

# € TRAINING

Mergers and Acquisitions



14 - 25 October 2024  
Tbilisi (Georgia)



# Mergers and Acquisitions

REF: F1537 DATE: 14 - 25 October 2024 Venue: Tbilisi (Georgia) - Fee: 9915 Euro

## Introduction:

This training program delves into advanced strategies and contemporary approaches in mergers and acquisitions M&A, enabling professionals to stay ahead in a dynamic environment. It empowers participants to implement effective M&A practices and drive organizational growth.

## Program Objectives:

By the end of this program, participants will be able to:

- Understand the key concepts and processes involved in mergers and acquisitions.
- Conduct thorough due diligence and valuation analysis.
- Navigate the legal and regulatory frameworks in M&A transactions.
- Develop and implement integration strategies post-acquisition.
- Manage the risks and challenges associated with M&A activities.

## Targeted Audience:

- Corporate Executives.
- Financial Professionals.
- Investment Bankers.
- Legal Advisors.
- Strategic Consultants.

## Program Outline:

### Unit 1:

#### Introduction to Mergers and Acquisitions:

- Overview of mergers and acquisitions.
- Types of M&A transactions mergers, acquisitions, joint ventures.
- Strategic rationale for M&A growth, diversification, synergies.

- Key players and stakeholders in M&A.
- Historical trends and the current M&A landscape.

## Unit 2:

### Valuation Techniques in M&A:

- Fundamental approaches to valuation DCF, comparable companies, precedent transactions.
- Identifying synergies and their impact on valuation.
- Analyzing target company financials and business models.
- Valuing intangible assets in M&A deals.
- Practical applications of valuation techniques.

## Unit 3:

### Due Diligence in M&A Transactions:

- Importance and scope of due diligence in M&A.
- Financial, legal, operational, and environmental due diligence.
- Identifying and mitigating potential risks.
- Best practices for conducting comprehensive due diligence.
- Tools and technologies used in the due diligence process.

## Unit 4:

### Legal and Regulatory Considerations:

- Overview of legal frameworks governing M&A transactions.
- Key regulatory bodies and their roles.
- Antitrust and competition law in M&A.
- Cross-border M&A and international legal considerations.
- Managing compliance risks in M&A.

## Unit 5:

## Deal Structuring and Negotiation:

- Common deal structures asset purchase, stock purchase, mergers.
- Negotiating key terms in M&A agreements purchase price, representations, warranties.
- Earnouts, contingent payments, and other structuring considerations.
- Addressing employee and stakeholder concerns during negotiations.
- Tactics for successful deal closure.

## Unit 6:

### Financing M&A Transactions:

- Sources of financing for M&A deals debt, equity, mezzanine financing.
- Leveraged buyouts LBOs and their role in M&A.
- Assessing the impact of financing on deal structure and outcomes.
- Syndicating loans and working with financial institutions.
- Understanding the impact of financial leverage on company performance post-acquisition.

## Unit 7:

### Integration Strategies Post-Merger:

- Developing and executing integration plans.
- Aligning cultures and managing change in merged entities.
- Operational integration: systems, processes, and people.
- Retaining talent and managing redundancies.
- Measuring and achieving integration success.

## Unit 8:

### Risk Management in M&A:

- Identifying and assessing risks in M&A transactions.
- Strategic, financial, and operational risks.
- Mitigating risks through warranties, indemnities, and covenants.

- Contingency planning and crisis management in M&A.
- Case studies on risk management in successful and failed M&A deals.

## Unit 9:

### Cross-Border M&A:

- Unique challenges in cross-border transactions.
- Managing cultural differences in international M&A.
- Navigating tax and regulatory complexities in different jurisdictions.
- Currency risk management and its impact on cross-border deals.
- Examples of successful cross-border mergers and acquisitions.

## Unit 10:

### Emerging Trends and Future Outlook:

- Impact of technology on M&A activities.
- The rise of private equity and venture capital in M&A.
- Environmental, social, and governance ESG considerations in M&A.
- The role of M&A in corporate restructuring and innovation.
- Predictions for the future of mergers and acquisitions.