

Finance for Lawyers

Filling the knowledge gap





Lawyers play a pivotal role in the financial world, yet often know little about finance. Corporate restructuring transactions such as mergers, takeovers, joint ventures, leveraged buy-ins and buy-outs almost never occur without in-depth legal advice and close involvement of lawyers. In investments, lawyers play a key role in the legal issues of establishing and structuring investment vehicles. In addition to this, they often serve as negotiators in financial deals and transactions.

If you are a professional with a legal background, **Finance for Lawyers** gives you the opportunity to fill your knowledge gap and upgrade your competencies. During this program you will learn to better understand the financial decision-making of your corporate clients, and to communicate more effectively in integrated teams of lawyers, accountants, and investment bankers. As a result of this, you will greatly contribute to your value as a legal professional

How you will benefit

- Develop a solid grounding in the basic concepts of corporate finance and investments
- Be able to ask the right questions to your clients, and to their main financial advisors - accountants and investment bankers
- Add more value to your client when negotiating with the other party, as you will be able to estimate the financial implication of specific changes in the deal
- Improve your understanding of current financial market developments and trends
- Increase your confidence and expertise in finance



	3.5 days
	€3,950
	4.6/5
	21 – 24 October 2019

Faculty

Luisa Alemany is the Director of the ESADE Entrepreneurship Institute and an Associate Professor in Finance at ESADE in Spain. Her research interests include venture capital, private equity, philanthropic venture capital and entrepreneurial education. Luisa's career began as a Financial Analyst at Procter & Gamble. She subsequently worked as a consultant for McKinsey & Co, working on valuations of companies and for telecommunication clients in Madrid, Barcelona and Lisbon. More recently, she has worked at Goldman Sachs' Investment Banking Division &, as a Senior Associate of the American private equity fund The Carlyle Group, as part of the European buyout team. Luisa holds an MBA from Stanford University and PhD in Finance from Complutense University of Madrid.

Arne Grimme (Guest Lecturer) is a Partner in Corporate/M&A at De Brauw Blackstone Westbroek in The Netherlands. He acts for listed companies, large multinationals and private equity firms and specializes in public and private M&A and private equity. His particular expertise is in public to private transactions, leveraged buy-outs and complex cross-border transactions and corporate restructurings, with a focus on the business and financing aspects.

Program Content

Time value of money

- Time value of money (TVM) and its implications in the corporate world
- Discounting and compounding
- Annuities
- Perpetuities

Financial basics

- Financial accounts
- Balance sheet, classification and ratios
- Profit and loss account, classification and ratios
- Statement of cash flow
- Working capital and capex

Valuation and cost of capital

- Valuation methods: introduction
- Discounted cash flow (DCF) valuation
- Beta and the cost of capital (WACC)

Mergers and leveraged transactions

- Key features of an M&A transaction
- Valuation in M&A
- Valuation in practice
- Private Equity and Leveraged Buyouts (LBOs)

Guest Lecturer: Klaas de Vries, Partner in Corporate/M&A at De Brauw Blackstone Westbroek

“The course provides in a short time the “tools” necessary for a lawyer to be able to understand the concepts behind valuation, financial statements, corporate finance, investment risk and due diligence. This knowledge shortens the gap between him/her and “finance people” ”

- Supervision Officer
AFM - The Netherland's Authority for the Financial Markets

Enrolling & Practical Information

Enrollment requirements

AIF considers each enrollment application carefully to ensure the quality and level of the program is maintained and that participation of candidates is beneficial to both themselves and their organizations. The general prerequisite for all AIF programs is the possession of an academic or equivalent degree, as well as proficiency in English and practical experience.

How to enroll

Enrollment for one of AIF's programs is done via an online application form to be found on AIF's website: www.aif.nl. There is no closing date for enrollment although it is advisable to enroll early, as places are limited and preparation is required for all AIF programs. General Terms & Conditions of Enrollment and Cancellation must be agreed before enrolling and are available on AIF's website.

Accommodation

AIF has special corporate rates available for participants at a number of hotels in central Amsterdam.

Certificates

An AIF certificate of attendance is awarded to all participants who successfully complete the program.

Program location

The programs are held in the center of Amsterdam, within an easy walk from Amsterdam Central Station, and within 30 minutes from Schiphol international airport.

Program fees

Program fees include tuition, all comprehensive program materials, books, and any software that is required for the program, as well as luncheons and daily refreshments. Accommodation is not included.

In-company programs

For information on how AIF can add value to your organization via a tailored in-company program, please contact AIF directly at: +31 20 520 0160.

About Amsterdam Institute of Finance

AIF is a global financial innovation and education institute headquartered in Amsterdam. Through our open enrollment programs in Amsterdam and our in-company programs throughout the world, we connect ambitious professionals with the best minds in finance and other related topics. Taking part in one of our programs is a direct investment in your personal future and the success of your organization.

This is what makes the AIF experience unique:

- We believe in responsible, sustainable and inclusive finance
- Our clients, rather than profits, come first
- AIF is an independent and not-for-profit foundation, which allows us to cherry-pick our faculty from the world's leading business schools, such as INSEAD, NYU Stern, Berkeley Haas, Cambridge Judge and others
- AIF delivers top quality programs. Our alumni give our faculty an average rating of 4.6 out of 5.0
- Enrollment in one of our programs means you become part of the AIF network, connecting you to professionals from more than 1,200 organizations in over 110 countries

AIF VISION: We believe that better-educated professionals can better their world, be it their career, their organization, their sector or the world itself.