

Masterclass: Excellence in Mergers & Acquisitions

IBF Programme Code:
TGS-2022601473

REGISTER TODAY!



15, 17, 19,
23 & 24 May 2023
2:00pm to 6:00pm UTC+8 (Daily)

**100%
ONLINE**

Live instructor-led
course via Zoom

**UP TO
30% - 70%***

IBF- FTS
Enhanced Funding
Support

(*Subject to eligibility)

16.5 CPD & PL Hours

(Each participant will get an E-Certificate upon
completion)

Don't Miss the M&A
Negotiation Game!



COURSE DIRECTOR

**Arvind P. Mathur,
CFA, FRM**

COURSE FEE

CFA Society Singapore member:
S\$1,780*

Non member:
S\$1,980*

(*Price subject to 8% GST)

Group discount available.
Contact us to find out more!

COURSE OVERVIEW

The course will benefit: acquirers, target companies, private equity funds, banks, regulators and hedge funds. Participants will learn to use key M&A tools & acquire the skills to navigate the M&A life-cycle successfully in Asia.

Participants will learn the rationale of M&A, how synergies are identified and computed, the key success factors in M&A, excellence in integration, handle valuation dilemmas and acquisition financing methods. The sale process will be explained, including controlled auctions, and the critical subject on how a seller can maximize the sale value and alternatively how targets can repel unwanted M&A attacks. Deal structuring will make clear the complex role of puts and calls in staged acquisitions.

Advanced techniques of Leveraged Buyouts, how buyouts and SPACs are originated and are executed, the strategies of some of the leading private equity buyout funds like KKR and Carlyle, and the role of the major investment banks like Goldman Sachs will be covered. Deal regulatory processes and due diligence techniques will also be explained.

Innovative Ideas and techniques will be illustrated by discussing case studies drawn from Asia, emerging markets and the advanced countries



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The Masterclass includes a unique M&A Negotiation Game in which the participants will negotiate a challenging M&A transaction.

— “ —
The speaker is well experienced in the industry and enjoyed the discussions made.

Bernice, Duxton Asset
Management

— ” —

— “ —

Trainer is patient and facilitates discussion, which is more important than course content

Edmund, Singapore Exchange

— ” —

LEARNING OUTCOMES

WHO SHOULD ATTEND?

- CEOs, CFOs, corporate treasurers and board members of companies
 - Investment bankers
 - Commercial bankers aiming to enhance competencies in M&A and acquisition financing
 - Private Equity players including sovereign wealth funds wishing to understand buyouts
 - Those aspiring to join private equity funds or Investment banking
 - Consultants and advisory firms
 - Private bankers, wealth managers and securities analysts
 - Corporate Leaders and Managers
 - Lawyers wishing to understand the financial logic of M&A and buyouts
 - Government regulators: ministries of finance, central bank & stock market regulators
 - Risk managers
 - Structured finance professionals
 - CFA Charterholders, Chartered Accountants, MBAs
- Enhance M&A skill sets for a successful career as its importance as a strategic tool is rising
 - Gain the ability to creatively and innovatively cope with the challenges confronting M&A
 - Learn how to quantify and capture synergies
 - Learn how targets can repel unwanted attacks
 - Learn creative ways of financing acquisitions
 - Grasp the dynamics of buyouts, SPACs, deal structuring, how buyout funds operate & the application of puts and calls
 - Understand the regulatory issues of M&A & the differences in M&A of listed & unlisted companies, including startups
 - Understand how to bridge valuation gaps

COURSE OUTLINE

M&A Rationale

- Types
- Synergies: Identification and Computation
- Key Success Factors in M&A
- Integration Process: Best Practices

M&A: Bridging the Valuation Gap

- Earnouts
- Contingent value rights

Acquisition Financing

- Bridge Loans, Term Loans
- SPACs, Cash Shell
- Financing Terms
- Case Studies

The Sale Processes

- Negotiated Sale
- Controlled Auction – Advantages
- The Tender Process
- How value is maximized

M&A Deal Structuring

- Asset Purchase or Share Acquisition
- Form of Consideration: Cash or Shares or Securities
- Put & Call Agreements in M&A
- Triangular & Reverse Triangular Mergers
- Deal Protection, Lock-ups, Debt Push Down
- Carve-out & Demergers

Tactics

- Attack and Defense in M&A
- Hedge Fund Activism
- Case Studies

Leveraged Buyouts

- Rationale and Financing Structures
- Mezzanine Capital
- Strategies of KKR, Blackstone
- Carlyle, Bain Capital

PE* in M&A and Buyouts

- How PE plays the M&A game
- Sovereign Wealth Funds in M&A and case studies

Playing by the Rules of M&A

- Regulatory Frameworks
- Takeover Codes
- FDI Regulations

M&A Due Diligence

- Purpose and Methods
- Results of Due Diligence
- Strategic Due Diligence
- Financial & Other Due Diligence

Key M&A Negotiation Points

M&A Negotiation Game

FEATURED COURSE DIRECTOR



Arvind P. Mathur, CFA, CFA Institute, USA, FRM, has held a variety of positions, including Head of Capital Markets at the Asian Development Bank, Vice President, Citibank and Senior Adviser, Citi. He was the President of the Indian Private Equity & Venture Capital Association reporting to the CEO of KKR in India and to an Executive Committee including leading private equity and venture capital fund managers such as Carlyle & the Canada Pension Plan. He was the Chairman of Private Equity Pro Partners.

Arvind has advised a start-up woman entrepreneur under a Goldman Sachs startup programme. He has structured, and invested in over 30 private equity funds, including venture capital funds. He has worked on funds with LPs such as CalPERS, La Caisse de Depot et Placement du Quebec, the Prudential Insurance Company of America and other large institutional investors. He delivered a lecture on Asian buyouts at the Harvard Business School.

He has promoted the theme of corporate governance in many funds, particularly those involving CalPERS. Arvind played a key role in the creation, structuring and placement of a nearly \$1 billion Infrastructure Fund. Arvind has been on the investment committees of funds. He has attended executive management courses of the Columbia School of Business and that of Cornell University besides an investment management workshop at the Harvard Business School.

IBF-FTS Enhanced Funding Support

This programme is approved for listing on the Financial Training Scheme (FTS) Programme Directory and is eligible for FTS claims subject to all eligibility criteria being met. Please note that in no way does this represent an endorsement of the quality of the training provider and programme. Participants are advised to assess the suitability of the programme and its relevance to participants' business activities or job roles.

This scheme is only eligible for only company-sponsored (Financial Institutions and eligible FinTech Firms) participants who are Singapore Citizens or Singapore Permanent Residents, physically based in Singapore and who have successfully completed the FTS programme.

For IBF recognised courses commencing on 1 January 2023, the subsidies will cover up to 30% funding support of direct training cost. However, Singapore Citizens aged 40 years old and above will be eligible for 70% funding support, subject to a cap of S\$500 per candidate per programme subject to all eligibility criteria being met.

Please refer to www.ibf.org.sg for more information.

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