Mergers & Acquisitions

Description
This course is a case-based introduction to Mergers and Acquisitions. Being practical in its philosophy, the course discusses extensively the theoretical foundations of M&A, Valuation, Corporate Restructuring and Private Equity deals. It is therefore appropriate for students with solid foundations in Corporate Finance who are interested in deal-making and application of finance principles.

The case studies are required reading before class. This is therefore a course that requires some preparation time before coming to class. It is also expected active participation from students in assembly and group discussions.

At the end of the course, students will be better prepared for analyst and investment banking jobs. The course contents are alternatively a good introduction to the theory of Mergers and Acquisitions.

Contents
M&A Valuation
- Introduction to M&A
- Reasons for Acquisitions
- Discounted Cash Flow Valuation—Application to synergies
- Discount rates and cost of capital

Financing M&As
- Introduction
- The Role of Capital Structure in Acquisitions
- Cash deals vs. Stock deals: dilution analysis and valuation
- Financing with Debt: the role of syndicates and recent examples
- Valuation aspects of financing terms. Contingent payments

Creating Value through Deal Design
- Institutional Investors and Hedge Funds in the M&A Process
- Deal Design: why M&A fail at the design stage
- Derivatives and M&A: Recent examples: AXA Mony, Porsche-VW.
- Merger Arbitrage

Due Diligence
- General Introduction (Shares or Assets Transaction, Public or Private Acquisition, Principal Steps in the Merger Process)
- The Due Diligence Process
- Special considerations
Private Deals

> The Specific features of Private Equity Deals: Financing Structure, Motives, Exit Strategies
> Europcar’s business model and financial synergies
> Financing a Private Equity Deal. Valuation

Bio of the professor

He is an experienced Bulge Bracket Investment Banking professional currently consulting with leading technology companies. He holds an MBA from IESE Business School and a BBA from the Ross School of Business at the University of Michigan. He has worked in several areas of investment banking, including both fixed income and equity Sales and Trading, and also in macro and Investment Research. He currently consults with many top Spanish and European technology companies regarding their Finances and Strategy.