

# € TRAINING

Mergers and Acquisitions Strategies and Due  
Diligence Process



22 - 26 July 2024  
Kuala Lumpur (Malaysia)



# Mergers and Acquisitions Strategies and Due Diligence Process

REF: F945 DATE: 22 - 26 July 2024 Venue: Kuala Lumpur (Malaysia) - Fee: 5300 Euro

## Introduction:

This training program provides an in-depth exploration of mergers and acquisitions M&A strategies and the due diligence process. Through it, participants will learn how to develop effective M&A strategies, assess potential targets, and manage the due diligence process to ensure successful outcomes.

## Program Objectives:

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

- Develop and implement effective M&A strategies aligned with organizational goals.
- Conduct thorough due diligence to assess the viability and risks of potential acquisitions.
- Evaluate financial, operational, and strategic factors in M&A transactions.
- Manage the integration process post-acquisition to maximize value.
- Identify and address common challenges and pitfalls in M&A deals.

## Targeted Audience:

- Corporate executives and senior managers.
- M&A advisors and consultants.
- Financial analysts and accountants.
- Legal and compliance professionals.
- Business development and strategy professionals.

## Program Outline:

### Unit 1:

#### Understanding Mergers and Acquisitions:

- Overview of M&A: Definitions, types, and strategic objectives.
- The M&A lifecycle: From initial strategy to post-acquisition integration.
- Key drivers and benefits of mergers and acquisitions.

- M&A trends and market dynamics.

## Unit 2:

### Developing M&A Strategies:

- Strategic planning for M&A: Aligning with organizational goals.
- Identifying and evaluating potential targets.
- Strategic fit analysis: Market position, competitive advantage, and growth potential.
- Valuation methods and approaches for target companies.
- Negotiation tactics and deal structuring.

## Unit 3:

### Due Diligence Process:

- Objectives and scope of due diligence.
- Financial due diligence: Analyzing financial statements, projections, and valuations.
- Operational due diligence: Assessing operational efficiencies, systems, and management.
- Legal and compliance due diligence: Reviewing contracts, legal risks, and regulatory issues.
- Integrating findings into deal decision-making.

## Unit 4:

### Managing the Integration Process:

- Post-acquisition integration planning and execution.
- Integration strategy: Aligning cultures, systems, and processes.
- Managing change and addressing integration challenges.
- Measuring and monitoring integration success.
- Best practices for achieving synergy and maximizing value.

## Unit 5:

### Common Challenges and Pitfalls in M&A:



- Identifying and mitigating risks and challenges in M&A transactions.
- Managing stakeholder expectations and communications.
- Lessons learned from M&A failures and how to avoid common pitfalls.
- Legal and regulatory considerations in M&A deals.
- Future trends and evolving practices in M&A.