



ADVESTRA

M&A Academy:  
Practical Expertise  
for Inhouse Counsel



# M&A Academy

Learn, Connect, Grow

Our M&A Academy gives mid-/ junior level inhouse counsel the opportunity to deepen their M&A knowledge through a practical, modular program. In regular sessions, we cover key topics related to M&A transactions – concise, easy to follow, and directly relevant to the day-to-day work of inhouse legal teams.

The Academy is offered as a lunchtime format at Advestra with the possibility to join remotely. End of June, the session will move to the afternoon and wrap up with a networking reception on our rooftop terrace. It's a great opportunity to build expertise, exchange experiences, and expand your professional network.

Invitations are sent separately for each session and may be shared with interested colleagues.

# Module Overview

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## Comparing Share and Asset Deals

There are two principal deal structures in private M&A deals: the share deal and the asset deal, each with its own advantages and challenges. We discuss the implications for the legal documentation, deal timeline and other aspects of a transaction.

## Navigating Auction Processes in M&A

Auction processes are firmly established in M&A. The competitive nature and structured process of auctions lead to dynamics that are distinctly different from one-on-one deals. We provide practical insights and recommendations on how to navigate these processes.

## Legal Due Diligence: How to Spot the Red Flags

Join us for a deep-dive into a key aspect of any M&A transaction – legal due diligence. This session focuses on common issues identified during legal due diligence and best practices to address them.

## M&A Valuation: Determining a Company's Worth

This module focuses on the key aspects of determining a company's value. It provides an overview of the principal valuation methodologies, including their limitations and practical relevance.

# Module Overview

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## Purchase Price Mechanisms in M&A: "Locked Box", Completion Accounts and Other Structures

This module focuses on the two main calculation mechanisms seen in private M&A deals – the "locked box" and completion accounts – and explores other purchase price structures, including earn-out clauses.

## Tax Structuring of M&A Transactions

There is no M&A transaction that is not significantly shaped by tax considerations. In this session, we will provide a hands-on overview of the key tax issues driving M&A deals and explore tax efficient structuring opportunities.

## Employees in M&A Transactions

In most M&A deals, people considerations are crucial to the success of the transaction. From information and communication to retention and incentivization, our experts explain what to look out for.

## When the Deal Goes Sour: Disputes in M&A

M&A disputes are common – from working-capital adjustments and earn-outs to representations and warranties. This module highlights typical flashpoints, why deals derail, and how to navigate dispute resolution mechanisms effectively.

# Schedule

Date	Time	Module	Speakers
3 March 2026	12:15 – 13:30	Comparing Share and Asset Deals	Andreas Hinsen, Partner, M&A Anna Capaul, Counsel, M&A
31 March 2026	12:15 – 13:30	Navigating Auction Processes in M&A	Beda Kaufmann, Partner, M&A Benjamin Grunwald, Associate, M&A
5 May 2026	12:15 – 13:30	Legal Due Diligence in M&A: How to Spot the Red Flags	Daniel Raun, Partner, M&A Anna Capaul, Counsel, M&A
2 June 2026	12:15 – 13:30	M&A Valuation: Determining a Company's Worth	Marius Obrist, Director, Alantra Stefan Grossmann, Director, Alantra
30 June 2026	17:30 – 18:30	Purchase Price Mechanisms in M&A: "Locked Box", Completion Accounts and Other Structures	Daniel Raun, Partner, M&A Beda Kaufmann, Partner, M&A
	18:30 till late	Rooftop Drinks & Networking	
25 August 2026	12:15 – 13:30	Tax Structuring of M&A Transactions	Céline Martin, Partner, Tax Laurent Riedweg, Partner, Tax
29 September 2026	12:15 – 13:30	Employees in M&A Transactions	Sharon Spring, Counsel, Employment Daniel Raun, Partner, M&A
27 October 2026	12:15 – 13:30	When the Deal Goes Sour: Disputes in M&A	Lukas Rusch, Partner, Litigation Christopher Müller, Associate, Litigation

Dates and modules may be subject to change.

# Contact



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