth in the papers of
12 the Goldman Sachs partners submitted by my friend Mr.
13 Chernic. It now turns out that Pantry Pride's own
14 investment banker, Morgan Stanley, was likewise in
15 the lower range, that both Morgan, their investment
16 banker, and Forstmann's investment banker were both
17 in the low range, and it was only the company's
18 investment banker that had a higher price tag on
19 these particular assets.

20 Was the \$25 favorable to Forstmann
21 Little? Yes, it was favorable, but it was not an
22 unfair price. Mr. Gluckman testified it was low
23 but it was fair. It was not a give-away. It was at
24 the low range. It was cheaper than he would like to

1 sell it for if he is selling it as an isolated
2 transaction, but it is not an isolated transaction.
3 It had to be viewed as part of the totality of what
4 was being proposed.

5 It was the means to get an
6 additional \$100 million in values for the
7 shareholders by means of raising the price from
8 \$88.25 to \$89.25.

9 Moreover, Your Honor, the expectancy
10 of the board -- and we are talking about what is
11 reasonable in business men's minds when they are
12 dealing -- is that the option would never be
13 executed. And this is critical, Your Honor. Not
14 only does the option get a higher price for the
15 shareholders but the reasonable expectancy is, it
16 will never be executed. Forstmann Little has a very,
17 very high price on the merger, and the board is
18 saying to themselves, we don't think there is any
19 room, option or no option, for anybody anybody else
20 to come in and top it. A fortiori no one is going to
21 top it if the option is in place. Therefore, the
22 merger deal is going to go. And the option price
23 becomes essentially academic. No one is ever going
24 to sell these two divisions to Forstmann Little for

1 \$525 million.

2 THE COURT: If that is the case, why
3 don't you make the option higher?

4 MR. WACHTELL: Because it is
5 negotiation, Your Honor.

6 THE COURT: Where is there
7 negotiation? As I read the minutes, I don't see any
8 negotiation.

9 MR. WACHTELL: Oh, yes. The
10 affidavit showed that Forstmann Little came in and
11 said they wanted to get it for \$05 million. It is
12 in the affidavit, Your Honor. Absolutely,
13 absolutely. There was a negotiation that took place
14 the previous day at which that price was hammered
15 out. That was as far as Forstmann Little was
16 willing to go.

17 THE COURT: Well, the minutes --

18 MR. WACHTELL: Because that is where
19 it was at the time of the board meeting. The
20 negotiation had arrived at the \$525 million. That
21 was the end product of the negotiation, Your Honor.

22 THE COURT: Mr. Loomis advised the
23 board on Page 22, I assume -- is that the board
24 receiving his view of the \$525 million, which is

1 favorable from the perspective of Forstmann Little
2 but Lazard's own estimate was six or seven million?

3 MR. WACHTELL: Absolutely, Your
4 Honor.

5 THE COURT: Is that the first time
6 the board is hearing that?

7 MR. WACHTELL: No. The board had
8 had Lazard's estimates of the value before, Your
9 Honor. This company had done interminable estimates
10 of value as part of its decisions of every possible
11 plan of liquidation, this alternative, that
12 alternative. The question is, this was not just a
13 fiat and Forstmann Little set \$525. That was result
14 the of negotiations between the advisors the previous
15 day and that day. Forstmann Little wanted a lower
16 option price, and the \$525 million, the affidavit
17 shows, was a negotiation. And that is the point of
18 all this, Your Honor.

19 We are dealing with real life
20 directors, business men, who are not dealing with
21 abstractions. They are dealing with realities. They
22 are dealing at a arm's length with Forstmann Little.
23 Management had stepped out. Management no longer had
24 anything to do with the Forstmann Little side of the

1 deal. This is a completely arm's-length transaction,
2 with the board, as at any time two people sit down to
3 contract -- would they like to make a better deal?
4 Of course, they would like to make a better deal. No
5 one who ever enters into any contract would not like
6 to make a better deal.

7 If I buy a house and somebody offers
8 me a price, I would like to get it cheaper, but it
9 doesn't mean if I finally agree to his price or a
10 median price or something that I am not acting in a
11 reasonable way.

12 And you have to look at this total
13 transaction here. The total transaction is one where
14 the board was saying to itself, "We are getting \$59
15 and 59.25 for the shareholders," which is a massive
16 premium over the last Pantry Pride price. It is a
17 very, very full price. And that was the testimony of
18 Mr. Gluckman. He said, "That was a very, very good
19 price. I was very happy with the price." There is
20 no prospect of getting a meaningful price higher from
21 anybody else, and that has been proved out in this
22 courtroom this morning.

23 But not only was the board acting
24 reasonably but, with the benefit of hindsight, the

1 board was right, that even now, as they are grasping,
2 trying to get back into the ball game, trying to get
3 this Court to take the unprecedented step of setting
4 aside reasonable board action taken by a board in the
5 exercise of its reasonable business judgment, even
6 groping as they are to get back in this ball game,
7 they don't come forward with a higher price. They
8 come forward with a lower price.

9 So the board said, "This is a very
10 reasonable price, a very high price. It is certain.
11 We have to give up the option. We would prefer not
12 to give up the option, because the option price is
13 low. It is favorable to Forstmann Little. But it is
14 not an unreasonable price." The testimony is they
15 were told by the investment bankers it was a fair
16 price, low but fair. And they say to themselves, 99
17 percent likelihood it will never be exercised. It
18 will be a historical footnote what the price was. No
19 one will ever care. It is the means to getting the
20 money for the shareholders.

21 THE COURT: You keep saying, you keep
22 putting in the fact of the price factor, The 2 a
23 share to the other shareholders. Don't you have a
24 class problem here? There are noteholders. The

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1 existing shareholders have a right to have management
2 make their deal for a tender offer regarding those
3 shares. Now, I know you feel some obligation -- you
4 said management had a moral obligation to the notes
5 holders

6 MR. WACHTELL: I think they had a
7 legal obligation, Your Honor. They had a legal
8 obligation --

9 THE COURT: That is what the other
10 side says.

11 MR. WACHTELL: No, not a legal
12 obligation for fraud. The other side said there is
13 a lawsuit saying you committed fraud. That was
14 nonsense. But they had a fiduciary obligation to
15 deal reasonably with the covenants.

16 THE COURT: But they made their
17 deal. They made their deal on August 29 when they
18 said they would exchange --

19 MR. WACHTELL: And they did not
20 waive the covenants at that time, Your Honor. They
21 declined to do so, Your Honor.

