

Overview of Mergers & Acquisitions and IPO's **Course Outline – One-day**

Date: 17 April 2007 Hong Kong

Duration: One-day (0900-1700)

Level: Foundation

Pre-Requisites: No pre-course requirements

Fee: USD 750 + taxes if applicable

Learning in Teams: For every 4 delegates you enroll onto this course, the 5th person attends **FREE**

Enrolment Deadline: Friday March 23rd 2007

Course Description:

This course designed for operations personnel, focuses on the fundamental of mergers & acquisitions and IPO's. In Overview of Mergers & Acquisitions and IPO's, participants will obtain a solid foundation in the key concepts by addressing theories underlying M&A, domestic and global transactions, as well as key legal and accounting issues. The course also addresses IPO's, how they are structured and brought to the market. This interactive course is comprised of lecture, exercises, and articles on recent developments in M&A and IPO's.

Session 1: IPO Concept

- Global primary market structures
- Key ingredients for IPO candidates
- Pros and cons of going public

Session 2: IPO Issuance

- Understanding the public offering process from start to finish – a review of each of the steps required to complete an IPO
- Pricing and structure the Offer
- Selecting the Underwriter
- Selecting the Market
- Determining the amount of capital to be raised
- The IPO Prospectus

Overview of Mergers & Acquisitions and IPO's

Course Outline – One-day

Session 3: M & A Concept

- Recent trends in M & A
- Types of Transactions
- Introducing typical sell side materials

Session 4: Strategic Acquisition Choices

- Transaction rationale – synergies and benefits
- Understanding the sell side process – a review of key steps including due diligence, bid analysis, transaction documents
- What makes a take-over successful? – “The Winner’s Curse” and “The Winner’s Blessing”

Summary Conclusion and Question and Answer Session