





Mergers and Acquisitions

Do you have what it takes to succeed in M&A?

Mergers and Acquisitions is designed to provide you with an understanding of both the strategic and financial aspects of mergers and acquisitions, and covers all key aspects of the process. You will build a solid M&A basis through a combination of theory and practice in the form of case studies, group work and a negotiation exercise.

How you will benefit

- Analyze and understand the reasons for M&A
- Learn how to value a target
- Examine the effect of synergies
- Learn about financing the deal
- Explore closing and post-merger integration issues
- Gain practical experience in a an actual case study
- Participate in negotiating a deal

	4 days
	€4100
	Corporate Finance
	English
	4.6/5
	28 – 31 March 2017

Faculty

Luisa Alemany is Associate Professor, Department of Economics, Finance & Accounting at ESADE in Spain. Her 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, and as a Senior Associate of the American private equity fund The Carlyle Group, as part of the European buyout team.

Arne Grimme is a Partner in Corporate/M&A at the law firm 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. He won the Best M&A Lawyer Award in the Netherlands 2015, 2014 and 2013, nominated by the M&A Community.

Optional workshop for less experienced participants

For participants who do not already have a basic financial knowledge (needed for completing valuations), there is an optional workshop available at no extra cost. The workshop will be held in the afternoon and evening before Day 1 of the program.

“Very practical. Good balance between theory and application. Enjoyable. Good use of cases”

- Investment Associate, Strategy & Business Development
Samsung Group
Korea



This program is eligible for 24 CE credit hours as granted by CFA Institute.

EARLY ENROLLMENT DISCOUNT - Enroll more than 90 days in advance and receive a 10% discount on the program fee

ENROLL NOW
www.aif.nl

Program Content

Mergers and Acquisitions is a comprehensive, 4-day program. You will gain knowledge of M&A through case studies, group work and a negotiation exercise.

Introduction

- Introduction to mergers and acquisitions
- Strategic planning: merger motives
- Do mergers add value?
- Acquisition strategy
- The process of M&A

Business valuation

- Value creation through acquisitions
- Valuation of a private company

Financing the deal

- Payment method. Effect on performance.
- Deal structuring
- Financing strategies and leveraged buyouts

Negotiating a deal

- Takeovers and defensive tactics
- Negotiating mergers and acquisitions
- Closing of the deal: due diligence, legal documents and process
- Post-acquisition integration

“It met my expectations and gave me a good "helicopter view" on all issues that are present in M&A”

- Consultant
Ernst & Young Corporate Finance
The Netherlands

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 companies. 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 applications are available via www.aif.nl. There is no closing date for enrollment although it is advisable to enroll early as places are limited. General Terms & Conditions of enrollment are available via www.aif.nl

Program calendar

Program dates and information about all AIF programs are available at www.aif.nl or by contacting AIF directly.

Accommodation

AIF has special reduced rates available for participants at nearby hotels.

Program location

All AIF programs take place at AIF's premises in the center of Amsterdam. AIF's premises are easily accessible by public transport and car and are a 30-minute drive from Schiphol international airport and a 5-minute walk from Amsterdam's central train station.

Program fees

Program fees include all the comprehensive program materials, books, and software that are required per program, as well as daily luncheons. Accommodation is not included.

As an educational and not-for-profit foundation, AIF is exempt from charging VAT. For clients located within the Netherlands, the AIF program fee is exempt from VAT. For other EU and all non-EU clients, VAT may be due by client to the tax authority.

Certificates

An AIF certificate of attendance is awarded to all participants who successfully complete an AIF Open Enrollment or In-Company program.

About Amsterdam Institute of Finance

AIF is a global financial education and innovation institute headquartered in Amsterdam. Through our programs (open enrollment and in-company) we connect ambitious professionals with the best minds in finance. Taking part in one of our programs or events is a direct investment in your personal future. Joining the AIF alumni network means connecting with the world's leading financial experts, in addition to professionals from more than 1200 organizations. Together with them we endeavor to impact your career and shape the future of finance.

This is what makes AIF and the AIF experience unique:

- We believe in responsible and sustainable finance
- AIF is a not-for-profit foundation which allows us to independently select our faculty from the world's leading business schools (such as INSEAD, NYU Stern, Berkeley, etc.) and other institutions
- Our clients, rather than profits, come first for us
- AIF delivers top quality. 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 which connects you to professionals in more than 110 countries
- Our programs are applicable to daily practice and prepare you for the future of finance.

CONTACT US

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