22 THE COURT: Aren't you jeopardizing
23 the interests of the existing shareholders by carving
24 out for those noteholders another \$2 a share out of

1 lawsuits with merit or without merit against the
2 company for having issued these notes --

3 THE COURT: Or against the
4 directors.

5 MR. WACHTELL: Or against the
6 directors. But the directors are indemnified, Your
7 Honor, by the company, so it all amounts to the same
8 thing in the long run. If there were going to be
9 lawsuits with or without merit, and they would,
10 indeed, be without merit, one of the things a
11 responsible board does is to say, "We don't need the
12 expense, the headache, the nuisance of litigation."

13 But then the board also had not only
14 a moral but a fiduciary obligation to act responsibly
15 with respect to the covenants. And the situation had
16 now changed, where there was going to be a highly
17 leveraged deal, and the board did not want to just
18 blithely waive the covenants without doing what was
19 right for the shareholders, for the noteholders.

20 THE COURT: Let me ask you this: As
21 of October 12 had any suits been filed by any
22 noteholder against Revlon.

23 MR. WACHTELL: Your Honor, I am not
24 sure. The answer is, there was a suit that I think

1 came across everybody's desk on Monday or Tuesday,
2 and I don't literally know whether it had been filed
3 before Saturday, but I don't think anybody knew
4 about it. So I frankly don't know whether it was
5 filed, but I think nobody knew about it at the time.
6 I think it hit the desk or was served or something
7 Monday or Tuesday.

8 But, you know, it is fair to say --
9 as Mr. Glucksman testified, he was sure there were
10 going to be suits. You put out notes and they are
11 trading down at 86 two weeks after they are issued;
12 he said, "In all my history, you know, merit or no
13 merit, automatically, the lawsuits are going to come
14 in from the sharks out there."

15 There is no question. He didn't
16 think there was any liability. He said they would be
17 nonsense lawsuits because they didn't have any
18 merit. But that wasn't what was motivating the
19 board. What was motivating the board was a feeling
20 that they had just put out these notes for 150
21 million shares to their own shareholders, telling
22 them they would trade at par. There was immediately
23 thereafter a change of circumstance and they are
24 trading markedly lower.

1 And the board feels -- and part of
2 the reason, the major reason they are trading
3 markedly lower is the board is obviously going to
4 have to waive the covenants in favor of a highly
5 leveraged transaction, one transaction or the other.
6 And the board feels it has a responsibility here. I
7 don't care whether you call it moral or legal. It is
8 a legitimate responsibility, particularly when the
9 people you are talking about are largely the
10 shareholders themselves, with very little movement in
11 those notes in the approximately two-week period.

12 THE COURT: It does make a difference
13 whether you call it moral or legal. The board can't
14 sustain its action on moral grounds. It has to
15 sustain its action on legal grounds.

16 MR. WACHTELL: Let me put it this
17 way.

18 THE COURT: I don't mean to be
19 cynical about it.

20 MR. WACHTELL: I understand exactly
21 what you are saying, Your Honor. Let me put it this
22 way. Maybe that is an argument for another day, and
23 I don't think I have to undertake that.

24 The board basically had a

1 responsibility with respect to the notes, with
2 respect to the covenants, "The people were, indeed,
3 the shareholders. Lawsuits were clearly going to be
4 coming in which would probably get in the way of
5 deal. If you had a liability hanging out there, it
6 obviously was going to impede any deal. It would be
7 an out even under the previous merger agreement. It
8 would be an out under their tender offer. In this
9 kind of a circumstance you do not want to have
10 multi-million dollar liability claims with or without
11 merit hanging against the company when you are in the
12 process of trying to sell the company.

13 The responsible thing you do is solve
14 the problem. And whether we call it -- it is the
15 reasonable business judgment thing for a board to do,
16 to take care of that problem. And I just don't think
17 they could conceivably be faulted on it.

18 THE COURT: I don't intend to cut
19 you short, but if we are going to give Mr. Cherno an
20 opportunity, I think we ought to --

21 MR. WACHTELL: Your Honor, I am not
22 going to talk about the rights. I think they are
23 academic. I am not going to talk about the rights ab
24 initio. You have the brief on this subject. I just

1 don't think they are in the case. Maybe another day
2 we will have the pleasure on that.

3 I think what this comes down to, this
4 is not some vague exercise in what Mr. Mitchell is
5 trying to paint it, who can be harmed, why don't we
6 open the bidding, negotiate. That is not what we are
7 here for. You have to deal with the facts. And this
8 is precisely what the ENSTAR case holds. You have to
9 deal with the situation as it existed before the
10 board and did the board act in reasonable business
11 judgment. And unless there is no -- what are the
12 words? No rational purpose whatsoever, this can be
13 attributed to the board.

14 No one could conceivably say that
15 here, where this board is getting another \$100
16 million of value for the shareholders and the
17 noteholders for the price of giving up an option
18 which their reasonable judgment tells them is never
19 going to be exercised anyway -- there is just no way
20 to fault that board on the facts that were before it.

21
22 And this is the unique case where the
23 proof of the pudding is not that, oh, well, with the
24 benefit of hindsight maybe we would have done it

1 differently. Here with the benefit of hindsight it
2 turns out they were absolutely right. There is,
3 indeed, no higher bid.

4 Your Honor, I think the ENSTAR case
5 controls here. The ENSTAR case, I may say, had no
6 consideration whatsoever. Mr. Stargatt in answer to
7 one of Your Honor's questions said I don't think
8 there has ever been a case where there wasn't fair
9 consideration. In ENSTAR there was no fair
10 consideration for the voting rights other than
11 getting the deal. Thank you very much, Your Honor.

12 THE COURT: Mr. Chernob, before you
13 begin, I would like to ask you how much more time
14 you will go. We have been going for two hours.

15 MR. CHERNO: I will try, Your Honor,
16 to hold to the 15 minutes that Mr. Wachtell and I
17 allocated between us.

18 MR. STARGATT: Your Honor, I think
19 it might be that we would require just a few minutes
20 of reply, and I when say a few minutes, I guess I am
21 apt to be maybe 10. I don't think I used the full
22 hour and tried to purposely reserve some time for a
23 reply.

24 THE COURT: Let's take a five-minute

1 break.

2 (Recess taken.)

3 THE COURT: Mr. Chernow.

4 MR. CHERNO: Your Honor, I think
5 there is a fundamental point that is at issue in
6 this case, and that is that you can start a bidding
7 process with inducements, such as asset options,
8 cancellation fees, a process which would only start,
9 as I will show you, once those inducements are given,
10 Get the bidding way up, getting hundreds of millions
11 of dollars into the hands of shareholders, and then
12 take away and invalidate the very inducements that
13 got the process started in the first place. That is
14 what Pantry Pride is asking you to do. That is not a
15 level playing field, Your Honor. That is the most
16 unfair process that I can think of. It would be
17 unfair. It would be unconscionable, and it would end
18 the white knight bidding process as the financial
19 community knows it today.

20 They are saying get a Forstmann
21 Little which only comes in with inducements,
22 cancellation fees, with asset options. Get the price
23 way up and then take what got them into the process
24 away to start with.

