

Course:

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

**27.07.2026 – 31.07.2026**

Location: to be determined in the centre of Utrecht

Course Director: prof. dr. Wilco Oostwouder

wilco.oostwouder@loyensloeff.com

Course Assistant: Daniel de Putter

danielbenjamindeputter@hotmail.com



MONDAY, 27 JULY		
Time	Activity	Description
10.00 – 11.00	Lecture	Introduction to Mergers and Acquisitions. Legal aspects <i>Prof. dr. Wilco Oostwouder (Loyens &amp; Loeff)</i>
11.00 – 11.15	<i>Coffee break</i>	
11.15 – 12.00	Lecture	Economic and socio-economic aspects of corporate acquisition <i>Prof. dr Hans Schenk (professor emeritus of economics 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 (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 (Utrecht University)</i>
15.15 – 15.30	Instruction to the exam/presentations	

TUESDAY, 28 JULY		
10.00 – 11.00	Lecture	M&A Strategy  <i>Luigi Pinna</i> (Utrecht University)
11.00 – 11.15		<i>Coffee break</i>
11.15 – 12.15	Lecture	M&A. The role of the financial advisor  <i>Jimmy Teelen</i> (Associate Director M&A at Rabobank)
12.15 – 13.15		<i>Lunch break</i>
13.15 – 14.45	Lecture	Letter of intent, due diligence and the Share Purchase Agreement (SPA)  <i>Thijs Verstraten and Wouter Kok</i> (Attorneys at law at Lexence)
14.45 – 15.00		<i>Coffee break</i>
15.00 – 16.00	Lecture	Valuation  <i>Richard Peeters</i> (Director Valuations at Match Plan)

WEDNESDAY, 29 JULY		
TIME	ACTIVITY	DESCRIPTION
09.30 – 11.30	Lecture	Shareholders Agreement (Joint Venture)  <i>Michelle de Vries</i> (Attorney at law at Stek)
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 – 14.30	Lecture	Competition law and Mergers and Acquisitions  <i>Tim Raats</i> (Attorney at law, BarentsKrans)
14.30 – 14.45	<i>Coffee break</i>	
14.45 – 15.45	Lecture	Executive pay and M&A  <i>Naomi Reijn</i> (Attorney at law A&O Shearman)
15.45 – 17.00	Preparations for the exam/presentations	

THURSDAY, 30 JULY		
10.00 – 11.00	Lecture	Introduction to public offers & legal framework  <i>Jeroen Allebrandi, Philip Brink, Reinier de Groot</i> <i>(Attorneys at law A&amp;O Shearman)</i>
11.00 – 11.15		<i>Coffee break</i>
11.15 – 12.15	Lecture	First phase of public offers: “approach & negotiations” (incl. possible protective measures)  <i>Reinier de Groot</i> <i>(Attorney at law A&amp;O Shearman)</i>
12.15 – 13.15		<i>Lunch break</i>
13.15 – 14.15	Lecture	Second phase of public offers: “making the offer”  <i>Jeroen Allebrandi</i> <i>(Attorney at law A&amp;O Shearman)</i>
14.15 – 14.30		<i>Coffee break</i>
14.30 – 15.30	Lecture	Third phase of public offers: “getting to 100%”  <i>Philip Brink</i> <i>(Attorney at law A&amp;O Shearman)</i>
15.30+		Preparation for the exam/presentations

FRIDAY 31 JULY		
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>Segrun Monsma</i> ( <i>Padkos Interim &amp; Project Management</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>Segrun Monsma</i> ( <i>Padkos Interim &amp; Project Management</i> )
12.30 – 13.30		<i>Lunch break</i>
13.30 – 14.30/15.00	The exam/presentation	Jury: Luigi Pinna and Prof. dr. Wilco Oostwouder)
15.00 – 15.30		Certificate Award Ceremony