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COURSE BROCHURE

Corporate Loan Structuring and Acquisition Financing Training Course

21 March – 1 April 2027
Istanbul

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Registered in the United Kingdom and Saudi Arabia

Corporate Loan Structuring and Acquisition Financing Training Course

Ref: 1689_61920 **Date:** 21 March – 1 April 2027 **Location:** Istanbul **Fees:** 8500 GBP

Corporate Loan Structuring and Acquisition Financing is a 2-week advanced training course for credit officers, treasury leads and corporate finance managers, in which each participant drafts an indicative financing term sheet for a live borrower case. Lenders now price risk more tightly while companies pursue acquisitions and capacity growth with leaner balance sheets. Jupiter Prime Training frames corporate loan structuring around both sides of that negotiation.

Why Corporate Loan Structuring and Acquisition Financing Matters Now

Three forces shape the subject today. Lenders apply tighter credit appetite and ask for sharper covenant headroom tests. Acquirers and sponsors compete on speed, so financing must be committed before diligence ends. Boards and rating analysts watch leverage, refinancing walls and liquidity buffers more closely than before. A company that structures debt well secures flexibility for growth; one that structures it badly faces covenant breaches, costly waivers or a stalled deal. The course rests on discounted cash flow DCF valuation, the weighted average cost of capital WACC and capital structure analysis.

Who Gains Most from Corporate Loan Structuring and Acquisition Financing

- Credit professionals who assess borrower cash flows and recommend facility limits
- Treasury leads who negotiate facility terms, pricing grids and repayment profiles
- Corporate finance managers who prepare acquisition cases and funding plans
- Financial controllers who report covenant compliance and lender information packs
- Transaction advisers who model debt sizing for buy-side and sell-side mandates

A treasury and corporate development pairing gains most when both attend, because acquisition debt is shaped by the deal model and the existing facilities at the same time.

Corporate Loan Structuring and Acquisition Financing Capabilities

Participants move from reading lender documents to designing the borrowing structure a company can live with through its full cycle.

- Calculate debt capacity from cash flow, leverage and coverage tests — the facility limit decision
- Design repayment profiles, tenors and amortisation schedules — treasury and the board
- Specify financial covenants with realistic headroom — lenders and the controller
- Weigh security packages, credit support and ranking options — credit committees
- Build acquisition financing structures across senior, mezzanine and equity layers — deal sponsors
- Communicate a term sheet position in negotiation — the lender relationship team

Key Corporate Loan Structuring and Acquisition Financing Terms

- Debt capacity — the largest borrowing a company can service from forecast cash flow while staying inside agreed leverage and coverage limits.
- Debt service coverage ratio — cash available for debt service divided by scheduled interest and principal in the same period.
- Financial covenant — a ratio test in a facility agreement, such as leverage or interest cover, that the borrower must meet at each test date.
- Security package — the assets, shares, accounts and group credit support pledged to lenders to support repayment if the borrower defaults.
- Mezzanine debt — subordinated borrowing ranked between senior loans and equity, priced higher and often carrying warrants or payment-in-kind interest.
- Term sheet — a summary of the main commercial and legal terms of a proposed facility, agreed before full documentation is drafted.

Corporate Loan Structuring and Acquisition Financing Day by Day

Day 1: Borrowing Landscape and Credit Appetite

- Lender Credit Appetite Mapping — Choosing Banks, Funds or Bond Investors
- Corporate Funding Lifecycle Stages — Matching Facility Type to Business Need
- Capital Structure Analysis — Setting a Target Leverage Range
- WACC Estimation — Testing Whether New Debt Adds Value
- Refinancing Wall Review — Timing the Next Facility Approach

Day 2: Cash Flow Foundations of Lending

- Free Cash Flow to Lenders Build — Separating Recurring From One-Off Cash
- EBITDA Normalisation Adjustments — Agreeing a Credible Earnings Base
- Working Capital Cycle Analysis — Sizing Revolving Credit Lines
- Capital Expenditure Phasing — Separating Maintenance From Growth Spending
- Downside Cash Flow Scenarios — Stress Testing Repayment Ability

Day 3: Debt Capacity and Sizing

- Leverage Multiple Sizing — Setting the Senior Debt Ceiling
- Debt Service Coverage Ratio Sizing — Linking Debt to Cash Generation
- Interest Cover Thresholds — Protecting Against Rate Increases
- Rating Agency Metric Mapping — Preserving an Investment-Grade Profile
- Debt Capacity Sensitivity Tables — Presenting Options to the Board