1 Your Honor, the process would never,
2 never start. If those were the rules, if you were to
3 retroactively take away the inducements that start
4 the process, in this case the Revlon shareholders
5 would now have \$42.50 and Pantry Pride would have the
6 company. That is not a level playing field, Your
7 Honor. That is unfair and it is unconscionable, and
8 it would be a startling result.

9 Asset options, Your Honor, are given
10 everyday. Mr. Stargatt said there aren't many asset
11 option cases. But, Your Honor, there are many, many
12 asset options. And the reason why there aren't many
13 cases is that the investment community knows that
14 they are a valid, essential way of producing a
15 bidding contest.

16 Your Honor, I can tell you -- it is
17 not in our papers, but I can just list to you some of
18 the companies who have given asset options to white
19 knights in recent deals. Northwest Energies, SCM,
20 Richardson-Vicks, Macon, Pneumo Corporation, SCA
21 Services, Continental Group, Coopervision,
22 Stokely-Van Kamp, Marathon, Carter Hawley Hale, Host,
23 Liggett, Pullman, company after company. Those
24 directors, Your Honor, can no more be charged with

1 violations of their fiduciary duties than the Revlon
2 directors can. Those directors did just what the
3 Revlon directors did: They gave asset options to
4 white knights to induce a bidding contest and to get
5 the best deal they could for their shareholders.

6 And after these people come into the
7 fray, you just can't stop the process, say, "Okay,
8 Mr. White Knight, I know you are here now, but now we
9 are going to cut your legs off." You can't do that.
10 The process won't work, Your Honor. There won't be
11 white knights. There won't be Forstmann Littles.
12 There will only be initial bidders at minimal prices
13 getting bargain basement steals from shareholders.
14 That is what will happen if this asset option and
15 asset options like that are invalidated. That is as
16 clear as could be. I would give you more companies,
17 Your Honor, but I don't think you need them.

18 Let's talk about the expert testimony
19 that is in this case, the expert testimony from the
20 investment banking community, no one with an ax to
21 grind, no one that is being paid to give opinions on
22 values, as to how asset options work and what will
23 happen if they are taken away, what will happen if
24 they are enjoined, what will happen if the Court says

1 they are no good.

2 Let's talk -- we have here Salomon
3 Brothers, the most reputable of investment bankers.
4 What does Salomon Brothers say? "In order for
5 potential white knights to come forward, to commit to
6 necessary financing and to make increased offers
7 which enhance value for all shareholders, it has
8 become almost customary in the last few years for a
9 target company's board of directors to offer them
10 inducements in the form of options on stock, options
11 on assets, and/or break-up fees." And this is what I
12 want to talk about." "If such inducements are
13 enjoined by the courts, it will constitute a severe
14 abrogation of the free market principles that apply
15 to these transactions and redound to the substantial
16 detriment of all shareholders. The already difficult
17 process of securing increased value for shareholders
18 in a tender offer context will in many instances
19 become nearly impossible."

20 Your Honor, Salomon Brothers is not
21 a party in this case. They don't represent anybody.
22 They are not being paid fees. That is the way the
23 investment community works. That is how bidding
24 contests take place. Without them they don't

1 happen.

2 We have here another leveraged
3 buy-out house that buys companies like Forstmann
4 Little. Gibbon Green van Amerongen, they come in and
5 also enter into these bidding contests, paying
6 increased high prices to shareholders once an initial
7 bidder comes on the scene.

8 What does Mr. van Amerongen say about
9 asset options? He says, "My firm and others
10 participating in such transactions are usually
11 unwilling to consider making a bid for a public
12 company and to undertake the enormous commitments of
13 funds, time and resources and the exposure to
14 possible adverse publicity and litigation that
15 participation therein entails without the assurance
16 that we will have something to show for our efforts
17 or that there is a reasonable likelihood of success.
18 Participants in leveraged buy out transactions are
19 unwilling to undertake such commitments, only to end
20 up in the position of a stalking horse for other
21 bids," and stalking horse for people who will raise
22 you a nickel and a dime.

23 Companies are not going to come in
24 under those circumstances. That is what Mr. van

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Amerongen says. That is what Salomon Brothers says.

That is what Kidder Peabody says. That is what

Dillon Read says. That is what Alex. Brown says.

And if it would have been more than one day, I would have 20 more of them.

The process will not work if asset options are enjoined. You can't start the process off, get people into it and cut the legs off of the white knight. There will be no white knights. People will stay out of this fray, Your Honor. And that is as clear as can be. And that is the principle that is at stake in this case. The Forstmann Little's will go away. They will never come in. And there is no controverting testimony or expert testimony from anyone else in this case.

And Morgan Stanley, the investment bankers for Pantry Pride, they know it. Half of those companies that I mentioned that gave out white knight options were represented by Morgan Stanley. They know exactly what options are and why they are necessary. Indeed, Pantry Pride knows it. When they acquired a client of ours, Video Corporation of America, as a white knight last year, they got one of those stock options that Mr. Stargatt talked about.

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THE COURT: Mr. Chernow, why don't

1
2 you deal with the fairness in this specific
3 situation rather than the general --

4 MR. CHERNOW: Your Honor, I think the
5 process in itself is intrinsically fair. An asset
6 option is designed to induce a white knight to come
7 into the case. It is not an inducement if the asset
8 option is at a higher value than those assets. That
9 is not an inducement. It is an inducement if that
10 asset option is at a value which is at least within
11 the low range of what people estimate those values
12 might be. I agree with you, even though ENSTAR said
13 an asset option was okay if it is for nothing, just
14 sign it away, that is not what happened here. What
15 happened here was an asset option within the range of
16 the differing values that people put on these
17 assets.

18 Goldman Sachs, & it is well within
19 the range of Goldman Sachs. It is well within the
20 range, Your Honor, of Morgan Stanley and Pantry
21 Pride's own valuations of these assets before this
22 litigation started. You will see annexed to the
23 Forstmann Little affidavit, to Mr. Forstmann's
24 affidavit, their own valuations when there wasn't any

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1 interest in creating a litigation position. And
2 those valuations, Your Honor, are lower than the \$526
3 million of this asset option price. You will see
4 that, too, Your Honor. And let me tell you something
5 else.

6 We had discussions with Pantry Pride
7 as to what the value of these assets were, these
8 discussions that are now revealed in this Perelman
9 affidavit that shows up in court today. We didn't
10 think it was right or proper to disclose those
11 discussions, because in those discussions Pantry
12 Pride put a value on those assets. Pantry Pride has
13 now disclosed those discussions in this Perelman
14 affidavit. And I can tell you that Pantry Pride in
15 an effort to resolve and to split up the company said
16 they will sell us these assets at \$557 million. So
17 now they are talking 680, 700 million. Those are
18 fanciful numbers for litigation. When things were on
19 the line, Pantry Pride said \$550 million, 557. Is
20 that a big difference from 5257 Does that invalidate
21 an entire process which produces white knight bids
22 and highest money for shareholders? I don't think
23 so, Your Honor.

