



CORPORATE FINANCE, PROJECT FINANCE & DEVELOPMENT FINANCE

LEARN WITH THE LEADING
FINANCIAL SERVICES TRAINING &
EDUCATION PROVIDER

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Welcome to ZISHI

Committed to unlocking success for your business, we have been empowering our clients to build **resilience through knowledge** for over 25 years.

A recognised global leader, we stand as the preferred and trusted training and education partner for a number of the world's most prestigious financial institutions.

Our cutting-edge, immersive learning experiences support the breadth of the financial industry, from some of the largest asset management firms and global trading exchanges to world-leading universities, sovereign

wealth funds, energy companies, refiners, and investment, commercial and central banks.

Spanning all levels of trading qualifications, the maze of regulatory and compliance training and financial services professional development, ZISHI's expertise is unrivalled.

Our internal faculty of leading trainer-practitioners sets us apart. Delivering solutions uniquely crafted to bridge your business's knowledge gap, our wealth of educator experience and hands-on industry insight ensures your teams receive practical, up-to-date, and contextually relevant training.

Whether one-to-one or multi-faceted group deliveries, entry level or boardroom executives, and from design through to delivery, ZISHI is uniquely placed to become your trusted training partner, developing programmes and learning pathways to meet your specific operational needs.

Enabling informed decision-making and contributing to financial stability and wealth creation, we build **resilience through knowledge** across your business.



Corporate Finance, Project Finance & Development Finance

Whether you are at the early stages of your career or a seasoned professional looking to elevate your expertise, our corporate finance, project finance & development finance courses are meticulously crafted to equip you with the skills, knowledge and practical applications in order to succeed in an evolving global marketplace.

Working with corporate finance teams around the world means we are regularly delivering programmes on corporate valuation, leverage buyouts, structured finance, due diligence, asset securitisation and debt restructuring.



Experience ZISHI's unique blend of theory and real-world applications, delivered by highly experienced practitioners and expert trainers, allows you to implement your learning immediately.

Powerful Learning Solutions

Blended learning for better results.

We believe in a whole-of-organisation approach to professional development training, and our blended learning approach utilises all the right tools in all the right ways.

Our multi-channel delivery options can be mixed and matched and guarantee a seamless experience through whichever methods you prefer.

Bespoke Content Creation

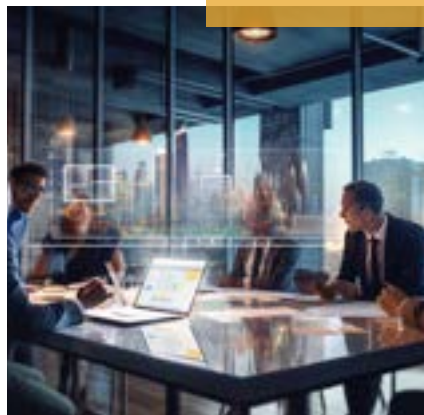
Looking for tailor-made learning solutions? We specialise in crafting personalised content that aligns seamlessly with your organisation's objectives.

Real-World Simulator-Based Learning

Take the learning experience to the next level with immersive, hands-on experiences that bridge the gap between theory and practice.

Curated Learning Journeys

For clients seeking comprehensive ongoing learning pathways, our digital learning team possesses the expertise and knowledge to support your long-term ambitions.



Rapid Deployment

Need to quickly roll out bite-sized, focused learning modules? We've got you covered with swift and effective solutions.

Digitising Existing Content

We excel at transforming your traditional learning materials into dynamic, interactive digital formats, breathing new life into your educational resources.

Course Outlines

- 7 **Corporate Valuation**
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Courses listed within this brochure are a representation of those we offer and can curate for your needs. Visit www.thezishi.com or speak to your sales representative for further information.

Page 34 gives further information about our tailor-made training solutions.



Course outline

Corporate Valuation

Available as
In-house
In-person
Digital
Blended

CORPORATE VALUATION

The "Corporate Valuation" course offers a comprehensive exploration of the foundational principles and advanced techniques required for accurately assessing the value of corporates.

