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CHARTERED M&A FINANCIAL MODELING ANALYST ™

CMAA ™

CMAA™
CHARTERED M&A FINANCIAL MODELING ANALYST ™

Fully Accredited By:

Chartered Institute of Professional Certifications

CPD Certification Service

PROGRAM OVERVIEW

A recent study by Harvard Business Review found that **70-90% of acquisitions fail to achieve their intended goals**, underlining the critical role of M&A financial modeling in evaluating target companies, identifying synergies, and setting realistic expectations. This **Chartered M&A Financial Modeling Analyst (CMAA™)** program will empower you with a comprehensive understanding of the key aspects of M&A. Here are the key learning points that participants can expect from the program:

- **M&A Strategy**: Acquire a solid understanding of the strategic rationale behind mergers and acquisitions, including growth strategies, synergies, and risk mitigation. Learn to identify potential targets and evaluate the strategic fit for both parties involved.
- **Deal Structuring**: Develop the ability to design and negotiate optimal deal structures, including various financing options, payment methods, and legal considerations. Gain an understanding of the impact of deal terms on value creation and risk management.
- **Valuation Methodologies**: Master the core valuation techniques used in M&A, such as discounted cash flow (DCF), comparable company analysis (CCA), and precedent transaction analysis (PTA). Learn to create accurate and reliable valuations, which are critical to the deal-making process.
- **Financial Modeling**: Build advanced financial modeling skills, including the creation of robust, flexible, and user-friendly models for M&A transactions. Learn to project financial statements, analyze synergy potential, and model various deal scenarios.

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PROGRAM OVERVIEW

- **Due Diligence**: Understand the critical role of due diligence in the M&A process and learn to identify potential red flags, conduct thorough analysis, and mitigate risks associated with acquisitions.
- **Deal Execution and Closing**: Learn the steps involved in executing and closing an M&A deal, including managing deal timelines, addressing regulatory requirements, and navigating potential obstacles.

Upon completing the program and passing the Chartered exam, participants will receive the prestigious **Chartered M&A Financial Modeling Analyst (CMAA™)** designation. This highly sought-after credential in the finance industry is known for its comprehensive coverage of **M&A financial modeling techniques and is valued by employers worldwide**. As a CMAA™ certificate holder, you will have the skills and knowledge to develop a **robust M&A strategy and excel in sophisticated M&A financial modeling**. The CMAA™ designation will also enhance your credibility and reputation within the M&A field, potentially opening doors to new career advancement opportunities.

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KEY SKILLS YOU WILL GAIN

From This Program

M&A STRATEGY FORMULATION
TARGET IDENTIFICATION
SYNERGY ANALYSIS
DEAL STRUCTURING EXPERTISE

M&A FINANCING OPTIONS
LEGAL AND TAX STRUCTURING
COMPARABLE COMPANY ANALYSIS
PRECEDENT TRANSACTION ANALYSIS

M&A FINANCIAL MODELING
SENSITIVITY ANALYSIS
SCENARIO PLANNING
VALUATION

DUE DILIGENCE
RED FLAG IDENTIFICATION
DEAL EXECUTION
REGULATORY COMPLIANCE
TAX IMPLICATIONS

CROSS-BORDER TRANSACTION ANALYSIS
DEAL CLOSURE TECHNIQUES

YOUR FACULTY DIRECTOR

Thomas Kessler

Established M&A Expert Who Successfully Led Over US$20 Billion Of Deal Transaction

Thomas Kessler is a distinguished M&A professional with an impressive 19-year track record of **spearheading high-profile transactions** across various industries. His expertise has been instrumental in executing pivotal deals, such as Deutsche Post's acquisition of Global Mail, Deutsche Telekom's combination with Orange Netherlands, the Goodyear and Sumitomo Rubber merger, Avaya's Global Connect joint venture with Tata, and the Albany International and Geshmay Group merger—the latter gaining recognition as a **Harvard Business School Case Study**.

As the Founder and Managing Partner of IntegrationSuccess GmbH, Thomas has dedicated his career to unlocking financial value for organizations through M&A, joint ventures, and corporate restructuring. His wealth of experience encompasses over **25 major transactions, boasting a cumulative valuation exceeding US$20 billion**.

In addition to his remarkable achievements in the M&A sphere, Thomas is an esteemed faculty leader at **prominent universities and institutions** worldwide. His expertise has been sought after by the likes of **KPMG, Zurich University's PwC European Center of Excellence, and the Ericsson Training Center**. Thomas Kessler's unique blend of experience, knowledge, and dedication positions him as a preeminent figure in the world of mergers and acquisitions.

