



## Finance for Lawyers

Understand the financial decision-making of your client. Add more value to your client.

Rated with  
**4.6/5**

Lawyers play a pivotal role in the financial world, but often know little about finance. Finance for Lawyers aims to fill this knowledge gap by providing people with a legal background with the knowledge to better understand the financial decision-making of their corporate clients, and to communicate more effectively in integrated teams of lawyers, accountants, and investment bankers.

## How you will benefit

- ✔ Understand the key basic concepts in 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

The Finance for Lawyers program is aimed at legal professionals who want to expand their understanding of (corporate) finance and investments. This training does not assume any prior knowledge regarding finance, mathematics, or statistics.

## Faculty



**Matti Suominen** is a Professor of Finance at the Aalto University in Helsinki. From 1997 until 2006 he was in the full time faculty at INSEAD. He has taught extensively in the MBA, PhD and Executive Education Programs at INSEAD and elsewhere. Since 2006 up until 2016 Matti has continued to teach regularly in various INSEAD executive programs as a Visiting Professor or as an Adjunct Professor of Finance. In addition, he has taught finance in several other leading business schools around the world such as the Wharton School of the University of Pennsylvania, HEC (Paris), and Mannheim University. Matti holds a PhD in Financial Economics from the University of Pennsylvania.

Matti Suominen has previously worked as a Consultant at the European Corporate Finance Practice of McKinsey & Co. and as a Chief Dealer in the Options and Futures Markets in Finland. Currently he continues to be an active consultant to both financial and non-financial firms.



**Lennard Keijzer** is a partner with De Brauw Blackstone Westbroek. He specialises in M&A with a focus on private equity work (sell-side, buy-side, governance advice and management participation). In addition, Lennard is often consulted for his expertise in the field of warranty and indemnity insurance.

Lennard is a guest lecturer on M&A topics at the Maastricht Business School, Leiden University, Utrecht University and the VU Law Academy.

# Program Content

## Financial basics

- Financial accounts
- Balance sheet, classification and ratios
- Profit and loss account, classification and ratios
- Statement of Cash Flow
- Working Capital and Capex

## Time value of money

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

## 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:** Lennard Keijzer, Partner De Brauw Blackstone Westbroek

"This course should be mandatory for every M&A lawyer to fully understand what you are drafting/negotiating."

– Senior Legal Counsel  
Philips International, The Netherlands

🕒 3 days

💰 € 3,600

★★★★☆ 4.6/5

📅 Check AIF.nl for dates



CFA Society  
Netherlands

vba

This program is eligible for **18 CE credit hours** as granted by CFA Society VBA 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 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.

## 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.

**Ready to learn more? Find your program and reserve your place at [AIF.nl](https://www.aif.nl)**

## 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, Oxford, Kellogg, 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

