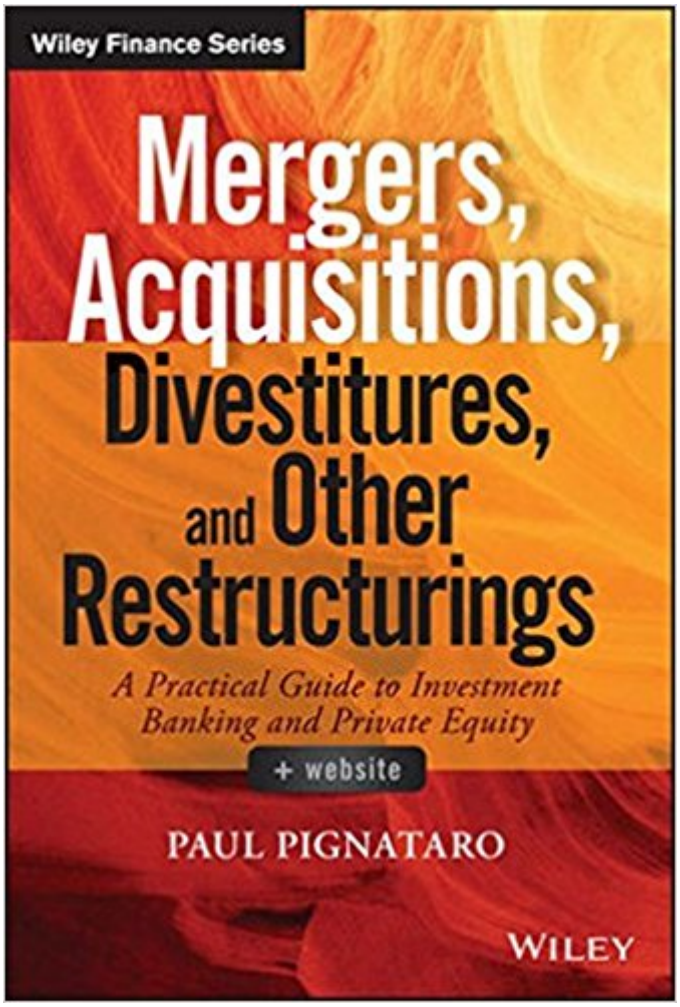
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Mergers, Acquisitions, Divestitures, And Other Restructurings, + Website (Wiley Finance)



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Synopsis

The authoritative resource for analyzing mergers and acquisitions (M&A) from every angle Paul Pignataro reveals the secrets behind growth through M&A in his new book, Mergers, Acquisitions, Divestitures, and Other Restructurings + Website. Through market shifts and regulatory changes, M&A has served as a solid approach to growth. Creating value through mergers and acquisitions is a highly coveted strategy, and Wall Street has long sought a clear technical understanding of the components of M&A as a key driver of growth. In this book, the author provides that understanding, covering all essential aspects of accounting and modeling for the M&A process. With over a decade of experience aiding billion-dollar restructuring deals, Paul Pignataro is in an excellent position to break down M&A from a finance standpoint. Mergers, Acquisitions, Divestitures, and Other Restructurings covers the financial accounting and modeling behind several M&A structures. Using the merger of Office Depot and Office Max, Mr. Pignataro fully addresses the entire integration, explains EBITDA, and other crucial performance measures. This text is for finance practitioners who want to explore every corner of the M&A process. Learn accounting for asset acquisitions, asset divestitures, and corporate mergers Explore modeling methods including mini-merger modeling and fully consolidated merger modeling Read case studies demonstrating the practical success of theoretical models Understand EBITDA, cash flow, capital structure, and their impact on M&A success and value creation This new text from the CEO and founder of the New York School of Finance is key for understanding how restructuring leads to growth and value creation. The importance of M&A shows no signs of slowing, meaning that finance professionals need to be able to accurately analyze the prospects and impacts of restructuring moves. Mergers, Acquisitions, Divestitures, and Other Restructurings + Website is the authoritative resource for doing just that.

