



Deloitte.



Financial Modelling for Merger & Acquisition

Thursday-Friday, 26-27 November 2015

9 AM – 5 PM

(registration starts at 8.30 AM)

InterContinental Jakarta Mid Plaza

Investment Rp 11.000.000,-/person (inclusive of VAT)

Send 4 delegates and the 5th comes free

Event Details

1. Introduction to Merger & Acquisition

- M&A considerations
- M&A trend and facts
- Introduction to M&A lifecycle
- Why we need due diligence

2. Financial Due Diligence Overview

- Understanding the rationale of acquisitions
- Quality of earning & Quality of net assets
- Other liabilities, exposures and contingencies

3. Tax Due Diligence Overview

- Why we should do tax analysis
- Focus on technical area:
- Company Structure

4. Closing & Post Closing M&A Deals

- Reviewing Sale & Purchase agreements (SPA)
- Post-merger integration:

5. Business Valuation

- Introduction to Valuation
 - Standard of Value
 - Valuation process
- Valuation Methodologies/ Approach
 - Income Approach, Market Approach, Asset Approach
 - Value perspective

- Valuation Premium & Discount

- Control Premium
- DLOC
- DLOM

- Income Approach (DCF Method)

- Basic step in DCF Method

- Comparable Approach – Comparable Method

- Comparable Companies Method
- Comparable Transaction Method

- Case study

6. M&A (Accretion/Dilution) Modelling

- Inputs & Assumption
- Modelling Offer Value Calculation
- Modelling Option Proceed Calculation
- Modelling Goodwill Calculation
- Modelling Pro Forma Financial Position
- Modelling Sources & Uses of Fund Calculation
- Modelling Pro Forma Income Statement
- Dilution Analysis
- Modelling Sensitivity for Accretion /Dilution Analysis

Who should attend:

Strategic & Corporate Planners, Financial Controllers, Financial & Business Analysts, Risk Managers, Credit Analysts, Credit Reviewers, Investment Analyst, Relationship Managers, Equity Analysts, Investment Bankers, Business Appraisers, Corporate Finance Officers, Corporate Planner, Project Analysts, Treasury Managers, General Managers, Corporate & Government Officers, Finance & Accounting staff or anyone who has a strong passion for Financial Modelling.

Notes:

- Please bring along your own laptop (OS by Windows; Microsoft Office 2007 min)
- Training will be delivered in Bahasa Indonesia
- It is assumed that participants know how to navigate confidently in Excel, create and use simple formulas



Trainer



Purwadi Nitimidjojo, Director, PT Deloitte Konsultan Indonesia

Purwadi has more than 25 years of combined experience in financial modelling, debt restructuring, corporate banking, and leasing / multi-finance. He has designed various modelling techniques and developed various financial models for major banks and corporations as well as trained finance professionals from over 1,000 corporations in Indonesia, Singapore and Thailand for the past 10 years.



Antoni Tris, CFA, Director, PT Deloitte Konsultan Indonesia

Antoni has more than 21 years of relevant experience as financial consultant including auditing, commercial and financial due diligence, valuation and corporate finance, as well investment advisory. In addition to his working experience with Deloitte and other Big International firm, he has worked in investment firms including Spinnaker Capital (Asia) Pte. Ltd, PT Trimegah Asset Management, PT Gemala Sarana Wiyata, and corporate investment division of PT Smart Tbk. His roles include independent consultant as well as buy side and sell side M&A covering Business Valuation, Corporate Finance Advisory, Audit and Due Diligence, as well as Investment Advisory. He is also a member of Board of Examiners for Business Valuation Certification Exam, Indonesian Society of Appraisers (2007 – 2015).



John Lauwrenz, Tax Partner, Deloitte Tax Solutions

John has more than 13 years of experience as a tax professional, and he has served major multinational companies in various industries, particularly in the energy sector. Specifically in the oil and gas sector, he has advised and rendered M&A assistance for IOCs, NOCs and independent oil companies. He has been involved in various advisory work on restructurings, M&A transactions, tax planning projects, and he has undertaken various tax reviews and due diligence projects. He has considerable experience in handling tax audit and litigation cases, which involve settlement of disputes at the Tax Office and the Tax Court levels. John leads Deloitte Indonesia's M&A Tax practice.



Yanuar Tedjawidjaja, Manager, PT Deloitte Konsultan Indonesia

Yanuar has more than 6 years experience in financial advisory. Previously, he worked as teaching assistant for project management in a university and business system auditor in the largest Indonesia pharmaceutical company.

Yanuar has been involved in various engagement as due diligence, cash monitoring, business valuation, financial modeling, restructuring advisory, post-merger integration, accounting service and corporate finance. He has wide experience in various industries such as banking, financial service, manufacture, technology & infrastructure, mining and life science industry. He is a Japanese speaker and was seconded to Deloitte Japan for handling cross border engagement between Japan and Southeast Asia.



Mariawati Lim, Associate Director, PT Deloitte Konsultan Indonesia

Maria has more than 18 years of experiences in the financial and advisory services in various engagement, such as, Financial Modelling, Investment Analysis, Valuation, Capital Market, Debt Restructuring and Cash Monitoring for various clients. As a financial modelling trainer, Maria has led both public and in-house trainings for more than 1,500 professionals from various companies.

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Delegate Details

Surname _____ Mr/Mrs/Ms

First name _____

Position / Department _____

Company _____

Industry _____

Address _____

City _____ Postcode _____

Telephone _____ Fax _____

Email _____

Signature,

(_____)

Date

For further information, please contact:

Margaretta Maya

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Fax: +62 21 29928200, 29928300

Email: IDMarcomm@deloitte.com

Registration deadline: 20 November 2015

NOTE:

- Please use one registration form for each participant. Photocopy of registration form is acceptable.
- There is no cancellation once we have received the registration form.
- Fees will not be refunded. Replacement is permissible with substitute attendees.

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NPWP Details

Please fax or email us a copy of your company NPWP card for invoicing and VAT slip purposes.

Invoice Details

If the invoicing contact details are different with delegate details please inform us.

Name _____

Address _____

City _____ Postcode _____

We would not be able to provide invoice and VAT slip if your details are incomplete.

Please transfer your participation payment to:

PT Deloitte Konsultan Indonesia
BCA KCU Wahid Hasyim Jakarta
IDR A/C No. 028.311.8255

Payment deadline: 23 November 2015
Please fax/email your transfer payment slip.

In-House Training?

You can bring the above training in-house. Please contact us at 021-29923100 ext 32464 (Mafrita) or IDMarcomm@deloitte.com for further information.