



International Training  
Center Paris

# TRAINING SCHEDULE

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# MERGERS AND ACQUISITIONS (M&A) ANALYSIS

## Overview:

Mergers and Acquisitions (M&A) Analysis training is designed to provide professionals with a comprehensive understanding of the M&A process and the analytical skills needed to execute successful M&A transactions. The training covers key topics such as strategic rationale, valuation, due diligence, deal structuring, and post-merger integration.

### Objectives:

- Understand the strategic rationale behind M&A transactions and the different types of M&A deals
- Learn how to conduct a thorough analysis of target companies, including financial analysis and due diligence
- Develop skills in valuation techniques, including discounted cash flow analysis, comparable company analysis, and precedent transactions analysis
- Understand how to structure M&A deals to optimize value and mitigate risks
- Learn how to manage the post-merger integration process and realize the synergies of the deal

Overall, this M&A Analysis training program is suitable for investment bankers, corporate finance professionals, and anyone involved in M&A transactions. The program provides a comprehensive understanding of the M&A process, including valuation techniques, financial analysis, due diligence, and deal structuring. Participants will learn how to analyze and evaluate potential M&A deals, conduct effective due diligence, and structure successful deals. The program is highly interactive, with case studies and exercises to help participants apply their learning in real-world situations.

# Targeted Groups:

- M&A professionals
- Investment bankers
- Financial analysts focused on M&A
- Corporate development managers
- Professionals involved in deal analysis

# Planning:

## Day 1: Introduction to M&A

- Overview of M&A transactions and their strategic rationale
- Types of M&A deals (e.g. horizontal, vertical, conglomerate)
- Legal and regulatory aspects of M&A transactions

## Day 2: Financial Analysis and Due Diligence

- Financial statement analysis and forecasting
- Due diligence process and its components
- Commercial due diligence and market analysis

## Day 3: Valuation Techniques

- Discounted cash flow analysis
- Comparable company analysis
- Precedent transactions analysis
- Valuation multiples

## Day 4: Deal Structuring

- Types of consideration and payment methods
- Purchase price adjustments and earnouts
- Deal financing and capital structure considerations

## Day 5: Post-Merger Integration

- Integration planning and implementation
- Cultural and organizational challenges of integration
- Value creation through M&A