

Mergers & Acquisitions

A Workshop

Programme Content

Overview of M&A

- ▲ M & A in recent past
- ▲ Synergies behind M & As
- ▲ Value creation through M & A
- ▲ Deciding M&A Strategies for a Corporate

Valuation Techniques for M & A

- ▲ Valuation of Parent company
- ▲ Valuation of Acquirer
- ▲ Combined valuation
- ▲ DCF valuation
- ▲ Relative Valuation
- ▲ Practical difficulties in valuation
- ▲ LBO valuation
- ▲ Post Merger Challenges
- ▲ Pitch book preparation
- ▲ SWOT analysis
- ▲ Case study
- ▲ Growth drivers
- ▲ Sectors
- ▲ Role of research
- ▲ Constraints

M & A Process

- ▲ Identification of prospects
- ▲ Role of Information
- ▲ Financing the transaction – Evaluation of financing alternatives available
- ▲ Structuring the transaction
- ▲ Role of Investment Banker
- ▲ Information Memorandum
- ▲ Due Diligence



Who should Attend?

This programme is ideal for

- ▲ CFOs
- ▲ Business Heads
- ▲ Fund Manager
- ▲ Research Analysts
- ▲ Investment Bankers

Programme Details

The programme includes:

- ▲ Two day workshop
- ▲ Detailed course material
- ▲ Networking opportunities throughout the workshop
- ▲ Lunch and refreshments

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