

Course Description

Mergers & Acquisitions

Practical Implementation in the Middle Market

Course Overview

Most of the literature related to mergers & acquisitions has been developed from the theoretical or academic point of view. This training program has been developed by investment bankers with more than 20 years of practical experience in the middle market. The course, methodically develops and compares the seller's and buyer's view in the transaction thus providing participants with a more rounded view of the critical factors inherent in real M&A transactions. Throughout the program, the main concepts are emphasized with the use of examples and case studies to analyze and demonstrate the practical application of such concepts.

Technical topics such as financial analysis, business valuation, synergy quantification and transaction structuring are combined with skills development in the areas of negotiation strategies, access to capital markets and due diligence with the objective of providing participants one of the most complete training programs in M&A currently in existence.

Learning Objectives

This course is designed to provide professionals with the fundamental knowledge to develop or expand an M&A practice. Experienced professionals from investment bankers to management consultants will find in this training program valuable insights, strategies and knowledge that will allow them to expand their tools

Course Outline

Kaizen Consulting Group, LLC

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Day 1 – Sell-Side Protocol

Sell-side process fundamentals
Determining value
Engineering the exit
Deal structuring
Purchase price adjustments

Day 2 - Sell-Side Mechanics

Acquisition process
Valuation methodologies
Balance sheet analysis
Valuation of synergies
Due diligence
Post-merger integration

Day 3 (AM) – Accessing the Capital Markets

Commercial banks
Mezzanine funds

Day 3 (PM) – Negotiation

Negotiation principles
Strategies and tactics
M&A negotiation

Day 4 (AM) – M&A Protocol

Types of intermediaries
Transaction team
M&A documents
Fee Schedules
Roles of intermediaries

Day 4 (PM) – M&A in Action

Practical application of concepts and techniques
Introduction to case study
Simulated transaction between buyer and seller teams

Course Description (cont.)

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Intended Audience

This training program is designed for investment banking professionals looking to fin-tune their skills, professional who are looking to enter the field and corporate officers looking to familiarize themselves with the M&A process.

- Investment bankers
- Financial and investment analysts
- M&A advisors
- Financial officers
- CEOs
- CFOs.

Instructor

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The training program is conducted by Enrique Brito, a Managing Director at Kaizen Consulting Group. Mr. Brito has more than 25 years' corporate finance and investment banking experience and has been involved in transactions in the US, Mexico, Venezuela, Colombia, Argentina and Peru. He also has 15 years of experience as a national instructor in the United States in mergers & acquisition, business valuation and negotiation (awarded Instructor of Great and Exceptional Distinction 2003 to 2015). He is a regular contributor to business publications and a speaker at national conferences on M&A topics.

Mr. Brito holds an MBA, with honors, from The American University and a BS degree in Industrial and Systems Engineering from the University of Florida. He also holds professional credentials as a Chartered Financial Analyst (CFA), Certified Valuation Analyst (CVA) and Certified Mergers & Acquisitions Advisor (CM&AA). Mr. Brito is a member of the CFA Institute, the CFA Society of Virginia, the National Association of Certified Valuation Analysts and the Middle Market Investment Banking Association.
