QUEST
Professional Center

PROFESSIONAL TRAINING COURSE

Course No. 1494

Mergers & Acquisitions Financial Modelling Training Course

FINANCIAL MODELLING, VALUATION & BUSINESS ANALYSIS
FINANCE, INVESTMENT & BANKING

DURATION
5 Days

DELIVERY
Classroom

Course Overview

The Mergers & Acquisitions Financial Modelling Training Course provides a comprehensive and practical framework for building, analyzing, and evaluating financial models used in mergers and acquisitions. The course is designed to help finance, investment, corporate development, and transaction professionals understand how acquisition assumptions, purchase consideration, financing structures, operating forecasts, synergies, valuation, and transaction costs interact to influence the financial outcome of an acquisition.

Participants will develop a structured understanding of the financial modelling process across the acquisition lifecycle, from analyzing the target company and establishing transaction assumptions to constructing purchase price calculations, sources and uses of funds, financing structures, pro forma financial statements, and post-acquisition performance projections. The program emphasizes the importance of linking transaction assumptions to realistic operating and financial outcomes.

The course focuses on building integrated acquisition models that connect the acquirer and target financial statements and demonstrate the potential impact of the transaction on revenue, costs, profitability, cash flow, debt, equity, and key financial indicators. Participants will also examine acquisition synergies, integration costs, financing assumptions, purchase accounting considerations, valuation multiples, and the potential impact of transaction structure on shareholder value and financial performance.

Through practical exercises, transaction case studies, modelling workshops, and scenario analysis, participants will develop the ability to assess acquisition opportunities, test assumptions, identify financial risks, evaluate transaction returns, and communicate model outputs to senior management and investment committees. The course supports organizations seeking to strengthen transaction analysis, improve acquisition decision-making, and build more disciplined financial models for strategic investments and corporate transactions.

Objectives

- Analyze the financial structure and key components of mergers and acquisitions transactions during the first day of the course.
- Develop a structured acquisition financial model incorporating transaction assumptions, purchase consideration, sources and uses, and financing requirements by the end of the

program.

- Apply financial modelling techniques to forecast the standalone performance of both acquiring and target companies using realistic operating assumptions.
- Evaluate valuation methodologies, transaction multiples, purchase price assumptions, and their implications for acquisition economics.
- Design an integrated pro forma financial model that combines the financial positions and operating results of the acquiring and target companies.
- Assess potential revenue and cost synergies and evaluate their impact on profitability, cash flow, valuation, and transaction returns.
- Evaluate alternative financing structures and determine their potential effects on leverage, interest expense, liquidity, and post-transaction financial performance.
- Apply sensitivity and scenario analysis to test the impact of purchase price, financing, synergies, operating performance, and integration assumptions.
- Assess transaction risks, model weaknesses, financial adjustments, and key assumptions that may affect the attractiveness of an acquisition.
- Prepare and present a complete mergers and acquisitions financial model and transaction analysis that supports informed management and investment decisions during the final workshop.

Who Should Attend

The Mergers & Acquisitions Financial Modelling Training Course is designed for investment professionals, corporate finance specialists, financial analysts, investment banking professionals, corporate development teams, transaction advisory professionals, valuation specialists, accountants, and finance professionals involved in mergers, acquisitions, strategic investments, or corporate restructuring. It is also relevant to professionals responsible for evaluating acquisition opportunities and preparing financial analysis for investment committees and senior management.

The course is particularly suitable for finance managers, investment managers, corporate development managers, transaction managers, financial controllers, valuation professionals, portfolio managers, and senior financial analysts. It is also valuable for executives, finance directors, investment committee members, and senior decision makers in banks, financial institutions, government investment entities, public-sector organizations, oil and gas companies, and large corporations that need to evaluate acquisition opportunities, financing alternatives, transaction structures, synergies, and post-acquisition financial performance.

