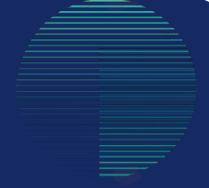


imaa

| Institute for Mergers,  
| Acquisitions & Alliances



# Mergers & Acquisitions Professional (M&AP)

 Onsite **AMSTERDAM** | October 2 - 6



# About IMAA

The Institute for Mergers, Acquisitions and Alliances (IMAA) is an international think tank for Mergers & Acquisitions. We help organizations and individuals to advance their M&A capabilities and be part of our global M&A community.

Established more than 15 years ago, the Institute has built the largest and best faculty pool from around the world sharing their insights and know-how.

As the leading M&A education provider and globally active institute, our programs offer a wealth of experience and know-how for professionals around the world.



## Program Description

The forces of globalization and technological change have created a highly competitive and dynamic business world where mergers and acquisitions are increasingly used to seek competitive advantage and maximize value for shareholders. Treating M&A as a strategic capability can give companies an edge that their peers will struggle to replicate.

The Mergers & Acquisitions Professional (M&AP) is a program designed to meet the needs of auditing, consulting, deal advisory, investment banking, and legal professionals. The M&AP covers all aspects of the transaction process and provides insight into running a successful M&A boutique. Gain knowledge in best practices for the M&A process, valuation, due diligence and also for a unique module on Running a Successful M&A Practice. Gaining the M&AP designation signals to employers, colleagues and clients that you invest in being the best M&A practitioner you can be.

## Training Dates & Schedule

October 2 - 6

Mon 1pm - 6pm

Tue-Thur 9am - 6pm

Fri 9am - 12:15pm CET

## Module Overview

Throughout the training the following topics will be covered

### ESSENTIALS OF M&A

- M&A Process (Buy-side)
- Strategies for M&A
- Success Factors in Transactions and Post
- Takeover Strategies and Defence Tactics
- M&A Negotiation

### DUE DILIGENCE

- Financial DD
- Tax DD
- Legal DD
- HR DD
- Other DD Areas and Challenges cross-border M&A

### VALUATION

- Deal Financing & Payment Structure
- Valuation Techniques
- Deal Design & Structure
- Private Equity & Startup Valuation
- Valuation in Emerging Markets

### Running a successful M&A Practice

- Business Strategy
- Mid-Market Advisory
- Sale & Purchase Agreements (SPAs)
- Tax Restructuring
- M&A Insurance

# Our Faculty

At IMAA, we value not only good teaching but solid M&A experience. This is made clear by our faculty's unique ability to explain complex theoretical concepts using personal experiences and 'war stories' alike. Some of the faculty members you can expect to meet at this training and the experience they bring with them includes:



Prof. Dr. Christopher Kummer  
President & CEO IMAA



Rohit Singh, CFA  
Private Equity PE Advisor  
Xeraya Capital



Hermann Ali Hinderer  
Partner at Heuking Kühn Lüer  
Wojtek



Adrian Waters  
Strategy Partner & Faculty  
Director

\* excerpt of members of IMAA's faculty; subject to change

## Who Attends Our Training

IMAA trains and cooperates with a wide variety of professionals. Our trainings comprise mostly of CEOs, CFOs, corporates, investment bankers, legal and financial advisors and chartered accountants from reputable organizations including:



## Registration

Get more information online [here](#) or scan the QR code to register.



## What is Included

- 4-Day intensive workshop
- Leading faculty from academia and the industry
- Networking with industry professionals and faculty
- Upon completion, the participants will receive the IM&A Designation
- First-year IMAA charter-holding membership included
- IMAA eLibrary access included with membership
- All course materials, as well as meals and snacks, are provided during the course

## Program Fees

Regular Fee: USD 5,490

Early Bird Fee: USD 4,890

\*valid until 2 months before training starts

## Contact

For Inquiries:

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+1 212 249 6600