This in-depth curriculum begins with a distinction between price and value, addressing the influence of share market trends, and detailing various valuation and pricing techniques alongside their strengths and weaknesses. It delves into the central role of risk, company dynamics including cash flow volatility, and the critical analysis of free cash flow (FCF), return on capital (ROC), and internal rate of return (IRR), while highlighting the limitations of accounting-based data.

The course further examines the pricing of risk and discounted cash flow (DCF) methods, sensitivities analysis, and the impact of financing decisions on valuation, including the effects of leverage and the concept of optimal capital structure. Participants will also learn to identify and correct frequent errors in valuation models, understand the intricacies of pricing including cross-border comparative analysis and the valuation implications for leveraged financings, private equity, and leveraged buyouts (LBOs).

The course concludes with strategies for enhancing shareholder value, the correct calculations of IRR & NPV, and forecasting corporate performance through financial modeling. Aimed at finance professionals, this masterclass equips participants with the skills to make informed valuation decisions, leveraging both theoretical knowledge and practical applications.



CORPORATE VALUATION

LEARNING OBJECTIVES

- | **Distinguish Price from Value:** Participants will learn the fundamental differences between price and value in the context of corporate valuation, understanding how market trends and fashions impact these assessments.
- | **Master Valuation and Pricing Techniques:** Learners will gain a deep understanding of various valuation and pricing methodologies, their application, strengths, weaknesses, and the perspective from which each technique should be approached, enabling them to select and apply the most appropriate method for different valuation scenarios.
- | **Understand and Manage Risk in Valuation:** Attendees will explore the central importance of risk, including company dynamics like cash flow volatility, and learn how to incorporate risk considerations into their valuation models effectively.
- | **Identify and Correct Common Valuation Errors:** Participants will be equipped to recognise and rectify common errors in valuation models, such as the misuse of proxies, inconsistency of time horizons, and incorrect modelling of currencies and inflation.
- | **Apply Advanced Concepts in Financing Decisions:** Learners will delve into the effects of financing decisions on corporate valuation, examining the impact of leverage, the fallacy of the optimal capital structure, and the valuation approaches for leveraged financings and limited recourse financed investments.
- | **Enhance Shareholder Value through Strategic Valuation:** Participants will learn how to evaluate managerial performance, calculate Economic Value Added (EVA), and understand its role in strategy formation, ultimately aiming to enhance shareholder value through informed and strategic valuation decisions.



COURSE AGENDA

FOUNDATION PRINCIPLES OF CORPORATE VALUATION

- | Price vs value;
- | Sharemarket fashions – growth versus value;
- | What are the valuation and the pricing techniques – strengths and weaknesses of each;
- | Perspective of techniques;
- | Why markets are not perfect;
- | The central importance of ‘risk’;
- | Company dynamics – cashflow volatility;
- | Free Cash Flow
- | The relationship of FCF, ROC and IRR;
- | Limitations of accounting-based data
- | Return on Capital vs Cost of Capital



THE PRICING OF RISK & DCF

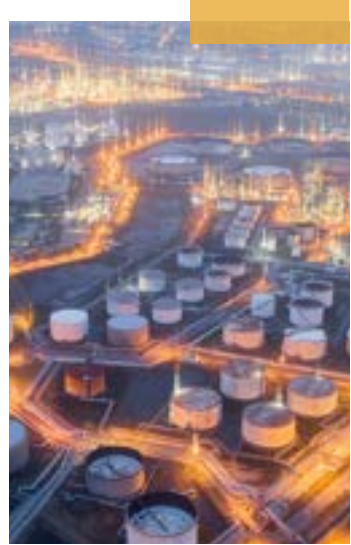
- | Cost of debt and the implications of tax and currency issues
- | Minimum required return to shareholders – derivation
- | The complications of a multiplicity of theoretical approaches – which of these make sense?
- | Cashflow volatility, avoiding betas – rationalising the approach
- | The mathematics of cashflow discounting
- | Sensitivity analysis - to determine the Value Range
- | The interface of the valuation and practical decision-making