Day 4: Facility Types and Repayment Design

- Term Loan Amortisation Profiles — Bullet, Balloon or Straight-Line Choice
- Revolving Credit Facility Mechanics — Commitment Fees and Utilisation Limits
- Working Capital and Receivables Facilities — Funding the Trading Cycle
- Project Facility Drawdown Schedules — Aligning Debt With Construction Milestones
- Cash Sweep and Prepayment Clauses — Balancing Flexibility and Lender Comfort

Day 5: Covenants and Headroom

- Maintenance and Incurrence Covenant Choice — Fitting Tests to Business Volatility
- Covenant Headroom Modelling — Setting Thresholds Against the Base Case
- Equity Cure Provisions — Planning a Remedy Before a Breach
- Information Undertakings — Scheduling Compliance Certificates and Lender Reports
- Waiver and Amendment Process — Managing a Breach With Lenders

Day 6: Security, Ranking and Credit Support

- Security Package Design — Choosing Assets, Shares and Accounts to Pledge
- Intercreditor Ranking Structures — Allocating Recovery Between Lender Groups
- Parent and Subsidiary Credit Support — Extending Recourse Across the Group
- Structural Subordination Analysis — Locating Debt Within the Group Chart
- Recovery Value Estimation — Pricing Loss Given Default

Day 7: Acquisition Financing Structures

- Sources and Uses Tables — Balancing Deal Funding Requirements
- Senior, Mezzanine and Equity Layering — Shaping the Acquisition Capital Stack
- Certain Funds and Bridge Facilities — Committing Finance Before Signing
- Leveraged Buyout Debt Model — Testing Sponsor Returns Against Lender Limits
- Seller Notes and Earn-Out Funding — Bridging Valuation Gaps

Day 8: Pricing, Fees and Hedging

- Margin Ratchet Grids — Linking Pricing to Leverage Levels
- Arrangement, Commitment and Agency Fees — Comparing All-In Borrowing Cost
- Interest Rate Hedging Strategy — Fixing Exposure on Floating Debt
- Sustainability-Linked Pricing Terms — Tying Margin to Performance Targets
- Debt Cost Benchmarking — Defending Pricing in Negotiation

Day 9: Term Sheets and Negotiation

- Term Sheet Structure Review — Separating Commercial From Legal Points
- Conditions Precedent Checklists — Clearing the Route to First Drawdown
- Representations and Events of Default — Limiting Borrower Exposure
- Lender Negotiation Planning — Prioritising Points to Concede or Hold
- Credit Committee Paper Drafting — Securing Internal Lending Approval

Day 10: Practising the Financing Term Sheet

- Debt Capacity Case Rebuild — Applying Sizing Tests to a Borrower
- Covenant Package Selection — Applying Headroom Modelling to the Case
- Acquisition Capital Stack Assembly — Applying Layering to a Target
- Peer Challenge of Structures — Testing Assumptions Across Sectors
- Indicative Financing Term Sheet — Completing the Borrower Proposal

Applying Corporate Loan Structuring and Acquisition Financing After the Course

- Rebuild debt capacity for one existing facility using leverage and coverage sizing, and present the headroom gap to the treasury committee.
- Review the covenant package of the next facility renewal against downside cash flow scenarios before term sheet talks open.

Corporate Loan Structuring and Acquisition Financing Questions FAQ

What is corporate loan structuring and acquisition financing and why does it matter now?

It is the design of facility size, repayment, covenants, security and layering for company borrowing and deal funding. It matters now because tighter credit appetite and faster deals leave less room for weak structures.

Which roles gain most from corporate loan structuring and acquisition financing?

Credit officers, treasury leads, corporate finance managers, controllers and transaction advisers gain most. You benefit most if you size facilities, negotiate terms or prepare acquisition funding cases.

How does corporate loan structuring and acquisition financing differ from a syndicated lending or project finance course?

It takes the corporate borrower and relationship lender view across several facility types. A syndicated lending course focuses on arranging and distributing loans, and a project finance course on single-asset, non-recourse funding.

What will I bring back from corporate loan structuring and acquisition financing?

You bring back an indicative financing term sheet for a borrower case, with a debt capacity calculation, repayment profile, covenant package, security proposal and acquisition capital stack ready for internal challenge.

Corporate Loan Structuring and Acquisition Financing: The Way Forward

The indicative financing term sheet first informs whether a company approaches lenders with a single facility or a layered structure. Treasury leads use it in negotiation, credit officers in committee papers and controllers when setting covenant reporting. After its first use, revisit the covenant headroom, because actual trading often shows where thresholds were set too tight or too loose.