Riverstone
Corporate Training

Build your Finance Foundation for accelerated Career Growth

Mergers &Acquisitions Masterclass

1 – 3 March 2023
Singapore

Need more information?

Please call us on +65 9730 4250 or email ***info@riverstonetraining.com.sg***

Mergers & Acquisition Masterclass

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The objective of this program is to provide knowledge, and detailed understanding of managing the Mergers & Acquisitions transactions followed in the industry. This course will help participants to improve their knowledge and develop their professional skills required in the M&A career or dealing with M&A transaction in their companies.

Overview

The Course curriculum includes a detailed understanding of the M&A process, identification, analysis of investment, modeling, due diligence, structuring, negotiation and post-integration processes from the seller as well as buyer perspectives. Upon completion of this course, participants will have a clear understanding of the critical processes, challenges and issues faced in the industry as well as be able to differentiate between various transaction structures, their implications and provide an explanation on how to analyze and negotiate and close the M&A transactions.A case study discussion included in this program detailing the complete process of M&A investments which will provide participants with more significant and valuable knowledge that will be useful in their business and profession.

Who should attend

All individuals who want to improve their knowledge and further develop their professional skills in the private equity space

- Professionals who are seeking a career in M&A
- CEOs, head of business units, departments and decision-making personnel - who want to deal or currently dealing with private equity firms
- Middle to senior managers from any industry
- Analysts/ investment bankers/ professionals planning to do M&A
- Candidates who wish to set up M&A business

Methodology

The non-theoretical methodology which includes interactive discussions, case studies, interactive games and assignments to understand the concepts and their applicability in the current economic and financial environment.

Trainer

All our trainers are carefully chosen by us and possess a rich and vast experience in the financial sector. This course is conducted by an experienced training consultant having more than 17 years of industry experience with some of the world's leading business institutions, specializing in corporate finance, investment banking, and private equity.

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Course Content

Module – 1

Introduction

- Introduction and constituents
- M&A Vs Strategic Alliance
- Summary of M&A processes

Module – 2

Various Types of M&A and Reason

- Why do companies M&A?
- Strategic and Tactical Reasons
- Various Types of M&A
- Pitfalls and advantages for these decisions

Module – 3

Success Factor and Parties involved in M&A Transactions

- Key Parties Involved
- Pre-requisites to an M&A
- Critical Success Factors and pitfalls to avoid

Module – 4

Key Process involved in M&A

- Steps by Step Approach in M&A
- Importance of process and time
- How to identify the target and right buyer

Module – 5

How to create a comprehensive model and analysis for M&A Transactions

- Build and Critical combined statements
- How to integrate the data of two companies and calculate synergies
- Financial Analysis and Effects of M&A
- Calculation of Purchase Price Consideration and Goodwill
- Shareholding and its impact due to dilution of shares

Module – 6

Calculation and Analysis of EPS Accretion/Dilution

- Detailed EPS calculations, including the pitfalls to avoid
- Accretion/Dilution calculation and analysis
- Exchange ratio calculation

Module – 7

Valuation Model applied in M&A Transaction Valuation

- Various Valuation Methods and adjustment of various premiums and discounts
- Discounted Cash Flow Adjusting for Synergies
- Types of Sensitivity Analysis in the M&A valuation

Module – 8

Managing Comparable Companies Analysis

- Process of valuation based on comparative multiples - Compilation, adjustments, and rationalization
- Characteristics of Multiples
- Key issues and pitfalls
- Application of control or leadership premium, synergies, cash flows, illiquidity and minority discounts, etc

Module - 9

How to analyze the company using Precedent Transactions Method

- Key Challenges applying Precedent Transaction Method
- Precedent Transactions Analysisvs Trading Comps
- Pros and Cons
- Process/Steps of valuation based
- Critical adjustments in the compilation and analyzing precedent transactions

Module – 10

How to identify and analyze the Synergies in M&A

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- Various types and their impact
- Cost Synergies
- Revenue Synergies
- Critical Success Factors and pitfalls to avoid

Module – 11

Due Diligence

- Why do Due Diligence?
- Various types of Due-diligence
- How to prepare a company for due diligence
- Creating a due diligence plan in line with the rationale
- Balancing the role of internal and external service providers
- How to resolve post due to diligence observations

Module – 12

Deal Structuring and Negotiation and Closure

- Keys terms and their impact on M&A business-
- How to negotiate effective terms sheets
- Key points to focus while negotiating SPA/SHA
- Key Structure used in M&A Transactions

Module – 13

Post-Merger Integration

- Why do M&A deals fail?
- Risks and its mitigation in M&A
- Key issues like Attrition, KMPs Retention Mechanism etc
- Financial Implications of Firing KMPs
- Management of hierarchal differences and cultural differences

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DELEGATES' REGISTRATION FORM

Course Fees

(Fees per participant)	**Single**	**Group****
Normal fees	SGD 2,699	SGD 2,599
Early bird price*	SGD 2,499	SGD 2,399

**Payment 30 days before commencement of course*
***Minimum of 3 participants*

The course fee includes
- Three days of dedicated expert training
- Lunch and refreshments
- Copies of important course material

Venue Details

- All our training sessions are held in suitable locations, assuring a high level of comfort and a conducive learning environment.
- Due to variation in number of participants, final venue details will be mailed 14 days before the course commences.
- Registration : 8:30 am
- Session timings: 9:00 am to 5:00 pm
- **Disclaimer:** Riverstone Training reserves the right to change the venue or postpone the course due to unforeseen circumstances.

Company Information

Company Name : _____
_____
Address : _____
_____
_____
_____
Contact person : _____
Designation : _____
Email : _____
Phone : _____

Delegate Information

Name (1) : _____
Designation : _____
Email : _____
Phone : _____

Name (2) : _____
Designation : _____
Email : _____
Phone : _____

Payment Terms

- Full payment is required for seat confirmation.
- Make a crossed cheque or bank draft payable to **Riverstone Training Pte Ltd.**
- Mail your payment with this registration form to **Level 20, Tower 2, One Raffles Place, Singapore 048616.**
- Alternatively, you can do a bank transfer to OCBC Bank account no **686679846001**(Bank no: 7339; Branchno:686**;** Swiftcode:OCBCSGSG).

Cancellation Policy

- If you are unable to attend, a replacement delegate is always welcome.
- Any cancellation must be made in writing to Riverstone Training atleast 14 days before the event date. A full refund, less an administration fee of SGD 150, will be given.
- For written cancellations received less than 14 days before the event date, no refunds will be given. However, you will receive a 100% credit voucher that can be applied towards any of our subsequent training courses within six months of the initial registration.

Need in-house training on the same topic?

For in-house training on the same course or customized course, please contact us through
Email : register@riverstonetraining.com.sg
or
Phone : +65 9730 4250