COURSE AGENDA

- | Can generic valuation models be used?
- | Presentation of a valuation model

FREQUENTLY ENCOUNTERED ERRORS IN VALUATION MODELS

- | The misuse of proxies
- | Consistency of time horizons in the modelling and the discounting
- | The modelling of currencies, inflation and capex
- | Deriving the correct risk free rate
- | The risk premia
- | The blended discount rate



PRICING

- | Hazards in cross-border comparative analysis
- | Enterprise value
- | The multiples – EBIT, EBITDA, earnings, assets, sales, cash, etc
- | Dealing with accounting inconsistencies
- | Normalising the data
- | Other adjusts to the source data and deriving the sectoral benchmarks
- | Relating the comparative data for the Sector to the prospects for the Company being analysed
- | Presentation of a pricing model

COURSE AGENDA

THE INFLUENCE OF FINANCING DECISIONS

- | The theoretical position – if only markets were perfect
- | The effect of leverage on value – contrasting schools of thought
- | The fallacy of optimal capital structure
- | How markets are influenced by financing decisions in practice
- | Valuation approach in leveraged financings
- | The “investment rule”
- | How project financing is an exception to the investment rule
- | The valuation approach for limited recourse financed investments
- | Project IRR versus Sponsor IRR



ADAPTATIONS TO APPROACH

- | Private Equity and LBOs
 - | Why PE do not use DCF
 - | Why PE can commonly outbid trade buyers
- | Investment Appraisal
 - | Differential cashflows
 - | Decision-making framework
- | Emerging Markets and Private Companies
 - | The adjustments to valuation approach required
- | Joint Ventures
 - | Why DCF does not work effectively
 - | Alternative valuation approach

COURSE AGENDA

- | Acquisitions
 - | The 10 step analytical process
- | Project Financings
- | Other
- | Adjusted Present Value methodology
- | The role for real options in project and investment appraisal

STRATEGIES & SHAREHOLDER VALUE

- | Evaluation of managerial performance
- | The calculations for Economic Value Added
- | The analytical approach
- | How EVATM aids strategy formation
- | Market Value Added



THE CORRECT CALCULATIONS OF IRR & NPV

- | A reminder of what IRR is
- | What is wrong with the IRR, MIRR and the XIRR functions in excel
- | Illustration of the correct calculational method
- | What is wrong with the NPV function in excel
- | The correct use of the EXP and XNPV functions
- | Practical exercises

FORECASTING CORPORATE PERFORMANCE

- | The 4 types of financial modelling
- | The architecture of a valuation model
- | Modelling supply-side businesses vs demand-side businesses
- | The design of the Analysis worksheet

Course outline

Project Finance School

Available as
In-house
In-person
Digital
Blended

PROJECT FINANCE SCHOOL

The Project Finance School offers an intensive and detailed exploration into the complexities of financing projects through limited recourse financing structures. This course covers a wide array of critical topics, including the characteristics of project finance, the due diligence process, entity selection for Special Purpose Vehicles (SPVs), and the pivotal role of project cash flow models in assessing debt versus commercial risk.

Participants will delve into contracts, cross-border enforcement, and dispute resolution mechanisms, with a special focus on Public-Private Partnerships (PPPs) and infrastructure projects, highlighting the unique challenges and structures of these arrangements.

Pre-completion risks, market and operating risks, project cash flow and debt structuring, as well as technical issues in limited recourse financings, are thoroughly examined to equip participants with the skills needed to navigate through the complexities of project finance.

The course also addresses bond financing, sponsor perspectives, and the involvement of Export Credit Agencies (ECAs), rounding off with "real life" case studies across various sectors to bridge theory with practice.

