NANYANG EXECUTIVE EDUCATION
Mergers and Acquisitions

Programme Overview

The level of mergers and acquisitions activities in Asia is expected to increase substantially with the economic recovery and return of Asian economies to their pre-financial crisis growth paths. The programme will explore the reasons and motivations for mergers and acquisitions, and will examine the strategic considerations in planning and implementing a merger or acquisition, in either a friendly or hostile environment. The acquisition process will be discussed, including the bid process, due diligence, closing and implementation. The aim is to provide an understanding of the strategic, cost, valuation, structure, financial, accounting, negotiation and implementation issues associated with mergers and acquisitions. The special topics will also include leverage buyout transactions and post-merger integration.

What will you learn?

At the end of the course, participants are expected to gain an understanding of:

1. The role of M&A as a legitimate activity in any entity’s corporate strategy and growth policy;
2. The processes involved in M&A, including target identification, due diligence, negotiation and implementation;
3. Common tools and techniques in valuation including estimation of synergy and determination of premium;
4. Deal structuring, including method of payments;
5. Specific issues in corporate restructuring, leverage buyouts, private equity, and cross border acquisitions.

Who should attend?

This programme is designed for financial bankers and officers, fund managers, senior and mid-level executives from all backgrounds (listed and non-listed companies, statutory and governmental institutions, small and medium enterprises). The programme is suitable for participants who wish to acquire knowledge, skills and techniques for mergers and acquisitions.

What will the programme cover?

Day 1 Introduction
   Overview of Mergers, Acquisitions and Restructurings
   Current Trend in M&A
   Alternatives to M&As

Day 2 Valuation I
   Discounted Cash Flows Valuation, Cost of Capital Multiples
   Valuing Synergies
   Valuation II
   International Issues on Valuation
   Deal Structure and Financing
   Stock or Cash?
   Contingent Payments
   Acquisition financing
   Private Equity & LBO

Day 3 Negotiating M&As; Friendly Versus Hostile Takeovers
   Due Diligence I
   Due Diligence II
   Post-Merger Integration

What is the teaching pedagogy?

This programme is participant-centered and adopts an interactive seminar-style approach, supported by appropriate case studies and group breakout sessions. Preparatory reading is provided to help you make a rapid start and allow you to fully participate in this hands-on course.
Who are the programme faculty?

Ho Kim Wai, PBM
PhD, MFin, BSc (Eng), FCA (England & Wales), FCA (Singapore)

Dr. Ho Kim Wai graduated in 1978 with a First Class Honours degree in Mechanical Engineering from Imperial College London. He then qualified as a Chartered Accountant in England and Wales, and later obtained both his Masters and PhD degrees in finance. He is a Fellow of both the Institute of Chartered Accountants in England and Wales and the Institute of Singapore Chartered Accountants. Prior to joining Nanyang Technological University, Dr. Ho had extensive experience in Big Eight (now Big Four) international accounting firms in London and Singapore and was the Group Financial Controller and Company Secretary of a publicly listed multinational corporation in the manufacturing industry for several years. Dr. Ho is currently Associate Professor of Banking and Finance at the Nanyang Business School. He had served as the Associate Dean (Research), the founding Director of the MSc (Financial Engineering) Programme and the Director of the MBA (Banking and Finance) Programme.

Dr. Ho’s teaching and research interests are in corporate finance, mergers and acquisitions, business valuation and financial statement analysis and modelling. He conducts these courses at the EMBA, MBA and MSc levels, and for senior executives in the Nanyang Executive Programme and other in-house executive seminars.

Some of the organisations that Dr. Ho has provided consulting and training include China Citic Bank, China Construction Bank, China Merchant Bank, China Minsheng Bank, Civil Aviation Authority of Singapore, DBS Bank, Economic Development Board, ECGIS, GIC, Huaxia Bank, ICBC, Infocomm Development Authority, JTC Corporation, Keppel Corporation, Monetary Authority of Singapore, National Health Group, OCBC Bank, PricewaterhouseCoopers, Shanghai Pudong Development Bank, Singapore Press Holdings, SMRT Corporation, Standard Chartered Bank, World Gold Council and United Nations.


Associate Professor Nilanjani Sen
PhD, MA, BA (Hons), CFA

Dr Nilanjani Sen, Ph.D., C.F.A. is Associate Dean (Graduate studies) and Associate Professor of Banking and Finance at Nanyang Business School (NTU). Dr. Sen also concurrently holds an adjunct Associate Professor position at Lorange Institute, Zurich. Professor Sen received his Ph.D from Virginia Tech and was a faculty member at Arizona State University prior to joining NTU, Singapore.

He has published extensively in academic as well as practitioner journals and currently teaches corporate and international finance. He has presented in several international conferences and presently works in the area of corporate governance and international dividend policy.

In his 8 year at Nanyang Business School, Dr. Sen has provided leadership in several key initiatives. He was Associate Dean of Executive Programs over the period 2008-2014. He launched an innovative EMBA program in 2007 that includes several industry tracks and attracts funding from multiple professional bodies and government agencies. The Nanyang EMBA made a debut at number 13 in 2013 Financial Times ranking for top 100 programs. He has worked with several leading U.S. universities to launch various Advanced Management Programs that addresses industry specific needs. He has substantially expanded the open and custom program portfolio that includes specialized program for banks and MNCs in one of the highest growing region. He is currently in the process of developing innovative trilateral model in business education that deploy customized curriculum and diversify funding to include private sector businesses, the primary beneficiary of business and network ready graduates. The model seeks to build partnership with key academic institutions and expand the eco system that can jointly serve the expanding global talent development needs.

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What are the programme dates and fees?

Please refer to our website at www.exed.ntu.edu.sg for the latest programme dates.

The Programme Fees (w/o GST) is SGD3,880 and Programme Fees (w/GST) is SGD4,151.60.

All fees cover refreshments, lunch and study materials.

Nanyang Executive Education reserves the right to change the date, venue and programme due to unforeseen circumstances.

Discounts and funding options are available on our website.

How do I apply?

All applications are submitted online. Applications should be submitted as early as possible to ensure a place in the programme.

Click on the red “Register Now” button located at the bottom of each programme page to apply.

The online application may take as much as thirty minutes to complete. The email address you provide in the application should be the email that you check frequently. Communication you receive from Nanyang Executive Education department may be via email. Please add nep@ntu.edu.sg to your email address book so that your computer recognises this email traffic and does not direct it to your SPAM file.

Customised Programme

This programme can also be organised as an in-company customised programme tailored to your organisational needs.

Contact us

For enquiries or more details on our programme, please contact:

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Nanyang Technological University (NTU) is ranked 7th in Asia and also the world’s #1 top young universities under 50 years old by QS Asia University Rankings 2014.

The NANYANG EMBA is ranked 8th globally in the Financial Times EMBA Rankings 2014.

Scan QR code for more information on our programmes.