

Course:

## **Understanding and Managing Mergers and Acquisitions**

**24.07.2023 – 28.07.2023**

Course Director: prof. dr. Wilco Oostwouder  
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MONDAY, 24 JULY		
Time	Activity	Description
10.00 – 11.00	Lecture	Introduction to Mergers and Acquisitions. Legal aspects <i>Prof. dr. Wilco Oostwouder</i> (Loyens & Loeff)
11.00 – 11.15	<i>Coffee break</i>	
11.15 – 12.00	Lecture	Economic and socio-economic aspects of corporate acquisition <i>Em. Prof. dr. Hans Schenk</i> (Utrecht University)
12.00 – 13.00	<i>Lunch break</i>	
13.00 – 14.00	Lecture	Introduction to Mergers and Acquisitions (business and finance aspects I) <i>Luigi Pinna</i> , (Utrecht University)
14.00 – 14.15	<i>Coffee break</i>	
14.15 – 15.15	Lecture	Introduction to Mergers and Acquisitions (business and finance aspects II) <i>Luigi Pinna</i> (Utrecht University)
15.15 – 15.30	Instruction to the exam/presentations	

TUESDAY, 25 JULY		
10.00 – 11.00	Lecture	M&A Strategy <i>Luigi Pinna</i> (Utrecht University)
11.00 – 11.15	Coffee break	
11.15 – 12.15	Lecture	Competition law and Mergers and Acquisitions <i>Tim Raats</i> (Attorney at law, BarentsKrans)
12.15 – 13.15	Lunch break	
13.15 – 14.45	Lecture	Letter of intent and the Share Purchase Agreement (SPA) <i>Eline de Ruijter and Romy Post</i> (Attorneys at law at Loyens & Loeff)
14.45 – 15.00	Coffee break	
15.00 – 16.30/17.00	Lecture	Valuation <i>Richard Peeters</i> (Director Valuations at Match Plan)

WEDNESDAY, 26 JULY		
TIME	ACTIVITY	DESCRIPTION
09.30 – 11.30	Lecture	Shareholders Agreement and Governance after the Merger <i>Victor van Nuland</i> (Attorney at law at Loyens & Loeff)
11.30 – 11.45	Coffee break	
11.45 – 12.45	Lecture	Private Equity <i>Elias Ram</i> (Attorney at Law at Stek)
12.45 – 13.30	Lunch break	
13.30 – 14.15	Lecture	M&A. The role of the financial advisor <i>Maarten Donlou</i> (Director M&A at Rabobank)
14.15 – 14.30	Coffee break	
14.30 – 15.30	Lecture	COVID19 + Legal tools for purchasers who wish to amend or terminate the SPA <i>Prof. dr. Wilco Oostwouder</i> (Loyens & Loeff)
15.30 – 17.00	Preparations for the exam/presentations	

THURSDAY, 27 JULY		
10.00 – 11.00	Lecture	Public bids, EU regulation <i>Prof. dr. Wilco Oostwouder</i> (Loyens & Loeff)
11.00 – 11.15	<i>Coffee break</i>	
11.15 – 12.15	Lecture	Public bids, the process <i>Prof. dr. Wilco Oostwouder</i> (Loyens & Loeff)
12.15 – 13.15	<i>Lunch break</i>	
13.15 – 14.15	Lecture	Protection devices: case examples <i>Prof. dr. Wilco Oostwouder</i> (Loyens & Loeff)
14.15 – 14.30	<i>Coffee break</i>	
14.30 – 15.30	Lecture	The governance of a public bid <i>Prof. dr. Wilco Oostwouder</i> (Loyens & Loeff)
15.30+	Preparation for the exam/presentations	

Friday, 28 July		
09.30 – 10.30	Workshop	Negotiation training I (based on the book “Getting to Yes” of Fisher, Ury and Patton of the Harvard Negotiation Project) <i>Stephany Soewarso</i> ( <i>Integritas Solutions</i> )
10.30 – 10.45	<i>Coffee break</i>	
10.45 – 12.30	Workshop	Negotiation training II (based on the book “Getting to Yes” of Fisher, Ury and Patton of the Harvard Negotiation Project) <i>Stephany Soewarso</i> ( <i>Integritas Solutions</i> )
12.30 – 13.30	<i>Lunch break</i>	
13.30 – 14.30/15.00	The exam/presentations	
15.00 – 15.30	Certificate Award Ceremony	



## Understanding and managing Mergers and Acquisitions

### The principal team of lecturers



**Wilco Oostwouder**

Attorney at law 1  
1997- present  
Professor  
Public Economic law  
2002-2021



Universiteit Utrecht  
**LOYENS & LOEFF**



**Luigi Pinna**

Assistant Professor Public  
Law & Economics  
Corporate Governance  
M&A



Universiteit Utrecht



**Hans Schenk**

Em. Prof. dr.  
Utrecht University



Universiteit Utrecht



**Tim Raats**  
Attorney at Law  
Barents Krans

**BarentsKrans**



**Eline de Ruiter**  
Attorneys at law at  
Loyens & Loeff

**LOYENS  LOEFF**



**Romy Post**  
Attorneys at law at  
Loyens & Loeff

**LOYENS  LOEFF**



**Richard Peeters**  
Director Valuations  
at Match Plan

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**Victor van Nuland**  
Attorney at law  
at Loyens & Loeff

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**Elias Ram**  
Attorney at Law at Stek



**Maarten Donlou**  
Director M&A at  
Rabobank



**Stephany Soewarso**  
Integritas solutions Coaching  
and mediation

INTEGRITAS  
SOLUTIONS 