



Mergers and Acquisitions - Structuring the Deal

This one-day workshop provides practical, hands-on examination of the key components of M&A transactions. While theoretical concepts are presented and discussed, the emphasis is on studying practical transaction structures and their financial tax, legal and accounting implications.

Targeted Audience

This course is suggested for financial analysts/managers, bankers, strategic planning professionals, corporate finance lawyers, corporate finance accountants, financial management consultants, market regulators and professionals interested in applied M&A analysis and valuation.

Special Offer

Clients who register for this course will receive a complimentary 4-month subscription to FT.com. The Financial Times is the world's most respected financial newspaper, providing a broad assessment on finance, business and the industrial sector. The move to the electronic version follows an ongoing review of our environmental responsibilities as a global business and as part of the Pearson group. FT.com also has features that are not available in hard copy, such as: Special Reports, Alphaville, editor blogs, education sections and much more! Subscriptions will start within 6-8 weeks of the start of class and are limited to one subscription per client. (Please note: as of May 1, 2011, the electronic subscription replaces the hard-copy 3-month Financial Times subscription.)

Advance Preparation

No advance preparation required.

Prerequisites

Participants should have a solid knowledge of financial statement analysis, the basics of corporate finance, such as TVM, cash flows, and discounting, as well as Excel™.

Learning Objectives

Students will be able to:

- . Acquire practical skills in the procedures and techniques of M&A
- . Gain different M&A perspectives of buyers and sellers
- . Learn difference between asset and stock deals
- . Review basic legal agreements
- . Look at a variety of unusual transactions

Alumni Comments

"The course gave very useful insights as to what is obtainable in structuring and doing a deal."

"Practicality and depth of the course"

"Real life, not only theoretical content"

Level: Intermediate

CPE Credits: 7.0

Instructional Method: Group-Live

Detailed Outline

Session 1

Legal structures

Tax structures

Accounting

Letter of Intent

Seller paper, earn outs, hope certificates

Special cases

"Tax loss" mergers

Break-up/sum-of-the-parts/split-offs

LBOs

Roll-ups, consolidation plays

Distressed (Bankruptcy) M&A

Special Purpose Acquisition Corp. (SPAC), Blind pool

Reverse merger, backdoor IPO

For more information regarding administrative policies such as complaints and refunds, please contact our offices at 212-641-6616.