Designed for professionals looking to deepen their understanding of project finance, this course blends analytical rigor with practical insights, ensuring participants are well-prepared to tackle the challenges of financing large-scale projects.



PROJECT FINANCE SCHOOL

LEARNING OBJECTIVES

- | Understand the fundamental characteristics of project finance, including the use of limited recourse financing, the critical role of due diligence, and the selection and significance of Special Purpose Vehicles (SPVs).
- | Gain comprehensive knowledge on structuring and managing contracts for project finance, including the enforcement challenges across borders and the mechanisms for dispute resolution.
- | Explore the nuances of Public-Private Partnerships (PPPs) and infrastructure projects, learning the motivations, objectives, and structures of concession agreements, as well as the differences between PPPs and industrial/extractive industry projects.
- | Analyze pre-completion, market, and operating risks associated with project finance, including understanding the impact of liquidated damages, performance bonds, and the implications of market volatility on project success.
- | Master project cash flow and debt structuring concepts, such as cash flow modeling, debt service coverage ratios, and techniques for mitigating risk through financial structuring and cash management strategies.
- | Apply theoretical knowledge through practical, "real-life" case studies across various sectors, enhancing skills in project evaluation, financial modeling, and negotiation, to optimize practical project finance skills.



COURSE AGENDA

CHARACTERISTICS OF PROJECT FINANCE

- | Characteristics of limited recourse financing
- | The due diligences required
- | The choice of entity as the SPV
- | The role of the project cash flow model
- | The significance of debt risk vs. commercial risk
- | The role of contract in limited recourse financings
- | The role of security in limited recourse financings
- | The role of the project cashflow model
- | The rationale for selecting project finance



CONTRACTS AND CROSS-BORDER ENFORCEMENT

- | Why enforcement can be problematic
- | The shortcomings of contractual litigation in limited recourse financings
- | Dispute resolution - typical structure and procedure
- | Arbitration and the NY Convention

PPP AND INFRASTRUCTURE PROJECTS

- | PPP projects contrasted with industrial/extractive industry projects
- | The motivations and objectives behind PPPs
- | The role of the parties and the sequence of implementation
- | Public sector procurement
- | The structure of concession agreements

COURSE AGENDA

PRE-COMPLETION

- | Standard form contracts – eg FIDIC
- | Liquidated damages
- | Performance bonds and retentions
- | Fixed price, lump sum, liquidity
- | Variation and change orders
- | Turnkey EPC structures
- | Completion guarantees, refinancing risk
- | Technology, logistics and learning curve risks



MARKET AND OPERATING RISKS

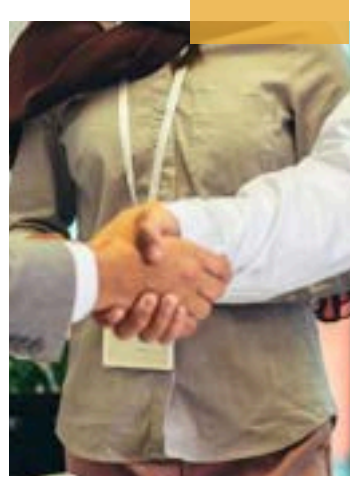
- | Offtake agreements and the errors that often occur
- | Availability risk vs. market risk
- | Take-or-pay features
- | Hidden recourse structures
- | Exclusions
- | Implications of market volatility

PROJECT CASH FLOW AND DEBT STRUCTURING

- | Risk – solvency risk vs volatility risk
- | Free Cash Flow – why is it fundamental to analysis
- | Cash management issues
- | Liquidity –creating ‘suspension’ for the special purpose vehicle
- | Cash Available for Debt Service (CADS)

COURSE AGENDA

- | Loan life cover, project life cover, debt service cover
- | Surplus cash flows, lock-up, cash sweeps
- | Cashflow waterfall - reserve accounts
- | Contingency reserves
- | Designing amortisation to match cash flows
- | Dealing with default
- | Mortgage debentures/fixed and floating charges
- | Separating risk-taking and funding



