

# Finance for Lawyers

## Filling the knowledge gap

Lawyers play a pivotal role in the financial world, yet often know little about finance. Corporate restructuring transactions such as mergers, takeovers, joint ventures, leveraged buy-ins and buy-outs almost never occur without in-depth legal advice and close involvement of lawyers. In investments, lawyers play a key role in the legal issues of establishing and structuring investment vehicles. In addition to this, they often serve as negotiators in financial deals and transactions.

If you are a professional with a legal background, **Finance for Lawyers** gives you the opportunity to fill your knowledge gap and upgrade your competencies. During this program you will learn to better understand the financial decision-making of your corporate clients, and to communicate more effectively in integrated teams of lawyers, accountants, and investment bankers. As a result of this, you will greatly contribute to your value as a legal professional

### How you will benefit

- Develop a solid grounding in the basic concepts of corporate finance and investments
- Be able to ask the right questions to your clients, and to their main financial advisors - accountants and investment bankers
- Add more value to your client when negotiating with the other party, as you will be able to estimate the financial implication of specific changes in the deal
- Improve your understanding of current financial market developments and trends
- Increase your confidence and expertise in finance

	3.5 days*
	€3950
	Basics of Finance
	English
	4.7/5
	3 – 6 October 2016

\* Day 1 is from 17:00 – 21:00. All other days are from 09:00 – 17:00

### Faculty

**Luisa Alemany** is Associate Professor, Department of Economics, Finance & Accounting at ESADE in Spain. Her main areas of interest are Valuation, Venture Capital & Private Equity, & Corporate Finance. She is director of the ESADE Entrepreneurship Institute, & co-director of the Business Angels Academy program. Her career began as a Financial Analyst at Procter & Gamble. She subsequently worked as a consultant for McKinsey & Co, working on valuations of companies & for telecommunication clients in Madrid, Barcelona & Lisbon. More recently, she has worked at Goldman Sachs' Investment Banking Division, and as a Senior Associate of the American private equity fund The Carlyle Group, as part of the European buyout team.

**Arne Grimme (Guest Lecturer)** is a Partner in Corporate/M&A at the law firm De Brauw Blackstone Westbroek in the Netherlands. He acts for listed companies, large multinationals and private equity firms and specializes in public and private M&A and private equity. His particular expertise is in public to private transactions, leveraged buy-outs and complex cross-border transactions and corporate restructurings, with a focus on the business and financing aspects. Arne has won the Best M&A Lawyer Award in the Netherlands in 2015, 2014 and 2013.

**EARLY ENROLLMENT DISCOUNT** - Enroll more than 90 days in advance and receive a 10% discount on the program fee

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[www.aif.nl](http://www.aif.nl)

## Program Content

Finance for Lawyers will focus on the theoretical basics as well as on the practical implementation of the analytical tools through a number of smaller cases. Also, a significant part of the available time will be used to illuminate the exact meaning of the relevant professional language and terminology. The following main topics will be covered throughout the program, and the program will conclude with a negotiation exercise in a real deal setting.

Subject	Content
TIME VALUE OF MONEY	<ul style="list-style-type: none"> <li>• Time value of money (TVM) and its implications in the corporate world</li> <li>• Discounting and compounding</li> <li>• Annuities</li> <li>• Perpetuities</li> </ul>
FINANCIAL BASICS	<ul style="list-style-type: none"> <li>• Financial Accounts</li> <li>• Balance Sheet, classification and ratios</li> <li>• Profit and Loss Account, classification and ratios</li> <li>• Statement of Cash Flow</li> <li>• Working Capital and Capex</li> </ul>
VALUATION AND COST OF CAPITAL	<ul style="list-style-type: none"> <li>• Valuation methods: introduction</li> <li>• Discounted Cash Flow (DCF) valuation</li> <li>• Beta and the Cost of Capital (WACC)</li> </ul>
MERGERS AND LEVERAGED TRANSACTIONS	<ul style="list-style-type: none"> <li>• Key features of an M&amp;A transaction</li> <li>• Valuation in M&amp;A</li> <li>• Valuation in practice</li> <li>• Private Equity and Leveraged Buyouts (LBOs)</li> </ul> <p>Guest Lecturer: Arne Grimme, Partner in Corporate/M&amp;A at De Brauw Blackstone Westbroek</p>

“The course provides in a short time the “tools” necessary for a lawyer to be able to understand the concepts behind valuation, financial statements, corporate finance, investment risk and due diligence. This knowledge shortens the gap between him/her and “finance people””

- Supervision Officer  
AFM - The Netherland's Authority for the Financial Markets

## Enrolling & Practical Information

### Enrollment requirements

AIF considers each enrollment application carefully to ensure the quality and level of the program is maintained and that participation of candidates is beneficial to both themselves and their companies. The general prerequisite for all AIF programs is the possession of an academic or equivalent degree, as well as proficiency in English and practical experience.

### How to enroll

Enrollment applications are available via [www.aif.nl](http://www.aif.nl). There is no closing date for enrollment although it is advisable to enroll early as places are limited. General Terms & Conditions of enrollment are available via [www.aif.nl](http://www.aif.nl)

### Program calendar

Program dates and information about all AIF programs are available at [www.aif.nl](http://www.aif.nl) or by contacting AIF directly.

### Accommodation

AIF has special reduced rates available for participants at nearby hotels.

### Program location

All AIF programs take place at AIF's premises in the center of Amsterdam. AIF's premises are easily accessible by public transport and car and are a 30-minute drive from Schiphol international airport and a 5-minute walk from Amsterdam's central train station.

### Program fees

Program fees include all the comprehensive program materials, books, and software that are required per program, as well as daily luncheons. Accommodation is not included.

As an educational and not-for-profit foundation, AIF is exempt from charging VAT. For clients located within the Netherlands, the AIF program fee is exempt from VAT. For other EU and all non-EU clients, VAT may be due by client to the tax authority.

### Certificates

An AIF certificate of attendance is awarded to all participants who successfully complete an AIF Open Enrollment or In-Company program.

## About Amsterdam Institute of Finance

AIF is a global financial education and innovation institute headquartered in Amsterdam. Through our programs (open enrollment and in-company) we connect ambitious professionals with the best minds in finance. Taking part in one of our programs or events is a direct investment in your personal future. Joining the AIF alumni network means connecting with the world's leading financial experts, in addition to professionals from more than 1200 organizations. Together with them we endeavor to impact your career and shape the future of finance.

This is what makes AIF and the AIF experience unique:

- We believe in responsible and sustainable finance
- AIF is a not-for-profit foundation which allows us to independently select our faculty from the world's leading business schools (such as INSEAD, NYU Stern, Berkeley, etc.) and other institutions
- Our clients, rather than profits, come first for us
- AIF delivers top quality. Our alumni give our faculty an average rating of 4.6 out of 5.0
- Enrollment in one of our programs means you become part of the AIF network which connects you to professionals in more than 110 countries
- Our programs are applicable to daily practice and prepare you for the future of finance.

## CONTACT US

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