

Course:

Understanding and Managing Mergers and Acquisitions

2.07.2023 – 28.07.2023

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MONDAY, 29 JULY		
Time	Activity	Description
10.00 – 11.00	Lecture	Introduction to Mergers and Acquisitions. Legal aspects <i>Prof. dr. Wilco Oostwouder</i> (<i>Loyens & Loeff</i>)
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> (<i>Utrecht University</i>)
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> (<i>Utrecht University</i>)
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> (<i>Utrecht University</i>)
15.15 – 15.30	Instruction to the exam/presentations	

TUESDAY, 20 JULY		
10.00 – 11.00	Lecture	M&A Strategy <i>Luigi Pinna</i> (<i>Utrecht University</i>)
11.00 – 11.15	<i>Coffee break</i>	
11.15 – 12.15	Lecture	Competition law and Mergers and Acquisitions <i>Tim Raats</i> (<i>Attorney at law, BarentsKrans</i>)
12.15 – 13.15	<i>Lunch break</i>	
13.15 – 14.45	Lecture	Letter of intent and the Share Purchase Agreement (SPA) <i>Eline de Ruijter and Romy Post</i> (<i>Attorneys at law at Loyens & Loeff</i>)
14.45 – 15.00	<i>Coffee break</i>	

15.00 – 16.30/17.00	Lecture	Valuation <i>Richard Peeters</i> <i>(Director Valuations at Match Plan)</i>
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WEDNESDAY, 31 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	<i>Coffee break</i>	
11.45 – 12.45	Lecture	Private Equity <i>Elias Ram</i> (Attorney at Law at Stek)
12.45 – 13.30	<i>Lunch break</i>	
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	<i>Coffee break</i>	
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, 1 AUGUST		
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, 2 AUGUST		
10.00 – 11.00	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>)
11.00 – 11.15	<i>Coffee break</i>	
11.15 – 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

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