

DUE DILIGENCE FOCUS ON MERGERS AND ACQUISITIONS MASTERCLASS

Master the Rationale and Key Steps needed to Effect Acquisitions and Mergers in Different Jurisdictions using a Holistic and Disciplined Approach

28th February & 1st March 2019
JW Marriott Hotel Kuala Lumpur, Malaysia

Major Benefits of Attending

By end of this course, delegates will be able to:

- **RECOGNIZE** the mergers and acquisitions process and its rationale with the potential pitfalls
- **DECIDE** whether to merge or acquire versus proceeding with organic growth, joint ventures and strategic alliances
- **UNDERSTAND** how to target potential companies based on informed corporate strategy and a better match between scale of ambition versus available resources, competencies and realities
- **INTENSIFY** the importance of cultural fit and know how to achieve it
- **APPREHEND** the risks of mergers and acquisitions and how to mitigate them
- **KNOW** how to work towards a fair price
- **GRASP** the importance of non-financial and non-legal/regulatory factors to the forward view of prospects and pricing
- **CLASSIFY** the do's and don'ts of post-acquisition/merger
- **COMPREHEND** the role and importance of communication during and following the merger/acquisition process both internally and externally
- **UNDERSTAND** the need for risk optimisation and futureproofing to obviate hostile and troublesome moves by competitors and emulators during the acquisitions/merger process
- **BE ACQUAINTED WITH** several approaches for dealing with inevitable resistance including several change methodologies
- **KNOW** when to bring in external expertise

Why you Should Attend?

80% of mergers and acquisitions fail because steps are missed out and because things are done in the wrong order. This course, which is a one off completely bespoke creation, provides a framework for thought and action which reduces the possibility of failure increases the likelihood of not overpaying and gets your merger and acquisition activity producing value faster than would otherwise be the case if you did not attend.

It draws on best practice from elsewhere in the world based on practical experience of experts in acquisitions, mergers, acquisitions and integrations as well as risk, futureproofing and change across a range of different businesses and industry types and sizes from the simple to the complex.

Who Should Attend?

This training course is suitable to a wide range of professionals but will greatly benefit:

- ✓ CFO, Financial Controllers, Business Controllers
- ✓ In-house M&A, Investment teams
- ✓ Corporate development and Strategy teams
- ✓ Accounting and finance teams
- ✓ Risk and internal audit teams
- ✓ In-house legal and compliance teams
- ✓ Operations & human resources

Organized by: _____