24 And you asked Mr. Wachtell, was there

1 a negotiating process. Was this 525 just a number
2 that Forstmann Little put on the table and the board
3 just had to meekly accept. Not at all. Forstmann
4 Little started it for a hundred. Negotiations went
5 up to 425, 450. It was 512 at around October 3. It
6 ended up at 525. It was an arm's-length negotiating
7 process, just like this entire deal was an arm's
8 length negotiating process. And if the courts start
9 enjoining deals that are result of an arm's-length
10 negotiating process, the business judgment rule I
11 think as we know it will be substantially changed and
12 substantially altered. And this asset price was
13 arm's-length negotiated just like the remainder of
14 this transaction, Your Honor.

15 You asked Mr. Stargatt during his
16 argument can a court say to management walk away from
17 the table, there is someone else out there, or is
18 management entitled to make a deal. The answer to
19 that is as clear as can be in the cases, Your Honor.

20 There comes a point in time when
21 management is entitled, the board is entitled to sit
22 down with all of the factors in front of it, whatever
23 deals are on the table, and choose the deal that they
24 think in the exercise of their business judgment is

1 the best transaction for their shareholders and their
2 other constituencies.

3 And let me say for a minute about
4 other constituencies, the board is not only entitled
5 to consider other constituencies, they are duty-bound
6 to under the Unocal case.

7 What the Unocal case said was that
8 the board can properly consider shareholders,
9 creditors, customers, employees and the community
10 generally in considering how to react to tender
11 offers. That is the law in Delaware and it is good
12 law, Your Honor. The board has the broad power and
13 broad authority to consider a host of constituencies,
14 and they fulfilled that power and they fulfilled that
15 authority in this case.

16 But coming back to the theme, Your
17 Honor, there comes a time when a board, a company,
18 is entitled to sit down and consider all the facts
19 and make the best business judgment that they can
20 and make a deal. That is what the business judgment
21 rule is all about. That is the essence of it. That
22 is the kernel of it. If you take that away from the
23 board, I don't know what the business judgment rule
24 means.

1 And there are a couple cases
2 precisely on point on that, Your Honor. And they are
3 in our brief, and I will just call them to your
4 attention. One is the Pay Less case. That is a
5 famous case. I think it represents the law as I
6 understand it to be. It is on Page 20 and 21 of our
7 brief, 22 of our brief. And I would just like to,
8 with your indulgence, read you an excerpt or two from
9 it.

10 "To permit a board of directors to
11 decide that a proposed merger transaction is in the
12 best interests of its shareholders at a given point
13 in time and to agree to refrain from entering into
14 competing contracts until the shareholders consider
15 the proposal does not conflict in any way with the
16 board's fiduciary obligation. A potential merger
17 partner may be reluctant to agree to a merger unless
18 it is confident that its offer will not be used by
19 the board simply to trigger an auction for the firm's
20 assets. Therefore, an exclusive merger agreement may
21 be necessary to secure the best offer for the
22 shareholders of a firm."

23 It goes on, "It is true that in
24 certain situations shareholders may suffer a lost

1 opportunity as a result of the board's entering into
2 an exclusive merger agreement."

3 And let me interpolate now in this
4 case, there is no lost opportunity here. It is just
5 a lost opportunity to get a lower deal, as Mr.
6 Wachtell pointed out. I never heard someone come in
7 and challenge an option without coming in and saying
8 they are not going to top the deal. They come in and
9 top the deal by saying they are going to lower it.
10 That is incomprehensible.

11 But to go back to the Pay Less case,
12 "As the District Court took great pains to point out,
13 subsequent to a contractual commitment unanticipated
14 business opportunities and unexigencies of the
15 marketplace may render a proposed merger less
16 desirable than when originally bargained for. But
17 all contracts are formed at a single point in time
18 and are based on the information available at that
19 moment."

20 That is the law, Your Honor, and it
21 ought to be the law. And it is the law in Delaware,
22 too. It is the law in the Sinkins case, where the
23 Chancellor rejected the plaintiffs' argument and
24 said, "Plaintiffs, in seeking injunctive relief, have

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1 asked that defendants be required by this Court to
2 conduct its proposed sale of its assets as if
3 defendant were a government agency, namely on the
4 basis of sealed bids or by court regulated
5 competitive bidding and ask that defendants be
6 enjoined" from doing it elsewhere. The Court
7 rejected that and no court has ever accepted it, Your
8 Honor. It is not the law.

9 You can't take an auction process and
10 say at the end of it, "Okay, now we will have an
11 auction." The process would never start if these
12 inducements and these options aren't given. That is,
13 Your Honor, the uncontroverted fact in this case.
14 And there is not a word that Pantry Pride has ever
15 said in all of these papers that are piled up on your
16 desk to the contrary.

17 And if you enjoin this asset option,
18 not only will you be flying in the face, I submit, of
19 the business judgment rule, of an arm's-length
20 transaction between two independent companies. This
21 isn't a poison pill. This isn't a golden parachute.
22 This isn't a self-tender. This is two independent
23 companies sitting down without self-interest, making
24 a deal. That is what the business judgment rule is

1 all about. That is what the business judgment rule
2 protects.

3 If you enjoin that, Your Honor, I
4 submit that would be flying in the face of the
5 business judgment rule, and if you enjoin an asset
6 option like this, given in an arm's-length situation,
7 the bidding process as it is carried on today for the
8 benefit of the shareholders in all of the target
9 companies that I mentioned and more would be
10 irreparably, unalterably changed for the worse.
11 Thank you.

12 THE COURT: Mr. Brown

13 MR. BROWN: Your Honor, I am
14 hesitant to interrupt. May I respectfully inquire as
15 to whether or not counsel for Adler & Shaykin would
16 be permitted to be heard in this proceeding. And I
17 base that request on the letter and enclosures that I
18 sent to the Court and counsel late yesterday
19 afternoon. If we are, Your Honor, we would be very
20 brief.

21 THE COURT: Well, I think that, as
22 Mr. Stargatt indicated, the Court is not now being
23 asked to do anything definitively with respect to the
24 rights of Adler & Shaykin with respect to the Beauty

1 Group sale. I don't know whether the Court will find
2 it necessary to do so, but it is not my practice to
3 grant relief that hasn't been asked for.

4 MR. BERNICK: Your Honor, if I could
5 just address that so we are clear, if I understood
6 Mr. Stargatt this morning, I understood him to say
7 that the specific request for injunctive relief that
8 was being sought that involved the Adler & Shaykin
9 transaction was being withdrawn. Am I correct, Mr.
10 Stargatt?

