



Course: Corporate & Financial Restructuring

Code	City	hotel	Start	End	price	Hours
450	Berlin (Germany)	Hotel Meeting Room	2024-07-22	2024-07-26	5450 €	25

Introduction

Just because a company needs restructuring – financial or operational – does not mean it will do so. An erosion of Stakeholder value may occur for a variety of reasons, including Management interference. This program shows you how to do things right.

Corporate restructuring is defined as any fundamental change in a company's business or financial structure, designed to increase the company's value. Corporate restructuring is often divided into two parts; either 1) Financial restructuring or 2) Operational restructuring. This seminar emphasizes the practical side of corporate restructuring in today's ever-challenging world. It focuses on the two objectives of the practical application through case studies, examples and Excel® models as well as discussions of alternatives.

Main ideas explored include:

- What is restructuring & what are the alternatives
- When & why should you restructure vs. not
- How to calculate the “real” value of a firm both before & after a restructuring
- What is Leverage; when to use it and how best to finance it
- When to divest an operating unit & how to do it to optimize the remaining value

Seminar Objectives

On completion of this module delegates will be able to:

- Fully understand the various form of restructuring



- Discuss the real difference between Corporate & Financial restructuring
- Know when to acquire vs. divest an operating unit
- How to value an entity or an entire firm
- Know when to Leverage vs. Deleverage
- Learn to use a range of Excel models (provided)

Training Methodology

The training comprises teaching sessions covering each topic area with the theory blended with practical application. Additionally, real world examples & case studies will be used so that the Delegates will be able to apply these techniques immediately. Delegates then use the provided Excel® templates to apply their new knowledge case studies to reinforce the concepts.

Organizational Impact

The organization will benefit by:

- Having Experts in-house to develop advanced decision support models
- Higher productivity of personnel involved in restructuring analysis
- Improved performance of corporate & financial restructuring methods
- Better ways to plan & measure results of decisions
- Realizing better options when facing divestiture choices
- Better integration between functional areas leading to better decisions



Personal Impact

The delegate will benefit by:

- Developing an improved understanding of the risks & benefits of corporate & financial restructuring in today's challenging world.
- Really understanding the risks & rewards of leverage
- Being able to calculate the value of the firm in the real world
- Understanding to cost/benefit of a divestiture
- Enhancing their knowledge with the use of the models in the case studies
- Significantly increasing their Excel® analysis skills

Who Should Attend?

- Corporate finance officers
- Strategic planners
- Accounting
- Lenders
- Investors
- Mergers & Acquisition specialists
- Corporate officers



- Commercial and investment bankers
- Securities analysts
- Private equity specialists
- Asset managers
- And other individuals whose professional future may be enhanced by an understanding of restructuring techniques.

Programme Outline

Day 1 - Introduction to Restructuring

- The Restructuring Framework
- Proactive – planning the restructure before it is needed
- Defensive – planning the restructure because it is needed
- Distress – planning the restructure when there is no choice
- Restructuring parties
- Creditors – what do they expect
- Shareholders- what do they hope for
- Employees- what do they wish for
- Case study



- Excel model for decision

Day 2 - The Why & How of Restructuring

- The Why & How of it
- Why companies really restructure
- How do companies successfully restructure in today's world
- When is the right time to restructure
- The coordination and implementation of it all
- The checklist for success
- The "as is" value - what is the firm worth today
- What is the product/service mix to decide what to keep and what to divest
- Strategic partner or merger - the difference brings what value
- Leverage - yes or no; pros & cons
- Example
- Case study
- Excel model for decision



Day 3 - Valuation in Restructuring

- Valuation
- Which approach to use to be most accurate
- Liquidation value
- Fire sale
- Orderly
- Asset-based methods
- Comparables - market driven
- Free cash flows
- Free cash flow to the firm
- Free cash flow to equity
- Option-based
- Case study
- Excel model for decision

Day 4 - Leverage

- Leveraging and deleveraging



- Leverage – yes or no; pros & cons
- Establishing required rates of return
- Adjusting the costs of debt and equity for leverage
- Leverage optimization through capital structure (Example)
- Bond buybacks (Example)
- Leveraged Buy Out (LBO)
- Going private – the costs vs. the benefits
- The rationale for high leverage
- Calculating your capacity for debt
- Case study
- Excel model for decision

Day 5 - Divestitures

- Divestitures
- Why divest a business unit
- The rationale for divestiture vs. alternatives
- Divestiture vs. a spin off



- Equity carve-outs
- Voluntary liquidations
- Case study
- Excel model for decision
- Summary and Conclusion



The Scandinavian Academy employs modern methods in training and skills development, enhancing the efficiency of human resource development. We follow these practices:

- **Theoretical Lectures:**
 - We deliver knowledge through advanced presentations such as PowerPoint and visual materials, including videos and short films.
- **Scientific Assessment:**
 - We evaluate trainees skills before and after the course to ensure their progress.
- **Brainstorming and Interaction:**
 - We encourage active participation through brainstorming sessions and applying concepts through role play.
- **Practical Cases:**
 - We provide practical cases that align with the scientific content and the participants specific needs.
- **Examinations:**
 - Tests are conducted at the end of the program to assess knowledge retention.
- **Educational Materials:**
 - We provide both printed and digital scientific and practical materials to participants.
- **Attendance and Final Result Reports:**
 - We prepare detailed attendance reports for participants and offer a comprehensive program evaluation.
- **Professionals and Experts:**
 - The programs scientific content is prepared by the best professors and trainers in various fields.
- **Professional Completion Certificate:**
 - Participants receive a professional completion certificate issued by the Scandinavian Academy for Training and Development in the Kingdom of Sweden, with the option for international authentication.
- **Program Timings:**
 - Training programs are held from 10:00 AM to 2:00 PM and include buffet sessions for light meals during lectures.