



# Certificate in Mergers & Acquisitions

BY MS. GULNUR NURKEYEVA

# Certificate in Mergers & Acquisitions

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**Program level:**  
Basic



**Field of study:**  
Law



**Delivery mode:**  
online



**Program prerequisite:**  
Bachelor's degree  
in law is preferable



**Duration per  
business training:**  
6 hours of  
lectures.

- This course contains review questions with feedback to ensure learning.
- This course will allow you to print the course slides, templates, and glossary



## Learning objectives

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### **The course will be an overview of:**

- What takes place during M&A process
- The key players of a M&A and the roles they fulfill in the transaction
- The due diligence that is applied by parties that are interested in purchasing a company through a M&A
- The amalgamation of the company registered under the laws of the Republic of Kazakhstan to the company registered in the AIFC

### **After completing this course, the learner should be able to:**

- Describe the process behind M&A
- Highlight the key personnel who are involved in M&A
- Summarize the various forms of the Due Diligence procedures that may be applied to the target company in a M&A
- Assist in M&A deals of Kazakhstan or AIFC Companies

# Ms. Gulnur Nurkeyeva

Partner, Head of China Office and responsible for all China Related projects in countries of GRATA International presence



Gulnur Nurkeyeva is a Head of China Office and responsible for all China Related projects in countries of GRATA International presence.

Gulnur has over 20 years of experience in legal services market.

She has started her career in 1999 in Astana Bar Association as Qualified Advocate. Later she worked for Kazakhstan Government in the Ministry of taxes and participated in drafting first tax Code of Kazakhstan.

Prior to joining GRATA Law Firm, she worked more than 10 years as an in-house (later head of Legal Department) in National Welfare Fund "Samruk-Kazyna" Group.

Samruk –Kazyna manage the shares of the State-Owned Enterprises in oil and gaz, metallurgical, nuclear, telecommunication, transport sectors, such as KazMunayGas, Kazatomprom, Kazakhtelecom, Kazakhstan Railway, KazPost, Air Astana, Kazakhstan Electricity Grid Operating Company (KEGOC), Samruk-Energy.

The practice led by Gulnur has become a winner of China Business Law Awards 2015-2016 in the category of "Energy, Projects and Infrastructure", China Business Law Journal Award "Deals of the Year 2018", two winning Awards in China Business Law Journal "Deals of the Year 2020", and finalist of Dealmaker of the Year (International) SSQ ALB China Law Awards 2021.

## Representative Experience

Gulnur has extensive experience in advising Chinese Companies in corporate law, construction activities, M&A transactions, oil and gas and other energy matters in Central Asia.

# Programme content

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## Lecture 1

### **M&A Legal Environment Negotiation phase: NDA, term sheet, LOI and other agreements**



5 May 2022  
(Thursday)



17:00 to 18:30  
(GMT+6)

## Lecture 2

### **The Legal and compliance due diligence, Red Flags, role of the legal officer**

The sale purchase agreement and escrow arrangement, representation and warranties, covenants, indemnification, governing law, dispute resolution and arbitration etc.



12 May 2022  
(Thursday)



17:00 to 18:30  
(GMT+6)

## Lecture 3

### **Regulatory Considerations: Anti-trust, anti-monopoly compliance**

Other approvals: i.e. subsoil users, AIFC regulations, foreign-exchange control, Cross-Border Transactions



19 May 2022  
(Thursday)



17:00 to 18:30  
(GMT+6)

## Lecture 4

### **Closing the deal: Shareholder's agreement, Article of Association, re-registration**

Practical examples and Case Studies



26 May 2022  
(Thursday)



17:00 to 18:30  
(GMT+6)



Price: 110 000 KZT/  
260 USD/ 220 Euro



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