11 MR. STARGATT: I think I said I
12 didn't remember it being in the complaint. But if
13 it is, we are certainly not pressing it at this
14 stage. And it comes up only in the way that I told
15 the Court this morning. We are not trying to enjoin
16 the Adler & Shaykin transaction at all. It may be
17 at some future time some action will be taken, but
18 it won't be on the present posture of the record.

19 MR. BERNICK: Well, that raises my
20 concern. I think Mr. Stargatt did still indicate
21 that he was asking the Court to make a determination
22 that the Adler & Shaykin transaction was nonetheless
23 subject to shareholder approval. And that is
24 something that does concern us, because it leaves us

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1 at risk. If we proceed without that shareholder
2 approval, Mr. Stargatt has just as much said that
3 when his client, if successful in this offer, takes
4 over, they are going to take the position that that
5 shareholder approval was required and because it
6 wasn't obtained or because they are not going to give
7 it, all we are going to be entitled to is what he
8 believes to be some kind of liquidated damage figure
9 under our contract.

10 So we are really on the horns of a
11 dilemma at this point if we don't get a resolution of
12 this issue. I am prepared to address it now.

13 THE COURT: I don't see the need at
14 this time within the confines of the preliminary
15 injunction request to deal with any type of finality
16 concerning the rights of Adler & Shaykin. And
17 nothing that I will rule upon will in any way
18 restrict the rights nor define the rights of any of
19 the parties. And if any further request for relief
20 is sought, there will be opportunity for argument.

21 MR. BROWN: I apologize for the way
22 it came up, but speaking was David M. Bernick, a
23 member of the firm of Kirkland & Ellis in Chicago,
24 representing Adler & Shaykin. I will not move for

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1 his admission in view of Your Honor's comments.

2 THE COURT: I would like to say we
3 will see you on another day, but I really hope not.

4 MR. STARGATT: Your Honor, I find
5 Mr. Chernov's presentation, which is most recently
6 ringing in our ears, to be incredible. Our
7 proposition was not that lock-ups are bad or per se
8 that there is anything the matter with them. I tried
9 to make in a plain in the brief and orally. They do
10 happen.

11 What we tried to say is that a
12 lock-up at an egregiously low price as here is unfair
13 and unlawful where it is used as a mechanism to try
14 to deter a competing bidder.

15 Mr. Chernov with waves of his hands
16 and references to canned affidavits refers to
17 affidavit after affidavit that says that if lock-ups
18 are not permitted, there will be a real inhibition on
19 white knights entering the picture. Not one of those
20 affidavits talks about asset lock-ups at unfair
21 prices. The investment bankers whose affidavits he
22 has, presumably because they are good investment
23 bankers, couldn't bring themselves to say such a
24 thing.

1 He cited a string of names, most of
2 which are unfamiliar to me, saying that there was a
3 lock-up in this case and there was a lock-up in that
4 case and there was a lock-up in the other case, again
5 not addressing himself to price.

6 But one of the cases I do have some
7 knowledge about, had a little bit of involvement in
8 it, and it is a reported decision, and that is the
9 Liggett case. On that long list it was the only one
10 I recognized. And the Liggett case wasn't a lock-up
11 case at all.

12 In Liggett Grand Met was tendering
13 for Liggett. And Liggett owned a subsidiary called
14 Austin Nichols. In fact, it was now-Lawyer Brown's
15 case, then Chancellor Brown's, a good decision.

16 In order to fend off Grand Met, not
17 lock up, in order to fend off Grand Met, Liggett sold
18 the Austin Nichols subsidiary for 900-odd million
19 dollars, I think. When you have too many zeros on --
20 it could have been 97 million. The zeros I sort of
21 get lost with. But in that neighborhood.

22 Grand Met tried to restrain the sale
23 on the theory that it wanted to acquire the company
24 with Austin Nichols. Liggett took the position that

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1 it felt like its stockholders would be better off,
2 because it didn't know what Grand Met would do with
3 Austin Nichols once it took over, if it was sold at a
4 high price then.

5 The sale was attacked. It was not a
6 lock-up. It was approved. And it was approved
7 because the price was more than fair, and I believe
8 the Court said in its opinion that the valuation was
9 an influential factor in supporting a sale because
10 Grand Met when it took over -- and it ultimately did
11 take over -- instead of having Austin Nichols it
12 would have 900 million or whatever the figure was in
13 cash, or 90 million.

14 Addressing myself to the comments
15 made by Mr. Wachtell, Your Honor was obviously
16 interested in the conflict point with him, as you
17 were with me. And I was interested in his responses
18 to Your Honor's questions.

19 First of all, he said in response to
20 Your Honor's question about the \$59.50, for which he
21 claimed credit is going to the stockholders of
22 Ravlon, he indicated that they are the same people
23 or, as he allowed, I think, mostly the same people,
24 because he said there hasn't been much trading.

1 I suggest to Your Honor that there
2 has been tremendous trading since August in Revlon
3 stock. And the record doesn't give figures, but the
4 Court knows on the basis of its own experience that
5 the arbitrage interest in companies of this sort is
6 enormous. So it is reasonable to infer that the same
7 people who owned stock at the time of the exchange
8 offer in August to a large degree, although
9 unquantifiably, do not now own Revlon stock and that
10 the classes of people are in substantial part
11 different.

12 He also said, and I found this
13 superficially attractive, that all we wanted to do
14 was solve the problem with respect to the
15 notsholders. But whose problem was it? It wasn't
16 Forstmann Little's problem, because they weren't
17 trying to solve it. They were going to be taking
18 over the company, and it wasn't at their instance
19 that the so-called problem was to be solved. As a
20 takeover person of Revlon they didn't think it was
21 going to be a Revlon problem to be solved. We didn't
22 initiate any discussion on solving that problem. The
23 people who wanted to solve that problem wanted to
24 solve the problem for themselves, and they were the

1 Revision directors. And they were conflicted. They
2 were in a situation where, as our brief makes plain,
3 they ran into potential liability and they had to
4 solve their problem, and between October 3 and
5 October 12 in that one-week period they decided to
6 exact a solution to the problem from Forstmann.

7 The problem was anticipatable. In
8 the October 3 minutes -- and Your Honor has
9 obviously read these things perhaps more thoroughly
10 than I have in the welter of paper -- Mr. Lipton
11 stated that "The waiver of the covenants" -- this is
12 the covenants being waived in the original merger
13 agreement for Forstmann Little. And I am referring
14 to Page 18 -- "...and the LBO capital structure would
15 adversely affect the market price of the 11.75
16 percent notes, but this had been provided for in the
17 documents which fully disclosed the possibility of
18 waiver."