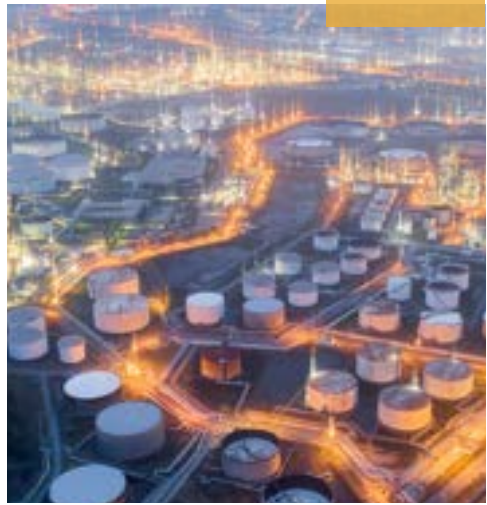
PROJECT CASH FLOW MODELS

- | Project dynamics, origins of cash flow volatility
- | Limitations of predictive modelling
- | The importance of risk-measurement or volatility models
- | Modelling of cost structures
- | Model design and layout
- | Organisation of the worksheets
- | Allocation of risks/cash flow volatilities
- | Scenario testing and break-even analysis
- | Summarising the outputs of the model
- | Routines for assisting third party negotiations

COURSE AGENDA

DEMONSTRATION EXERCISES

- | Pre-completion
- | Depreciation
- | Amortisation of debt
- | Cash sweeps
- | Cash flow waterfall
- | Currency schism
- | Calculation of returns
- | Sensitivity analysis and scenarios
- | Break-even analysis



TECHNICAL ISSUES IN LIMITED RECOURSE FINANCINGS

- | The proper calculation of IRR
- | Insurances: pre-completion and operating phase
- | Assignment and cut-through agreements
- | The options for dealing with political risk
- | Environmental risks – the limitations of insurance
- | Currency exposures – optional approaches to structuring
- | Financings involving multilateral agencies – implications
- | Direct agreements
- | Step-in rights

COURSE AGENDA

BOND FINANCING

- | The history of bond finance for limited recourse SPVs
- | Cross-border bonds – prerequisites
- | Rule 144A – implications for emerging market projects
- | Rating agencies – approach to different sectors
- | Piercing the sovereign ceiling
- | The limited window for high yield bonds
- | Why use bond financing – advantages and disadvantages
- | Domestic bonds
- | Credit enhancement – monoline insurance



SPONSOR PERSPECTIVE

- | The investment analysis without project finance
- | The difference in approach with a limited recourse structure
- | Project IRR contrasted with Equity/Sponsor IRR
- | The drivers of Sponsor IRR: the implications of negotiation of the financing term sheet
- | Evaluation of projects in emerging markets

EXPORT CREDIT AGENCIES

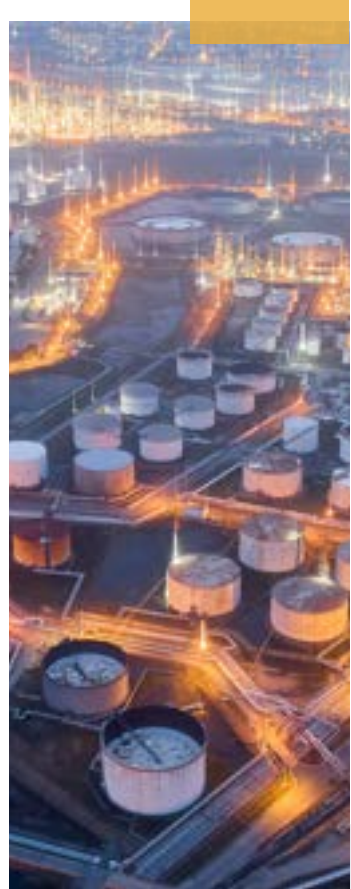
- | Buyer credits
- | Political and commercial risk cover
- | Concessional CIRR finance rates
- | Lines of credit
- | Advantages/disadvantages of ECA involvement

