

FINANCE & ACCOUNTING | COURSE BROCHURE

Corporate Valuation and M&A Financial Analysis

5 days | Classroom training | English

SMART HORIZON

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Amsterdam
The Netherlands

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Course content

Why attend

Valuation is central to investment, acquisition, divestment and capital-raising decisions. This course provides a practical grounding in corporate valuation methods, including discounted cash flow, comparable company and precedent transaction analysis, and their application in mergers and acquisitions. Participants build valuation models, analyse synergies, assess deal structures and interpret valuation results critically.

Overpaying for acquisitions is one of the most common ways companies destroy value. This course helps you build and challenge valuations with confidence and contribute to better deal decisions.

Professional Problems This Course Is Designed to Solve

• Difficulty translating subject knowledge into practical workplace decisions.
• Inconsistent approaches to the activities covered in the course outline.
• Lack of a structured plan for applying and reviewing new skills.

Course methodology

The course is practical and model-based, with spreadsheet valuation exercises, real transaction case studies, synergy workshops and group presentations.

Course objectives

By the end of this course, participants will be able to:
• Explain the main valuation approaches and when to use them
• Build a discounted cash flow valuation model
• Apply comparable company and precedent transaction analysis
• Estimate cost of capital and terminal value
• Analyse synergies and their impact on deal value
• Evaluate deal structures, financing and accretion or dilution

Target audience

This course is suitable for:
• Corporate finance and M&A professionals
• Financial analysts and investment professionals
• CFOs and finance managers
• Strategy and business development professionals
• Bankers and advisers



Course content

Target competencies

Participants will develop competencies in:

- DCF modelling
- Relative valuation
- Cost of capital estimation
- Synergy analysis
- Deal structuring
- Valuation judgement

Course outline

Day 1: Valuation Foundations

09:00–09:54	Value versus price
09:54–10:48	Overview of valuation approaches
10:48–11:00	Financial statement analysis for valuation
11:00–11:30	**Coffee break**
11:30–12:12	Financial statement analysis for valuation (continued)
12:12–13:06	Normalising earnings
13:06–14:00	Exercise: Preparing historical data

Day 2: Discounted Cash Flow Valuation

09:00–09:54	Forecasting free cash flow
09:54–10:48	Cost of capital and WACC
10:48–11:00	Terminal value methods
11:00–11:30	**Coffee break**
11:30–12:12	Terminal value methods (continued)
12:12–13:06	Sensitivity analysis
13:06–14:00	Lab: Building a DCF model



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Day 3: Relative Valuation

09:00–09:54	Comparable company analysis
09:54–10:48	Precedent transactions
10:48–11:00	Choosing and adjusting multiples
11:00–11:30	**Coffee break**
11:30–12:12	Choosing and adjusting multiples (continued)
12:12–13:06	Reconciling valuation results
13:06–14:00	Exercise: Trading comparables

Day 4: M&A Analysis

09:00–09:54	Deal process and due diligence
09:54–10:48	Synergy identification and valuation
10:48–11:00	Control premiums
11:00–11:30	**Coffee break**
11:30–12:12	Control premiums (continued)
12:12–13:06	Accretion and dilution analysis
13:06–14:00	Case study: Evaluating an acquisition

Day 5: Deal Structuring and Decisions

09:00–09:54	Cash, shares and earn-outs
09:54–10:48	Financing structures
10:48–11:00	Valuation pitfalls and biases
11:00–11:30	**Coffee break**
11:30–12:12	Valuation pitfalls and biases (continued)
12:12–13:06	Presenting valuation conclusions
13:06–14:00	Capstone: Acquisition valuation and recommendation

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the



Course content

sessions. They are indicative only and do not constitute a binding commitment.

Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (EUR)
Vienna Confirmed dates	9 Nov 2026	13 Nov 2026	**€2,940.–**
Online Confirmed dates	9 Nov 2026	13 Nov 2026	**€1,250.–**
Istanbul Confirmed dates	16 Nov 2026	20 Nov 2026	**€2,650.–**
Online Confirmed dates	16 Nov 2026	20 Nov 2026	**€1,250.–**
Amsterdam Confirmed dates	7 Dec 2026	11 Dec 2026	**€2,540.–**
Online Confirmed dates	7 Dec 2026	11 Dec 2026	**€1,250.–**
Singapore Confirmed dates	14 Dec 2026	18 Dec 2026	**€2,820.–**
Online Confirmed dates	14 Dec 2026	18 Dec 2026	**€1,250.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
London Confirmed dates	4 Jan 2027	8 Jan 2027	**€2,450.–**
Online Confirmed dates	4 Jan 2027	8 Jan 2027	**€1,250.–**
Dubai Confirmed dates	18 Jan 2027	22 Jan 2027	**€3,150.–**
Online Confirmed dates	18 Jan 2027	22 Jan 2027	**€1,250.–**
Frankfurt Confirmed dates	1 Feb 2027	5 Feb 2027	**€2,650.–**
Online Confirmed dates	1 Feb 2027	5 Feb 2027	**€1,250.–**
Cape Town Confirmed dates	8 Feb 2027	12 Feb 2027	**€1,890.–**
Online Confirmed dates	8 Feb 2027	12 Feb 2027	**€1,250.–**
Kuala Lumpur Confirmed dates	15 Feb 2027	19 Feb 2027	**€1,450.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	15 Feb 2027	19 Feb 2027	**€1,250.-**
Paris Confirmed dates	1 Mar 2027	5 Mar 2027	**€2,860.-**
Online Confirmed dates	1 Mar 2027	5 Mar 2027	**€1,250.-**
Istanbul Confirmed dates	15 Mar 2027	19 Mar 2027	**€2,650.-**
Online Confirmed dates	15 Mar 2027	19 Mar 2027	**€1,250.-**
Amsterdam Confirmed dates	5 Apr 2027	9 Apr 2027	**€2,540.-**
Online Confirmed dates	5 Apr 2027	9 Apr 2027	**€1,250.-**
Barcelona Confirmed dates	12 Apr 2027	16 Apr 2027	**€2,840.-**
Online Confirmed dates	12 Apr 2027	16 Apr 2027	**€1,250.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Singapore Confirmed dates	19 Apr 2027	23 Apr 2027	**€2,820.–**
Online Confirmed dates	19 Apr 2027	23 Apr 2027	**€1,250.–**
London Confirmed dates	3 May 2027	7 May 2027	**€2,450.–**
Online Confirmed dates	3 May 2027	7 May 2027	**€1,250.–**
Dubai Confirmed dates	17 May 2027	21 May 2027	**€3,150.–**
Online Confirmed dates	17 May 2027	21 May 2027	**€1,250.–**
Frankfurt Confirmed dates	7 Jun 2027	11 Jun 2027	**€2,650.–**
Online Confirmed dates	7 Jun 2027	11 Jun 2027	**€1,250.–**
Cape Town Confirmed dates	14 Jun 2027	18 Jun 2027	**€1,890.–**



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Dates, venues and fees (continued)

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Online Confirmed dates	14 Jun 2027	18 Jun 2027	**€1,250.-**
Kuala Lumpur Confirmed dates	21 Jun 2027	25 Jun 2027	**€1,450.-**
Online Confirmed dates	21 Jun 2027	25 Jun 2027	**€1,250.-**
Paris Confirmed dates	5 Jul 2027	9 Jul 2027	**€2,860.-**
Online Confirmed dates	5 Jul 2027	9 Jul 2027	**€1,250.-**
Istanbul Confirmed dates	19 Jul 2027	23 Jul 2027	**€2,650.-**
Online Confirmed dates	19 Jul 2027	23 Jul 2027	**€1,250.-**
Amsterdam Confirmed dates	2 Aug 2027	6 Aug 2027	**€2,540.-**
Online Confirmed dates	2 Aug 2027	6 Aug 2027	**€1,250.-**



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Dates, venues and fees (continued)

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Singapore Confirmed dates	16 Aug 2027	20 Aug 2027	**€2,820.-**
Online Confirmed dates	16 Aug 2027	20 Aug 2027	**€1,250.-**
Rome Confirmed dates	23 Aug 2027	27 Aug 2027	**€2,450.-**
Online Confirmed dates	23 Aug 2027	27 Aug 2027	**€1,250.-**
London Confirmed dates	6 Sept 2027	10 Sept 2027	**€2,450.-**
Online Confirmed dates	6 Sept 2027	10 Sept 2027	**€1,250.-**
Dubai Confirmed dates	20 Sept 2027	24 Sept 2027	**€3,150.-**
Online Confirmed dates	20 Sept 2027	24 Sept 2027	**€1,250.-**
Frankfurt Confirmed dates	4 Oct 2027	8 Oct 2027	**€2,650.-**



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Dates, venues and fees (continued)

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Online Confirmed dates	4 Oct 2027	8 Oct 2027	**€1,250.–**
Rome Confirmed dates	11 Oct 2027	15 Oct 2027	**€2,450.–**
Online Confirmed dates	11 Oct 2027	15 Oct 2027	**€1,250.–**
Kuala Lumpur Confirmed dates	18 Oct 2027	22 Oct 2027	**€1,450.–**
Online Confirmed dates	18 Oct 2027	22 Oct 2027	**€1,250.–**
Paris Confirmed dates	1 Nov 2027	5 Nov 2027	**€2,860.–**
Online Confirmed dates	1 Nov 2027	5 Nov 2027	**€1,250.–**
Istanbul Confirmed dates	15 Nov 2027	19 Nov 2027	**€2,650.–**
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Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

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View the latest course details online