19 So on October 3, when they waived for
20 the LBO, they knew that there was a chance, and I
21 suggest a good chance, that the price of the notes
22 was going to go down. They got themselves into some
23 soup, and they recognized it at the October 12
24 meeting from which Your Honor has already read. They

1 recognized it before the October 12 meeting.

2 And in his responses about
3 knowledgeability about the possibility of suit I
4 thought that Mr. Wachtell was perhaps somewhat less
5 than definite. But The Wall Street Journal article
6 on October 10, an article that is attached to our
7 appendix, says that some of these institutions owning
8 at this point the notes and larger holders have
9 already asked several attorneys to consider legal
10 action against Revlon and at least a few institutions
11 say they may ask a court to block the settlement of
12 the new securities pending trial.

13 So the directors knew they were
14 having a problem as of October, at least October 10,
15 I suggest after October 3. And they carried water on
16 both shoulders, in effect. After all, if the effort
17 were really to get more money for the stockholders,
18 if that were really the purpose, get Forstmann Little
19 to give two more dollars to the stockholders. Leave
20 the noteholders out there. But they were in a
21 dilemma of their own making, and they were
22 conflicted, and in order to resolve the conflict and
23 get bailed out by a sweetheart negotiator that they
24 had had friendly contact with, they got them to load

1 the consideration on the noteholders' side, and they
2 gave them a lock-up which was, from our side,
3 unconscionable.

4 I keep hearing from my friends about
5 the absolute certainty of the \$57.25 offer and the
6 uncertainty of our \$56.25 offer, almost rhapsody
7 about how sure their deal is to go ahead and how
8 uncertain we are.

9 We have our financing in place and we
10 are ready to close on Monday if the impediments to
11 our closing are removed. They do not have their
12 financing in place. The Court will look in vain in
13 this record for any definitive financing documents on
14 their part. We have supplied affidavits with respect
15 to our financing. They do not have their financing
16 in place, and they did not have their financing in
17 place -- they weren't certain enough about their
18 financing being in place last Sunday to represent
19 that they had financing in place.

20 All that the amendment to the merger
21 agreement does is provide best efforts that they
22 would get their financing, no more. In fact, the
23 amendment explicitly inserts the words "best efforts"
24 that they will get their financing. So to suggest

1 that their financing is a certainty is to suggest
2 something that is contrary to fact. It is a fact
3 that -- I believe it to be a fact that their
4 financing is still uncertain and not our closing are
5 removed. They do not have their financing in place.
6 The Court will look in vein in this record for any
7 definitive financing documents on their part. We
8 have supplied affidavits with respect to our
9 financing. They do not have their financing in
10 place, and they did not have their financing in
11 place -- they weren't certain enough about their
12 financing being in place last Sunday to represent
13 that they had financing in place. All that the
14 amendment to the merger agreement does is provide
15 best efforts that they would get their financing, no
16 more. In fact, the amendment explicitly inserts the
17 words "best efforts" that they will get their
18 financing. So to suggest that their financing is a
19 certainty is to suggest something that is contrary to
20 fact. It is a fact that -- I believe it to be a
21 fact that their financing is still uncertain and not
22 in place.

23 Mr. Wachtell and Mr. Chernow keep
24 saying, is 56.25 better than 57.25. Well, it all

1 depends. It all depends if the 57.25 ever
2 materializes and when it materializes. Our
3 suggestion, our prayer, what we are here for, is to
4 let the market decide that question. Let the
5 stockholders decide whether they would rather take
6 our \$56.25 now, Monday, or wait to see what is going
7 to materialize on the \$56.25 side. Our belief is
8 that the stockholders will tender to us.

9 In terms of negotiations, my friend
10 said, and Your Honor had asked on the subject of
11 negotiations, the market is a place in which
12 negotiations can occur. If they wished to change
13 their merger offer into a tender offer, they can do
14 so, could have done so before and topped us. But
15 there does have to come a point at which things end.
16 And our suggestion is, this is that point.

17 A red herring, a palpable red herring
18 that appears in the briefs, and Mr. Wachtell again
19 repeated it, ran along this line: Forstmann told us
20 that if we didn't accept his new deal, he would walk
21 away. That would leave us at Pantry Pride's mercy,
22 which might even reduce its tender offer. That is
23 the way the argument went. And it is absolute
24 hogwash.

1 Forstmann is bound by the October 3
2 agreement, was bound by the October 3 agreement,
3 didn't have any right to get out of the October 3
4 agreement. It could be terminated from the October 3
5 agreement with a payment of \$25 million, but it did
6 not have a right to abandon the October 3 agreement.
7 That placed a floor on the stock at \$56 a share.
8 Unless it wanted a breach or unless the Revlon board,
9 because of their friendly relationships with it,
10 wanted to allow them to walk away, he could not walk
11 away. And as long as that \$56 was there, although
12 Pantry Pride never expressed an interest in dropping,
13 there was a built-in floor in the market.

14 Finally, on the lock-up point, there
15 have been a lot of figures thrown around about the
16 lock-up point, and I want to come back to earth about
17 it. Lazard, who is Revlon's investment banker,
18 opined that the lock-up assets were worth \$600
19 million to \$700 million. Goldman -- and all we know
20 about it is what the minutes say. Goldman said that
21 the \$525 million price was fair to Forstmann, to
22 Forstmann. Never gave an opinion that it was fair to
23 Revlon.

24 Morgan Stanley in almost a

1 back-of-the-envelope note to us had given a lower
2 than \$600 million figure, lower than the figure that
3 Lazard had given. But Morgan never had access to any
4 of the figures of these divisions. We had been
5 completely shut out. Morgan's back-of-the-envelope
6 analysis to us wasn't an opinion or anything of the
7 sort. It has got its nose up against the window
8 looking in at people who best know what this asset is
9 worth: Lazard.

10 Let me wind up by saying, Your Honor,
11 that our request is that Your Honor remove the
12 impediments before us, as has been done for the
13 Forstmann offer voluntarily and allow the market to
14 decide whether on Monday the Revlon shareholders wish
15 to tender their shares to us for \$56.25 or to wait
16 for the later uncertain offer.

17 MR. CHERNO: Your Honor, may I
18 respond to just the factual grounds.

19 MR. WACHTELL: May I impose upon the
20 Court for 45 seconds.

21 MR. CHERNO: Can I get my --

22 THE COURT: Be my guest.

23 MR. WACHTELL: You have just been
24 told that it was not the case that Forstmann had its

1 financing in place. That is completely, totally
2 contrary to the record. The minutes at Page 40
3 reflect that Mr. Forstmann came before the board --
4 I think it is Page 40. I think I am reciting the
5 right page, Your Honor. You can see that "Mr.
6 Forstmann stated that this was correct and the
7 financing commitments covered the money required for
8 this revised proposal as well."

