



Structuring Mergers & Acquisitions: A Guide To Creating Shareholder Value, Fifth Edition

Peter A. Hunt

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Unlike other **M&A** references, this one-volume guide establishes a framework for analyzing each transaction from a financial perspective, and evaluating your options in terms of how they create value today or better position the company to build value tomorrow. In this newly updated *Fifth Edition* of *Structuring Mergers & Acquisitions: A Guide to Creating Shareholder Value*, you get clear, authoritative discussions of:

- **How shareholder value relates to mergers and acquisitions, and different methodologies for valuing a transaction**, such as discounted cash flow, comparable company, comparable transaction, premiums paid, price/volume relationships, and private company valuation.
- **How accounting can influence value creating in mergers and acquisitions**, a critical aspect of understanding and structuring the proper transaction for differing business circumstances.
- **Collars, break-up fees, lock-ups, walk-aways, minority squeeze outs, earnouts, and anti-trust considerations**, and other special topics you will encounter in deals
- **Transactions you may encounter**, from "plain vanilla" deals like mergers, acquisitions, divestitures, joint ventures, and leveraged buyouts, to more complicated restructuring alternatives like spin-offs, split-offs, share repurchases, recapitalizations and restructuring options that can enhance shareholder value.
- **Protecting against takeover threats**, including legal and structural defenses, with coverage of the most common form of legal defense, the shareholder rights plan.
- **Making aggressive or hostile offers for a company**, the pros and cons of "going it alone" in attempting a hostile acquisition.
- **Performing effective and complete due diligence** on a company in the context of a transaction, a critical step that is often overlooked as something "someone else should do."
- **Handling the human aspects of mergers and acquisitions**, including basic transition tips that can avoid massive pre- and post-deal turnover.

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