

5-day Interactive Training Course

# Mergers and Acquisitions

Strategic Planning for M&A Success

21 Oct - 25 Oct 2024	Dubai - UAE	US\$ 4,950
23 Dec - 27 Dec 2024	London - UK	US\$ 5,950
17 Feb - 21 Feb 2025	Dubai - UAE	US\$ 4,950
19 May - 23 May 2025	Dubai - UAE	US\$ 4,950
20 Oct - 24 Oct 2025	Dubai - UAE	US\$ 4,950
22 Dec - 26 Dec 2025	London - UK	US\$ 5,950



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## About the Course

This 5-day Mergers and Acquisitions training course is designed to equip delegates with the essential knowledge and skills to navigate the complex landscape of corporate transactions. Its activities are pivotal in reshaping industries, driving growth strategies, and creating shareholder value. It is tailored to provide a comprehensive understanding of the strategic, financial, and operational aspects of mergers, acquisitions, and other forms of corporate restructuring. It addresses contemporary challenges and opportunities in M&A, including cross-border transactions, regulatory frameworks, and integration strategies. By exploring case studies and real-world examples, delegates will learn from industry best practices and gain insights into the nuances of negotiating and closing deals. Also, it focuses on the importance of cultural alignment, stakeholder management, and post-merger integration to maximise synergies and mitigate risks associated with corporate integration.

Delegates will explore the intricacies of M&A, from strategic planning and deal sourcing to integration and post-merger management. It emphasizes practical insights and actionable strategies crucial for successfully executing M&A transactions. They will gain proficiency in assessing target companies, conducting rigorous due diligence, structuring deals effectively, and navigating regulatory complexities. Delegates will possess a solid foundation in M&A fundamentals and be equipped with advanced techniques and frameworks to handle complex transaction scenarios. It offers a valuable opportunity to enhance delegates' expertise and contribute effectively to their organisation's growth and strategic objectives.

## Core Objectives

By the end of the training course, delegates will be able to:

- Gain a deep understanding of the fundamental concepts, principles, and strategic frameworks essential for successful M&A transactions
- Develop proficiency in conducting comprehensive assessments of target companies
- Learn effective strategies and techniques for structuring M&A deals to optimise value creation, manage risks, and align with organisational objectives
- Understand the regulatory landscape governing M&A transactions globally and locally, and learn how to navigate

legal complexities to ensure compliance and mitigate legal risks

- Acquire strategies and best practices for planning and executing post-merger integration to achieve operational efficiencies, realise synergies, and minimise disruptions
- Develop skills in managing and communicating with key stakeholders throughout the M&A lifecycle, including employees, shareholders, regulators, and the broader market
- Foster a culture of continuous improvement by evaluating M&A outcomes, learning from experiences, and applying insights to refine future M&A strategies and executions

## Training Approach

This training course combines interactive lectures, case studies, and simulation exercises to immerse delegates in real-world M&A scenarios. Delegates will engage in dynamic discussions and analyses to emphasize practical application and peer-to-peer learning, deepening their understanding and application of M&A concepts and strategies.

## The Attendees

This training course suits a diverse group of professionals and ensures a comprehensive exploration of M&A processes, perspectives, and challenges. It fosters collaboration and knowledge exchange across various sectors and industries.

**It will be valuable to the professionals but not limited to the following:**

- Board Members and Directors
- Corporate Development Executives
- Investment Bankers
- Legal Advisors
- Financial Analysts
- Business Owners and Entrepreneurs
- Consultants
- Risk Managers
- Accountants and Auditors
- Private Equity and Venture Capital Professionals

# DAILY DISCUSSION

## DAY ONE

### STRATEGIC PLANNING AND DEAL SOURCING

- Defining Strategic Objectives in M&A
- Identifying Potential Targets: Screening and Selection Criteria
- Market Analysis and Competitive Landscape
- Valuation Methods and Techniques
- Financial Modeling for M&A
- Due Diligence: Process and Importance
- Deal Structuring: Key Considerations
- Negotiation Tactics and Strategies
- Understanding Regulatory and Antitrust Issues
- Cross-Border M&A: Challenges and Opportunities

## DAY TWO

### DUE DILIGENCE AND VALUATION

- Financial Due Diligence: Key Areas of Focus
- Legal Due Diligence: Identifying Risks and Liabilities
- Operational Due Diligence: Assessing Business Operations
- Tax Due Diligence: Implications and Strategies
- Cultural Due Diligence: Evaluating Organisational Fit
- Synergy Identification and Realisation
- Risk Assessment and Mitigation Strategies
- Discounted Cash Flow (DCF) Analysis
- Comparable Company Analysis (Comps)
- Precedent Transactions Analysis

## DAY THREE

### DEAL STRUCTURING AND FINANCING

- Structuring the Deal: Asset vs Share Purchase
- Financing Options for M&A
- Leveraged Buyouts (LBOs): Concepts and Applications
- Debt and Equity Financing Strategies
- Understanding and Negotiating Terms Sheets
- Earnouts and Contingent Payments
- Employee and Executive Compensation in M&A
- Shareholder Agreements and Voting Rights
- Anti-Dilution Provisions and Clawback Clauses
- Closing the Deal: Documentation and Compliance

## DAY FOUR

### INTEGRATION PLANNING AND EXECUTION

- Integration Strategy: Developing a Plan
- Leadership and Governance During Integration
- Communication Planning for Stakeholders
- Retaining Key Talent Post-Merger
- IT Systems Integration
- Harmonising Organisational Cultures
- Aligning Business Processes and Operations
- Financial Integration and Reporting
- Managing Legal and Compliance Integration
- Monitoring and Measuring Integration Success

## DAY FIVE

### POST-MERGER MANAGEMENT AND EVALUATION

- Transition Management: Ensuring Smooth Operations
- Tracking and Realising Synergies
- Change Management: Supporting Employees Through Transition
- Performance Metrics and KPIs for Post-Merger Success
- Identifying and Addressing Integration Issues
- Maintaining Customer and Supplier Relationships
- Regulatory Compliance and Reporting Post-Merger
- Post-Merger Audit and Review



## THE CERTIFICATE

**XCalibre Training Centre Certificate of Completion** will be provided to delegates who attended and completed the training course.