Book Information

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Customer Reviews

As a strategy, mergers and acquisitions (M&A) hold the promise of adding value and refreshing the financial landscape for large and small corporations. And despite inevitable changes in regulations, markets, and industries, M&A transactions—which include divestitures and other restructurings—continue to evolve and thrive as a tactic for growth. But a successful M&A transaction requires careful information-gathering and modeling followed by discerning analysis—a complex process that has, outside of Wall Street, largely remained a mystery. Until now. In Mergers, Acquisitions, Divestitures, and Other Restructurings: A Practical Guide to Investment Banking and Private Equity, Paul Pignataro, founder and CEO of the New York School of Finance, offers a clear, step-by-step guide to the technical analysis behind M&A, whether you're a novice or an expert investor. He lays out the fundamental tools you need to analyze financial information and determine the key drivers of value—even if you don't have a team of expert analysts on call. You'll first receive a valuable refresher in the basics of financial statements, such as income statements, cash flow statements, and balance sheets. Then, the book deftly guides you through essential M&A transactions, such as determining whether to raise debt or equity, acquire or divest assets, perform accretion or dilution analysis, and more. You'll soon understand how to perform merger modeling, including mini-merger modeling and fully consolidated merger modeling. And you'll have the opportunity to apply what you've learned to real life. Using the merger of Office Depot and Office Max as a case study, Paul Pignataro puts you into the role of an investment banker, where you get a firsthand perspective as you evaluate this major M&A transaction using the same modeling tools as bulge bracket investment banks and top private equity firms. Packed with detail, this valuable book also includes a website with downloadable financial models and more. Whether you're preparing for a career or are an independent investor, this book is the ideal resource to sharpen your analytical skills. It's also the perfect refresher for active investment banking or private equity professionals seeking a thorough review of M&A modeling essentials.

Praise for Mergers, Acquisitions, Divestitures, and Other Restructurings "Mergers, Acquisitions, Divestitures, and Other Restructurings is an excellent follow-up to Pignataro's previous books on

valuation and leveraged buyouts. This book serves as a fantastic primer for those looking to understand the practical application of investment banking." —Fred Coulson, Founder and Managing Partner, Five Elms Capital "I have had the pleasure to work with Paul’s graduate students over many years, all of whom learned from the materials which now comprise this book. Paul’s students have become some of the best analysts on Wall Street, and I am happy to see his material published so it can be accessed by a wider audience eager to learn the fine art and science of M&A, divestiture, and restructuring analysis." —Julio Marquez, Adjunct Professor, New York School of Finance, and President, Nymex Capital, New York, NY "Mergers, Acquisitions, Divestitures, and Other Restructurings is a natural follow-up to Mr. Pignataro’s first book serving investment banking professionals and business students looking to get into the field. As a founder of a leading investment banking, private equity, and hedge fund recruiting business, and as the former head of the analyst and associate programs at Morgan Stanley, I know the importance of demonstrated proficiency in financial modeling and valuation both during the hiring process and on the job. Mr. Pignataro’s book serves as an excellent guide, stepping through the model building process in complete detail with methodologies critical to both budding analysts and experienced professionals." —Eleni Henkel, CEO & Founder at HSP | Henkel Search Partners; former Managing Director and Global Head of Morgan Stanley’s Analyst and Associate Programs "Paul Pignataro’s exploration of the mergers, acquisitions, and restructuring world drives the reader in the meanders of this complex world where financing, accounting, legal, and valuation sometimes create the impression of a labyrinth. By identifying these challenges, Paul provides a path to a better understanding of these subtle interactions. His experience of the complexity of these transactions makes him a particularly expert guide to those who want to get an in-depth understanding of the most complex financial transactions." —Georges Ugeux, Chairman and CEO, Galileo Global Advisors LLC "Mergers, Acquisitions, Divestitures, and Other Restructurings provides an indispensable, detailed ’how to’ reference for the broad scope of restructuring strategies and techniques that corporations draw upon to achieve growth and profitability goals and objectives." —Charles H. McGill, Adjunct Professor of Finance, NYU Stern School of Business