9 I quote from Mr. Glucksman's
10 testimony at Page 27. "I was completely satisfied
11 that the Forstmann group had definitive financing to
12 complete this transaction." At Page 26, "I did not
13 have any problem at all in considering that when
14 Forstmann reassured us that the financing was in
15 place, that it was, indeed, in place and that there
16 were no pieces to be added." That is what the board
17 was told, and that is what the board reasonably -- a
18 reasonable business man is entitled to believe. He
19 said these are people of very high repute. He would
20 not say it otherwise.

21 You were told that Forstmann Little
22 did not think that the potential of lawsuits from
23 notsholders was a problem. That is contrary to the
24 record. The record shows that Forstmann Little

1 insisted on having in the -- Forstmann Little did
2 not want a contingent liability here if they were
3 going to take over Revlon. Forstmann Little -- you
4 know, lawsuits get brought. People may think they
5 have no merit whatsoever, but Forstmann Little as a
6 factual matter insisted on having a provision in the
7 merger agreement -- it is at Page 60 and 61 -- a
8 very lengthy provision, that they would get firm
9 opinions of counsel, either my firm or the Paul,
10 Weiss firm, that everything in the exchange offer had
11 been absolutely accurate, that there were no material
12 omissions; in other words, that there was no
13 conceivable basis of any liability to noteholders.
14 This was a matter of very marked concern to Forstmann
15 Little. And they, too, had an interest in seeing
16 this problem out of the way.

17 Your Honor, I think I may have not
18 quite understood the thrust of Your Honor's
19 questions before when you were questioning me about
20 interest and we have been talking about conflict as
21 a result of the notes. May I just very, very
22 briefly just point out a couple of things here.

23 In the first place, as I understand
24 the law in Delaware from the Aronson case and all of

1 the other case law, the mere fact that a litigation
2 is threatened against a director or even brought
3 against a director does not constitute interest. I
4 mean, it is only if it turns out that there is a
5 massive liability or something of that sort. And
6 that is absolute --

7 THE COURT: Doesn't that stand for a
8 direct involvement in that litigation?

9 MR. WACHTELL: I think it stands for
10 the direct involvement in that litigation, but I
11 think it also stands for the basic proposition that
12 people sling lawsuits around all of the time. It
13 stands for a common-sense proposition, Your Honor,
14 that the fact that someone threatens or even brings
15 litigation against a director does not mean that a
16 director then ipso facto becomes interested and you
17 should presume that everything he is doing is an
18 attempt to solve a problem of the lawsuit, unless
19 there is some evidentiary showing that that is,
20 indeed, the case, that that is, indeed, what is
21 motivating the director.

22 Yes, in the context of Aronson it
23 comes up in that litigation. But it is just the
24 reflection of common sense. People bring lawsuits

1 all the time without merit, unfortunately. And you
2 can not say that the mere filing or the threat of a
3 lawsuit against a director ipso facto makes him
4 "interested."

5 Now, what is the record here? The
6 uncontradicted record as to whether these directors
7 feared any liability from the threat of any lawsuits
8 from the noteholders, the uncontradicted record is
9 that, in the first place, the directors were told at
10 the meeting that there was no liability. He was told
11 by my partner, Mr. Lipton, there was absolutely
12 nothing wrong with the exchange offer documents, and
13 there was no prospect of liability. And, indeed, in
14 the previous merger agreement it had been said there
15 would be a formal opinion to that effect. I can tell
16 you, we would not likely give an opinion to that
17 effect nor would Paul, Weiss if we had any question
18 in our mind on the subject whatsoever. So the
19 directors were told there was no liability.

20 Mr. Gluckman testified -- this is
21 uncontradicted testimony. Mr. Gluckman testified at
22 Page 156 of the transcript of his deposition, "I have
23 talked in my deposition concern about an obligation
24 to noteholders, not because of fear of litigation but

1 what I looked on as the equity of the situation."

2 He then went ahead to set forth what
3 the problems were. He was asked specifically on
4 deposition what his view was as to whether there was
5 any merit to the litigation, and he testified
6 expressly -- I refer Your Honor to Page 140 of his
7 transcript -- "By the way, I did not think that
8 absent the inconvenience of litigation that we had a
9 financial liability."

10 And he was asked by counsel, "You
11 thought that you had no financial liability to the
12 noteholders?"

13 "Answer: Absolutely. A liability
14 under a settlement of a case in court. When you
15 start talking about a liability to noteholders, moral
16 liability, legal liability, I did not think we had a
17 liability that would be asserted against us in an
18 actionable case.

19 "Did not think you had a legal
20 liability to the noteholders?"

21 "Answer: I did not." Why? Because
22 the notes had been issued in good faith and there
23 were no misrepresentations of any sort whatsoever.

24 So the uncontradicted record in this

1 matter is that the directors were told there was no
2 liability. They believed there was no liability, and
3 that was not a motivation whatsoever. And the mere
4 fact that people are threatening lawsuits does not
5 constitute interest.

6 But more fundamentally, Your Honor,
7 there is something -- I heard the word "red herring"
8 used. There is something, I submit, that is a little
9 bit an Alice in Wonderland about this argument being
10 made about supposed conflict in general by the
11 notes. This is not an action where anybody is coming
12 into court saying that the 59.25 consideration should
13 have been allocated differently. They are not coming
14 in and saying you took the money from the
15 shareholders, you gave it to the noteholders. That
16 isn't the issue in this litigation. The board was
17 acting here totally at arm's length to get the
18 highest possible values. They have now got up in
19 court after the fact and said they would do the same
20 thing for the noteholders that Forstmann Little did,
21 so they can't very well be complaining about the
22 allocation.

23 This whole issue is a total red
24 herring of whether the 2.25 went to the noteholders.

1 who were also the shareholders, or want to the
2 shareholders.

3 THE COURT: Well, it is not if you
4 look at it in terms of a quid pro quo for the
5 lock-up.

6 MR. WACHTELL: It is if you look at
7 it in terms of quid pro quo for the lock-up, Your
8 Honor. The board was getting the highest total
9 package of values, no matter how it was allocated.
10 That is precisely what I am saying, Your Honor. It
11 does not provide any conceivable motivation to give
12 the lock-up. The board wanted to get the highest
13 conceivable package of values. It was getting that.
14 It was getting a package that was worth \$3 or more
15 premium over their last offer. I submit the issue of
16 allocation has nothing whatsoever to do with the
17 question here.

18 And the uncontradicted evidence is
19 that the board was not remotely motivated by any fear
20 of liability in litigation. That was not what this
21 was all about. What this was about was to solve a
22 problem, act responsibly to a constituency of people
23 who had just taken the notes, who were themselves --
24 I heard the argument there had been a lot of heavy

1 trading in the stock since August. That isn't the
2 trading we are talking about. The exchange offer
3 closed, the 10 million shares, on midnight, September
4 12. And then the notes were supposed to be issued as
5 soon as practicable after the final proration took
6 place.