OUR PARTICIPANTS

Over 70% of FORTUNE 500 Companies Have Attended Our Accredited Programs Before

PROGRAM AGENDA

MODULE 1: M&A OVERVIEW

- Mergers And Acquisitions VS Strategic Alliances
- Current Trends In M&A
- Introduction To M&A Life-Cycle

MODULE 2: M&A DEAL STRUCTURING

- Deal Structuring Process
- Deal Structures: Acquisitions, Mergers, Joint Ventures, Spin-Offs, Split-Offs, Carve-Outs And Divestitures
- Group Exercise: Participants Will Review Publicly Known Transactions For Each Respective Type And Discuss The Characteristics
- Case Study: Participants Will Review Publicly Known Transactions For Each Respective Type And Discuss The Characteristics

MODULE 3: MERGERS AND ACQUISITIONS FINANCIAL MODELING – P&L, INITIAL VALUATION, SYNERGIES

- Introduction
- Completing Core Financial And Operational Analysis On Target Business
- Modeling Exercise: Modeling And Review Of The P&L

MODULE 4: MERGERS AND ACQUISITIONS FINANCIAL MODELING – BUSINESS VALUATION

- Identify Key Components Of Acquisition Price And Valuation
- Different Approaches Used For Valuation And Their Differences
- Modeling Exercise: Delegates Will Discuss A) The Advantages And Disadvantages Of The Discount Cash Flow (DCF) Valuation Method, B) The Difference Between Enterprise Value And Equity Value, C) The Strengths And Weaknesses Of The Income Approach, D) When To
- Modeling The Initial Target Valuation

MODULE 5: SYNERGIES MODELING

- Analyzing Transaction Synergies And Risks
- Applying The Synergy Concept In Our Case
- Modeling Exercise: Modeling Of The Synergies And Their Impact

MODULE 6: M&A MODELING – CASH FLOW AND BALANCE SHEET MODELING

- Completing The Core Working Capital Analysis On A Target Business

PROGRAM AGENDA

- Completing Core Financial And Operational Analysis On Balance Sheet Of Target Business
- Completing Core Cash Flow Analysis On A Target Business
- Modeling Exercise

MODULE 7: M&A MODELING – VALUATION, PRICING AND FINANCING MODELING

- Completing The Core Cash Flow Analysis On A Target Business
- Delegates Will Review The Most Important Concepts Influencing Pricing And Financing Of An Acquisition
- Fundamentals Of Capital Structure
- Financing Vehicles And Alternatives
- Linking Deal Structures To Financial Structures
- Modeling Exercise

MODULE 8: M&A MODELING – PURCHASE PRICE ALLOCATION

- Tax Considerations
- Case Study: Delegates Will Model The Purchase Price Allocation (PPA) And Its Impact If The M&A Transaction Is An Asset Deal Or Stock Deal Transaction

MODULE 9: M&A MODELING – TRANSACTION FINANCIALS

- Transaction Financials
- Case Study: Delegates Will Complete The Financial Modeling For The P&L And Balance Sheet Post Deal Including A Cash Analysis Needed To Support The Financing Structure Used
- Developing The Review And Model The Returns From The Transaction, Compare Against The Hurdle Rate For Transactions And Reflect On The Price Ranges For The Transaction
- Modeling Exercise: In Closing The Transaction Modeling Delegates Will Review The Impact Of The Transaction On EPS

MODULE 10: CHARTERED EXAM

YOUR CHARTER DESIGNATION


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By the vested power in the Board of Governors of Chartered Institute of Professional Certifications, the Advisory Board, Faculty and Curriculum Committee, do hereby certify

Juliana Silva

Has Been Conferred the Designation of

Chartered M&A Financial Modeling Professional ™

CMAA™

Has satisfied all the examination and experience requirements, and is duly admitted and licensed to use this charter, board certificate, and membership credentials

And has committed to abide by the membership declaration of ethics, rules of professional conduct and continuing education requirements as a member of Chartered Institute of Professional Certifications

Chair of the Board

CMAA™
CHARTERED M&A FINANCIAL MODELING ANALYST™

Director

Chartered Institute of Professional Certification's programs are unique as they provide you with professional charter designation and mark that can be used across your lifetime once your have completed our programs.

Upon completing the **Chartered M&A Financial Modeling Analyst (CMAA™)** program and passing the Chartered exam, you will receive the prestigious **CMAA™ designation**, which is a globally recognized trademark and industry-recognized with lifelong validity. This designation will help you distinguish yourself as an expert in M&A strategy, deal structuring, valuation methodologies, financial modeling and due diligence.

Globally demanded and recognized, these trademarked credentials can be added to your professional credentials across your CV, LinkedIn profile and other professional standings to demonstrate your expertise in the area.

ABOUT US

49,525 Business Leaders Have Attained Their Chartered Certifications Since 2009

390 Certified and Fully Accredited Programs

87% Chartered Leaders Have Reported Career Promotions and Enhancements

Chartered Institute of Professional Certifications

All of Chartered Institute of Professional Certifications programs are fully accredited programs. The professional charter and designations are trademarked credentials that can only be used by professionals who have completed and passed our accredited program. It is also independently accredited by CPD as adhering to the highest standards of continuing professional principles.

OUR FACULTY DIRECTORS

We Collaborate With Instructors From Renowned Institutions

HARVARD UNIVERSITY

Wharton UNIVERSITY of PENNSYLVANIA

Stanford University

UNIVERSITY OF MICHIGAN

LSE THE LONDON SCHOO OF ECONOMICS AN POLITICAL SCIENCE

Columbia Business School

London Business School

CONTACT US TODAY

We Thank You for Your Ongoing Support of Our Programs

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