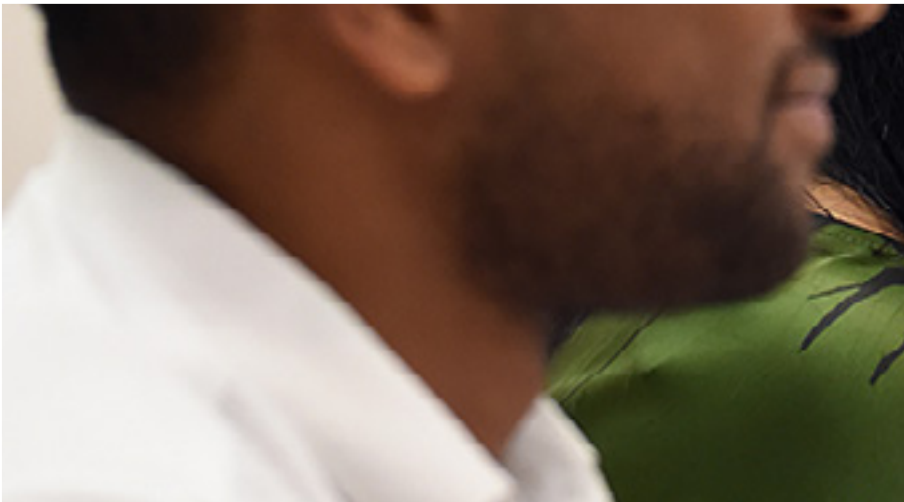




Corporate Mergers and Acquisitions

Learn how to avoid the pitfalls of M&A and how to unlock extensive value in the process.



17 - 18 July 2019

ALSO AVAILABLE AS AN IN-HOUSE PROGRAMME

**Gordon Institute
of Business Science**
University of Pretoria

Corporate mergers and acquisitions (M&A) play a significant role in many companies' value and growth strategies but many are unsuccessful. This programme will provide insights and tools of how to **unlock value through M&A**, learning from the mistakes of other organisations and the positive lessons from successful acquirers.

Course info

FACULTY > **Greg Beech** is a qualified CA(SA) with over 25 years' experience in M&A. He co-authored a book on valuations and mergers & acquisitions, which was published in 2015. Greg received special recognition by SAICA at an awards ceremony in April 2016 for his significant contribution to the professional education of chartered accountants in South Africa. He chairs the APC Examinations Committee of SAICA and is a member of the ITC Examinations Committee. Greg is part-time faculty at GIBS and regularly presents on M&A, valuations, behavioural finance, finance for non-financial managers and financial modelling to corporate audiences.

FEE > R 15 900 (includes tuition, instruction material, lunches and refreshments and is VAT exempt).

DURATION > 2 days

DATES > 17 – 18 July 2019

Key focus areas:

Empirical evidence of value creation for acquiring companies in M&A deals reveals that many acquisitions fail to deliver the expected benefits - research indicates that approximately only a third of deals create value. In a global industry of deals valued between US\$4 billion and US\$5 billion per annum, the aforementioned statistics are unimpressive.

The programme will focus on providing essential tools to avoid making mistakes in M&A. Numerous real-life examples of deals failing to create value and those that have, will also be discussed on the programme. Case studies will be used to enhance learning and to provoke discussions in the classroom.

Who should attend?

This programme is for CEOs, functional directors, executives, members of audit committees, general managers, senior managers and heads of functional areas who want to gain insight into the M&A process, with a view to increase the chances of success of deals in which they are involved.

How you will benefit:

At the end of the programme, you will be able to:

- > Identify good reasons to pursue M&A;
- > Link M&A to general corporate strategy;
- > Identify dubious intentions behind potential M&A deals;
- > Analyse potential synergies arising from M&A;
- > Understand the deal process;
- > Understand regulatory and legal requirements applicable to M&A;
- > Value the target company;
- > Work effectively with advisors;
- > Identify key risks;
- > Structure deals to protect value;
- > Negotiate assertively; and
- > Understand the importance of post-merger integration.

Understanding the benefits of Corporate M&A will equip you with:

- Rationale for M&A;
- Link between overall strategy and M&A;
- Evaluating potential revenue and cost synergies;
- Typical steps in a deal;
- Valuing target companies;
- Regulatory issues and compliance;
- Taxation considerations in M&A deals;
- Structuring the deal (paying cash, using debt or issuing shares);
- Due diligence focus areas;
- Negotiating tips;
- Post merger integration; and
- Behavioural aspects of M&A.



For enquiries call **+27 (0)11 771 4159** or email **khoadim@gibs.co.za**

This programme can also be offered in-house for your organisation. Enquire about our Study & Stay packages at our on-site Illovo Hotel.