7 We are not talking about trading in
8 the stock in the summertime. We are talking about
9 whether there was any trading to the extent of
10 trading in the notes between midnight, September 3, a
11 period of four weeks, for most of which the notes
12 weren't even in the hands of the shareholders,
13 because they hadn't even been physically issued.

14 And the uncontradicted record is,
15 there was a very thin market, that very few of those
16 notes were trading; in other words, that the body of
17 noteholders was essentially identical to the body of
18 shareholders.

19 And that was what was motivating the
20 board. They did not want to see the shareholders who
21 had in good faith tendered in 10 million shares
22 immediately be hurt. They wanted them to get the
23 value and they wanted to act responsibly on the
24 covenants.

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1 There is not a scintilla of evidence
2 here, Your Honor, -- I mean, we talk about -- you
3 know, we have all of these cases, I know Your Honor
4 has written on it in Moran, at what point do you flip
5 a presumption of reasonableness and so you have to
6 justify a transaction as being reasonable and go
7 beyond the reasonable business judgment rule. In
8 this case we are dealing with a situation where the
9 board is dealing absolutely at arm's length. It has
10 no motivation. The evidence here shows that the sole
11 preoccupation of the directors was how best to
12 achieve the highest values. They weren't trying to
13 keep the company independent. They weren't engaging
14 in defensive tactics. They were trying to get the
15 highest values from the prospective bidders. A very
16 sophisticated board, a board of unimpeachable
17 integrity, and they had no motivation to do other
18 than what was the best thing.

19 And I think that for this -- I think
20 it would be absolutely unthinkable to say that people
21 such as Judge Rifkind, the other distinguished
22 members of this board, who -- this board is not to
23 be criticized. This board took an offer of \$42,
24 which these people put on the table, and by using

1 covenants, using lock-ups, translated that and got
2 59.25, a massive increase in the negotiating
3 process. The process worked here. This is a board
4 that should be given this Court's medal, Your Honor.

5 THE COURT: I agree with you. It
6 reminds me of a story that ends with the line, "What
7 have you done with for me lately?"

8 MR. WACHTELL: Thank you very much,
9 Your Honor.

10 MR. CHERNO: Your Honor, three simple
11 facts. No rhetoric.

12 On our financing, it was in place, it
13 was committed and it is in the record. It is in Mr.
14 Forstmann's affidavit, on Page 15, twice. "Forstmann
15 Little's proposed \$57.25 price per share to Revlon's
16 common shareholders represents not only the highest
17 price being offered to shareholders but is backed by
18 committed financing.

19 "Forstmann Little has committed 445
20 million of its own money and has commitments for the
21 balance of the financing required." That was true.
22 That is what we told the board. It is in the
23 record. And it is uncontroverted.

24 On Saturday night a little part of it

1 was an oral commitment. It soon became writing, and
2 there was a written commitment, and there was never
3 any question in our mind or in the boards mind that
4 it was absolutely committed financing to do this
5 entire transaction, and there is just no possible
6 fact to the contrary.

7 Second, under the merger agreement we
8 had -- they say \$6 is a floor. We couldn't get out
9 of it. There are outs as there are in every merger
10 agreement. One out, the litigation out, had already
11 been triggered by lawsuits they had brought. If we
12 wanted to get out of that agreement, we could have
13 gotten out of it. \$6 is not by any means a floor.

14 Finally, the value of the optioned
15 assets. They say -- now they admit for the first
16 time that their own values were in the 400, 500, 600
17 range, 400 to 500 range for awhile.

18 There are other values in the record,
19 too. Goldman Sachs, there is an affidavit in the
20 record from Mr. Herbat indicating that the \$25 price
21 is right in the range of Goldman Sachs' values.

22 And I repeat finally that Pantry
23 Pride when they were offering to divide the company
24 with us offered to sell us these assets for \$557

1 million. Thank you.

2 MR. STARGATT: Your Honor, bear with
3 me. I hate to do this, but I have been urged to and
4 probably should say one thing.

5 On this financing point, which I am
6 not sure is the most important point that has been
7 talked about now, but we are at odds on that, and Mr.
8 Chernow and Mr. Wachtell have told you one thing, and
9 I have told you another.

10 All I can respectfully request you
11 do is take a look at the amendment to the merger
12 agreement, which contains only a best efforts
13 undertaking. And there has been handed to me a copy,
14 of Schedule 14D-9, Amendment 8, which was telecopied,
15 and it is dated October 15, which I guess is today
16 -- I am sorry. I am looking at the wrong page. The
17 18th. Filed today. The last sentence of the first
18 full paragraph on Page 4, describing the financing, I
19 believe describing the financing -- I have looked at
20 it not carefully enough to represent that, but I am
21 told describing the financing -- ends with the phrase
22 that "the banks referred to "will use their best
23 efforts to arrange a syndicate of commercial banks to
24 provide the balance of up to \$400 million." And I am

1 told that the \$400 million, even though it is the
2 balance, has to be available before anything becomes
3 available.

4 So I really don't think that glibness
5 on this subject should succeed. I would suggest
6 there is strong evidence that the Forstmann
7 financing, which has never been put of record here,
8 while I am sure they hope they are going to get it,
9 is not now in place.

10 THE COURT: All right. Thank you for
11 the vigorous argument. I think it is only fair to
12 tell you that I don't believe that I can have a
13 decision in this case by the 21st, for whatever
14 effect that has on the parties. I have got a weekend
15 coming up, and it is just a physical --

16 MR. STARGATT: Your Honor, could you
17 give us some indication -- when this case became as
18 complicated as it did after a weekend with the new
19 offer, I think we all of us talked among ourselves as
20 to whether, having had the trouble we had mastering
21 the facts working day and night, the Court without
22 the same amount of help would be able to render its
23 decision as rapidly.

24 THE COURT: Well, I am going to try

1 to have something by the middle of next week. It is
2 now after 2:00 on Friday afternoon, and ---

3 MR. STARGATT: Without putting
4 excessive pressure on the Court, because in terms of
5 our own offer, we will make sure that events don't
6 pass us by.

7 THE COURT: If I were sitting on the
8 Supreme Court, I would take a recess and come back
9 and announce a result and give you an opinion five
10 months later. That is not to be repeated. But I
11 don't wear that hat right now. I have got to act
12 like a Chancellor and do this thing on my own with a
13 certain amount of deliberation. So I will do the
14 best I can.

15 MR. WACHTELL: Thank you very much
16 for hearing us, Your Honor

17 MR. STARGATT: Thank you, Your
18 Honor.

19 MR. GOLDMAN: Thank you, Your Honor.

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21 (Court adjourned at 2:15 p.m.)

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