COURSE AGENDA

"REAL LIFE" CASE STUDIES – PUTTING THEORY INTO PRACTICE

The overall aim of the programme is to increase and optimise your practical project finance skills and in order to achieve this goal, the programme includes thirteen or more detailed and interactive case-studies covering the following sectors:

- | PFI transport (rail)
- | LNG
- | Leisure – Resort
- | PFI hospital
- | Pipeline
- | PPA Power
- | Merchant power
- | Airport
- | Oilfield
- | Toll-road
- | Mining
- | Telecoms



Course outline

Corporate Financial Masterclass

Available as
In-house
In-person
Digital
Blended

CORPORATE FINANCIAL MASTERCLASS

The "Corporate Finance Masterclass" is an expansive course tailored for finance professionals seeking to elevate their expertise in corporate finance.

The programme intricately covers the foundational blocks of corporate finance, corporate valuation techniques, frequent errors in valuation models, pricing analysis, finance and capital structuring, and leveraged finance, among other specialised topics.

Participants will engage in case studies, including valuation analysis and financing structure failures, to apply theoretical knowledge in practical scenarios.

This masterclass also delves into limited recourse financing, evaluation in specialised contexts, modelling corporate cash flows, and offers a thorough overview of M&A regulation, planning acquisitions, and strategies for contested bids.

Designed for a deep dive into the complexities of corporate finance, this course aims to enhance participants' analytical skills, strategic thinking, and decision-making abilities in the finance sector.



CORPORATE FINANCIAL MASTERCLASS

LEARNING OBJECTIVES

- | **Distinguish Between Price and Value:** Participants will learn to differentiate between the concepts of price and value within corporate finance, understanding the implications of market imperfections and the financial market cycle on valuation and pricing methodologies.
- | **Apply Advanced Valuation Techniques:** Learners will master various corporate valuation techniques, recognise the limitations of accountancy-based data, and conduct sensitivity analysis, ensuring they can effectively apply these valuations in decision-making contexts.
- | **Identify and Correct Common Valuation Errors:** Attendees will be equipped to identify frequently encountered errors in valuation models, including mismatch of time horizons and incorrect handling of inflation and currency exposures, and learn how to avoid these pitfalls.
- | **Develop Strategic Finance and Capital Structuring Skills:** Participants will explore growth strategies, the role of liquidity, the myths of the 'optimal capital structure', and the contrasting schools of thought on the effect of leverage on value, preparing them for strategic financial planning and execution.
- | **Master Leveraged Finance and Limited Recourse Financing:** Learners will delve into the structure and objectives of private equity funds, analyse businesses in the context of leveraged buyouts, and understand the evaluation methodology for limited recourse transactions, enhancing their capabilities in high-stakes finance environments.
- | **Navigate M&A Regulation and Plan Successful Acquisitions:** Participants will gain insights into the legal and regulatory landscape of mergers and acquisitions, learn strategic planning for acquisitions, and understand the intricacies of contested bids, equipping them with the knowledge to navigate complex M&A activities successfully.



COURSE AGENDA

THE BUILDING BLOCKS OF CORPORATE FINANCE

- | The difference between a price and a value
- | Why markets are not perfect, and the implications arising therefrom
- | The financial market cycle
- | Overview of valuation and pricing methodologies
- | Value drivers
- | The central role of risk
- | The central role of Free Cash Flow – derivation and importance
- | The investment rule and its exceptions
- | The relationship of FCF, ROC, IRR
- | The drivers of cashflow volatility – company dynamics



CORPORATE VALUATION

- | When should each of the techniques be used
- | The limitations of accountancy based data
- | The EPS fallacy
- | The merits of DCF
- | Identifying the correct Risk Free Rate
- | The share market premium controversy
- | Additional risk premia
- | Time horizons & dealing with the continuing period
- | Sensitivity analysis of the valuation to determine the range
- | Application of the valuation in decision making context

COURSE AGENDA

Valuation Case Study – Performing and sensitising a Valuation Analysis

FREQUENTLY ENCOUNTERED ERRORS IN VALUATION MODELS

- | Mismatch of time horizons;
- | Dealing with inflation;
- | Dealing with currency exposures;
- | The risk free rate in multinational businesses;
- | The modelling of capital expenditures;
- | The misuse of proxies;
- | Infiltration of pricing and/or accounting components;
- | The miscalculation of IRR.