Learning Outcomes

- Explain the financial mechanics and key modelling components of mergers and acquisitions transactions.
- Build an acquisition financial model incorporating transaction assumptions, purchase price, sources and uses, financing, and equity requirements.
- Analyze the historical financial performance of acquiring and target companies and translate findings into realistic forecasting assumptions.
- Develop standalone financial projections for the acquiring and target companies covering revenue, costs, profitability, cash flow, and balance sheet performance.
- Construct pro forma financial statements that demonstrate the potential financial impact of an acquisition.
- Evaluate purchase price assumptions, valuation multiples, transaction costs, financing structures, and their effects on acquisition economics.
- Quantify potential revenue and cost synergies and assess their impact on earnings, cash flow, and shareholder value.
- Analyze the impact of acquisition financing on leverage, interest costs, liquidity, and post-transaction financial performance.
- Perform sensitivity and scenario analysis to evaluate transaction outcomes under different operating, financing, valuation, and synergy assumptions.
- Prepare and present a professional acquisition financial model that communicates transaction value, financial risks, opportunities, sensitivities, and recommendations to decision makers.

Course Outline

DAY 01

Mergers and Acquisitions Fundamentals and Transaction Modelling

- Principles, objectives, and strategic rationale of mergers and acquisitions
- Acquisition lifecycle from target evaluation to transaction completion
- Understanding the acquirer, target, transaction structure, and key assumptions
- Enterprise value, equity value, purchase consideration, and transaction adjustments
- Sources and uses of funds

DAY 01 — CONTINUED

- Transaction costs and acquisition-related expenses
- Key financial and operational assumptions for acquisition modelling

PRACTICAL APPLICATION

Establishing the structure and assumptions for an acquisition transaction

DAY 02

Target Analysis, Valuation and Standalone Financial Forecasting

- Historical financial analysis of the acquiring and target companies
- Revenue, cost, profitability, and cash flow analysis
- Financial forecasting and operating assumptions
- Valuation methodologies and transaction multiples
- Purchase price analysis and acquisition premium considerations
- Standalone financial projections for the acquiring and target companies
- Working capital, capital expenditure, and cash flow assumptions

PRACTICAL APPLICATION

Building standalone forecasts and evaluating the target company

DAY 03

Acquisition Structure, Financing and Pro Forma Modelling

- Acquisition financing structures and funding alternatives
- Debt and equity financing considerations
- Financing assumptions, interest costs, and repayment requirements
- Building the acquisition funding schedule
- Combining acquiring and target company financial statements
- Pro forma income statement, balance sheet, and cash flow statement
- Purchase accounting considerations and transaction adjustments

DAY 03 — CONTINUED

> **PRACTICAL APPLICATION**
> Building an integrated pro forma acquisition model

DAY 04

Synergies, Transaction Returns and Scenario Analysis

- Identifying and classifying revenue and cost synergies
- Estimating synergy timing, implementation costs, and realization assumptions
- Impact of synergies on profitability, cash flow, and valuation
- Assessing transaction accretion and dilution
- Evaluating leverage, liquidity, and post-transaction financial performance
- Sensitivity analysis for purchase price, financing, operating performance, and synergies
- Base case, upside case, and downside case modelling

> **PRACTICAL APPLICATION**
> Evaluating acquisition outcomes under alternative transaction scenarios

DAY 05

Integrated M&A Model, Risk Assessment and Decision-Making

- Integrating transaction assumptions, valuation, financing, forecasts, synergies, and pro forma results
- Reviewing model structure, formulas, links, consistency, and quality controls
- Identifying financial risks, assumption weaknesses, and potential model errors
- Assessing transaction attractiveness and strategic financial implications
- Preparing acquisition analysis for management and investment committees
- Communicating key transaction drivers, risks, sensitivities, and financial outcomes

> **FINAL WORKSHOP**
> Building and presenting a complete mergers and acquisitions financial model

DAY 05 — CONTINUED

- Final review, decision assessment, and refinement of transaction recommendations

Register or Request More Information

Course page: https://quest-training.com/courses/mergers-acquisitions-financial-modelling-training-course
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