



Acquisition Finance – Structuring the Deal

Create value in your next deal

Overview

The Acquisition Finance program introduces participants to the theory and practice of finance in mergers and acquisitions (M&A). The program provides the necessary tools to understand and apply the financial side of structuring the deal. Typical topics include capital structure and financing choices, appropriate valuation methods, debt capacity, leveraged buyouts and corporate restructurings, value creation in mergers and acquisitions, and deal design. Case studies and discussion include both European and US examples.



How you will benefit

- ✔ Understand shareholder wealth maximization as an objective framework in finance
- ✔ Understand the tradeoffs between forms of payment and equity and debt financing
- ✔ Recognize and exploit unused debt capacity
- ✔ Better understand how to complete deals in difficult markets
- ✔ Understand the major differences and challenges between public and private deals
- ✔ Understand the major differences between large corporations and SMEs
- ✔ Understand the role of liquidity discounts and control premia
- ✔ Examine the types of debt and equity best suited to the acquirer's and target's objectives
- ✔ Strengthen bargaining and deal design in acquisition finance and merger advisory work
- ✔ Explore cash flow and balance sheet models for valuing and structuring a deal
- ✔ Understand the role of collars, toeholds, earn-outs and termination fees
- ✔ Gain the expertise to enter the financing process with confidence and skill

Faculty

Frederik P. Schlingemann is a professor of finance at the Katz Graduate School of Business at the University of Pittsburgh. He served as the Finance Area Director (Chair) from 2009 to 2012 and held the Barry J. Epstein Faculty Fellowship from 2010 to 2016. His teaching interests are focused in the area of corporate finance.

Frederik's research interests revolve around the question of optimal financing and investment decisions in corporations, particularly merger and acquisition related decisions. His current projects include private equity acquisitions and managerial retention, cross-border acquisitions, and the effects of acquisitions on risk and uncertainty. His research has been published in top academic journals like the *Journal of Finance* and the *Review of Financial Studies*. His research has been cited in the *Wall Street Journal*, *The Economist*, *Business Week*, *NPR*, and the *New York Times*.

Frederik Schlingemann earned his doctorate in finance at the Ohio State University.

Guest speaker

In this program there will be a guest speaker from the industry conducting a case study.

🕒 2.5 days

💰 € 2,750

📅 [Check AIF.nl for dates](#)

Program Content

Overview of Acquisition Finance: Structuring the Deal

We outline advantages, risks and current trends in acquisition finance. Particular attention is given to sources of gains in acquisition finance and the opportunities and risks entailed in highly levered transactions. The following topics will be discussed:

- Timeline of the acquisition process
- The case for shareholder wealth maximization
- How acquisition finance creates value
- Types of deals
- Participants, products, risk and return
- The importance of markets
- Motives for acquisition
- The Whole Deal Approach

M&A and Valuation

- Cash flows
- Cost of capital
- How capital structure creates or destroys value
- Capital Structure Theory – a review
- The three impacts of debt
- Debt versus equity: classic tradeoff versus pecking order
- Considering the various types of debt and equity
- High leverage: LBO valuation
- Ideal qualities for LBO candidates
- Capital structure practice: balance sheet and cash flow models
- Understanding the cycle of purchase price multiples
- The Private Equity Approach to valuation and capital structure
- Assessing the market response to merger announcements: empirical evidence

Case study

Evening program: a practical case study with a guest speaker from the industry

Structuring the Deal: M&A Strategy, Synergies and Mitigating Risk

- Characteristic of successful deals
- Defensive strategies
- The most important risks of the deal
- Mitigating deal risk
 - Contracts and contingencies
 - Floors, caps, collars
 - Termination fees
 - Toeholds
 - Earnouts
 - Fixing the broken deal

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 organizations. 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.

Accommodation

AIF has special corporate rates available for participants at a number of hotels in central Amsterdam.

Certificates

An AIF certificate of attendance is awarded to all participants who successfully complete the program.

Program location

The programs are held in the center of Amsterdam, within an easy walk from Amsterdam Central Station, and within 30 minutes from Schiphol international airport.

Program fees

Program fees include tuition, all comprehensive program materials, books, and any software that is required for the program, as well as luncheons and daily refreshments. Accommodation is not included.

In-company programs

For information on how AIF can add value to your organization via a tailored in-company program, please contact AIF directly at: +31 20 520 0160.

Ready to learn more? Find your program and reserve your place at [AIF.nl](https://www.aif.nl)

About Amsterdam Institute of Finance

AIF is a global financial innovation and education institute headquartered in Amsterdam. Through our open enrollment programs in Amsterdam and our in-company programs throughout the world, we connect ambitious professionals with the best minds in finance and other related topics. Taking part in one of our programs is a direct investment in your personal future and the success of your organization.

This is what makes the AIF experience unique:

- We believe in responsible, sustainable and inclusive finance
- Our clients, rather than profits, come first
- AIF is an independent and not-for-profit foundation, which allows us to cherry-pick our faculty from the world's leading business schools, such as INSEAD, Oxford, Kellogg, Cambridge Judge and others
- AIF delivers top quality programs. 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, connecting you to professionals from more than 1,200 organizations in over 110 countries