PRICING ANALYSIS

- | Why application of pricing multiples can be dangerous;
- | The adjustments that need to be made to the data in comparative analysis;
- | Dealing with accounting inconsistencies and normalisations;
- | The hazards in identifying comparable businesses;
- | Enterprise Value;
- | The multiples – EBITDA, EBIT, Sales, Assets, SHF, etc;
- | Managing the source data to derive sectoral benchmarks;
- | How to derive conclusions from the correlations and observations;
- | Demonstration of a pricing model.

COURSE AGENDA

FINANCE & CAPITAL STRUCTURING

- | Growth strategies
- | The role of liquidity
- | The danger of the 'optimal capital structure'
- | Reaction of the financial markets to volatility
- | The effect of leverage on value – contrasting schools of thought

Case Study – A financing structure that failed spectacularly



LEVERAGED FINANCE

- | The structure and objectives of private equity funds
- | The analysis of a business in the context of a leveraged buyout
- | The financing structures typical to LBOs
- | Why financial buyers can usually outbid trade buyers
- | Coverage requirements of senior financiers
- | Adaptations for MBOs – management ratchets
- | Platform LBOs
- | The range of exit options, the impact on IRR, sensitising the analysis
- | Legal complications
- | Modelling LBOs
- | The 5 drivers of an IRR in LBOs
- | Currencies - balance sheet hedging, cashflow hedging or value hedging – which way to go?

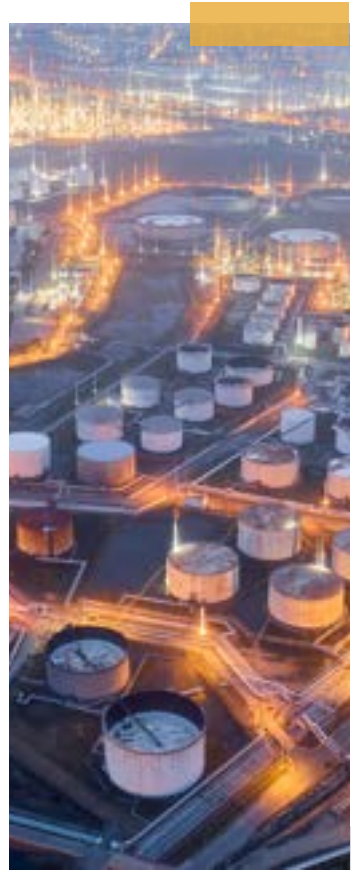
COURSE AGENDA

LIMITED RECOURSE FINANCING

- | Why the normal investment rule is non-applicable in project financings
- | Evaluation methodology for limited recourse transactions
- | The 5 drivers of a Sponsor IRR

EVALUATION IN OTHER SPECIALISED CONTEXTS

- | Assessing capital expenditure proposals
- | APV contrasted with DCF
- | The practical difficulties with dividend valuation
 - | when should dividend valuation be used
- | Adaptations required for evaluation in emerging markets
 - | inverse derivation of the growth rate or the market penetration required
 - issues with risk free rate, market premium and betas
 - availability of substitutes
 - when to acknowledge value is speculative



MODELLING CORPORATE CASHFLOWS

- | Modelling logic
- | Valuation models, transactions structuring models and equity models
- | When to model risk and when to model value
- | Modelling currencies
- | Cost drivers

COURSE AGENDA

- | Dealing with escalation
- | Volatility and sensitivity
- | Sensitivity, scenario, and breakeven analysis
- | Demonstrations of Analysis worksheets