Investment banking and private equity are not as mysterious or beyond grasp as they may be portrayed, however, without Paul’s series of books I would still be in the dark. For anyone looking for a practical and applicable understanding of how to develop one’s skills as an analyst, or hone their comprehension from an associate’s point of view, these books are invaluable. The author, Paul, is a wealth of first-hand knowledge, and is a true professor when it comes to helping his readers reach

that "aha!" moment.I purchased the books because I am a career changer, and the understanding that I've received from Paul's guidance has helped me become a capable and formidable analyst when compared to anyone on the Street. Furthermore, the information provided in the books is great to have on hand as a reference; for instance, during a merger, if one would need to find the average percentage of goodwill to be allocated to amortizable intangible assets in a particular industry... it's right there.Hope this helps others the way that it's helped me!

This book is fantastic! I am a career changer and it definitely reinforced - as well as filled in the gaps - where my b-school courses were lacking. For instance, both this book AND Paul's "Financial Modeling and Valuation" book thoroughly explain how to actually go about doing research in order to optimize the inputs in your financial model. (This part of the modeling process was never really taught in class). Along with the included case study, this book carefully explains each step of the merger modeling process so that an absolute Excel novice can understand and feel confident about the process. I highly recommend it to anyone who is considering going to business school and specializing in finance, as it will give you a edge in class. As in my case, it was a fantastic refresher and supplement which has allowed me to take on valuation projects of my own in order to build my resume.

Great book to get to know the fundamentals of investment banking and M&A specifically. The author explains very thoroughly all the modeling techniques and how to approach a merger/acquisition case from a technical stand point of view. In addition, I've found very helpful the included real case study, which is a great tool not only to master the modeling techniques, but also to understand the whole acquisition process and the dynamics behind it.The series is a great learning tool whether the ultimate goal is a career in the investment banking field or simply better management of personal financial investments.

This is a great read! A superb tool when looking to increase your knowledge in investment banking concepts in the mergers, acquisitions, and restructuring field. It takes the basics of modeling and builds upon what was talked about in the Financial Modeling and Valuation book. A must have for any one in the field or looking to get the knowledge to excel in the investment banking arena.

Highly recommend this book if you're interest in familiarizing yourself with M&A, Paul does an excellent job of laying out the details with relevant examples

The book is 5 stars but the Excel files is 0 starI dont understand why I have to be a lecturer to have the solution file? "Financial Modeling & Valuation" and "Leverage Buyout" does not require this????Paul, please contact Wiley and ask them to change this policy

Paul P. (Fonder of New York School of Finance) new M&A book review:This new book by Paul P. of NYSF is an excellent addition to his two other books in his series. I wrote a review for his LBO book and also am writing a review for his new M&A book. Everything that I mentioned in the LBO book review also applies here. I think the really excellent thing about Paul's books is that they are very in-depth treatment on one particular type of analysis. Other books on valuation will just contain one chapter on LBO, one on M&A, etc. However, Paul book series are compartmentalized and standalone in-depth treatment that as a collective series will make you truly exceptional in both the sell side (i.e. IBD advisory) or the buyside. Anyone with experience in this field will know that just having this skill set and know how is a very lucrative skill set to have. If you truly want to be the next Bob Greenhill, Felix Rohytan, Ira Harris of M&A and you truly master everything in this book (as well as his other two books) then you will truly be in a position to generate real wealth for yourself as well as your clients and others. These are niche books that may not be intended to be for a general audience (such as a New York Times best seller) but me personally I would way rather spend the rest of my life mastering these types of books so that I can master the "wealth creation process" of business in general (no disrespect to New York Time best sellers which are also wonderful books; Paul's books and popular books for the masses are two distinctly different product offerings in my humble opinion meant to serve two different purposes).

Great book for anyone starting out in M&A and with little to no knowledge/experience in the field. The author, Paul Pignataro, does a brilliant job in laying out the fundamental concepts through relevant modelling examples. The modelling in the book is very clearly laid out and easy to follow. It works as a useful and practical supplement to the theoretical concepts discussed in the book.I would recommend this book to anyone who is either new to the field or looking to polish up their M&A modelling skills and knowledge. Paul keeps things simple and to the point.

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