Exercises – Various hands-on modelling tasks

A REVIEW OF GENERAL SKILLS

- | What is wrong with IRR and XIRR functions
- | The correct calculation of IRRs
- | What is wrong with the NPV function
- | The correct calculation of NPV
- | Better tax and depreciation calculations with the VDB function
- | Enhancing the presentability of a model with macros



SHAREHOLDER VALUE

- | Traditional methods of assessing shareholder value
- | Shortcomings in those approaches
- | Evaluation of managerial performance – the EVA logic
- | The calculations for Economic Value Added
- | The analytical approach
- | How EVA aids strategy formation
- | Market Value Added – does it make sense?

COURSE AGENDA

RAISING EQUITY

- | Benefits of flotation
- | Perspective of equity-raising approaches
- | Walk-through of an IPO
- | Underwriting, book-building, market stabilisation
- | Secondary issues – the different methodologies
- | Regulatory overview

NEGOTIATED ACQUISITIONS – PRIVATE TREATY SALES

- | The different types of acquisition – a classification
- | The range of synergies that may be applicable
- | The due diligence procedure – scope and method
- | The data room
- | Negotiation ‘timetable’ for an agreed offer
- | The sale process – open tender, dual track, closed tender, parallel sale, one-on-one
- | The concept of winners curse
- | Valuation in the context of acquisitions
- | Earn-outs
- | Why the majority of acquisitions fall short of value achievement objectives
- | The role of investment banks, reporting accountants, lawyers, pr firms, brokers, etc
- | The fiduciary duties of the vendor directors
- | Managing the negotiation process



COURSE AGENDA



- | Exclusivity and break fees
- | Purchase assets or shares –pros and cons
- | The Sales & Purchase Agreement – key clauses
- | Warranties and indemnities
- | Post-acquisition integration
- | Complications in cross border acquisitions
- | Antitrust, monopolies and competition law

OVERVIEW OF M&A REGULATION

- | The law that is applicable for the transaction
- | The timetable
- | Rules for the protection of minorities
- | Dissemination of information
- | Squeeze out rights
- | Implications of share purchases and sales before and after announcement
- | Permissible transactions during bid
- | The treatment of contingent right to shares
- | Concert parties
- | Offences related to transactions in shares
- | the fundamental differences in the USA approach
- | Tender offers

COURSE AGENDA

PLANNING ACQUISITIONS

- | The 10 step analytical process
- | Pros and cons of a launchpad
- | Offer structure and offer price
- | The benefits of a board recommendation
- | The advantages of a share-for-share offer
- | Vendor placings
- | The pros and cons of an all cash offer
- | Determining debt capacity where uncertainty of outcome of bid
- | Multiple offers
- | Conditions attached to the offer
- | Tax and accounting considerations
- | Financial assistance under s.151 (or the equivalent in other OECD jurisdictions)
- | Ways around financial assistance laws in various jurisdictions



CONTESTED BIDS

- | What is permitted on each side
- | Implications of rule breaches
- | Timetable
- | Poison pills and shark repellents
- | Crown jewel lockups
- | Planning the strategy and the tactics
- | Mandatory thresholds

COURSE AGENDA

- | Arbitrageurs and the arbitrage spread
- | Debt financing complications
- | Equity financing complications



In-House Training



All ZISHI courses can be customised to your unique requirements.

Whether one-to-one or multi-faceted group deliveries, entry level or boardroom executives, and from design through to delivery, ZISHI is best placed to become your trusted training partner, developing programmes and learning pathways to meet your specific operational needs.

Whatever your professional development training requirements, we have the expertise, knowledge and ability to deliver first-class results at every level, every time.

CONTACT US

Please get in touch to discuss how our bespoke solutions already help world-leading financial services organisations meet their professional development needs and how we can do the same for yours.

Contact us today to discuss your requirements:

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Resilience Through Knowledge



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