



# Dynamic Due Diligence

## 2010 Training Programme

---

Learn how to run multi-disciplinary due diligence teams and focus on the main risks to future performance.

**London:** February 2nd-3rd, 2010

**London:** May 4th-5th, 2010

**London:** September 14th-15th, 2010

**London:** December 14th-15th, 2010

[www.successful-acquisitions.com](http://www.successful-acquisitions.com)

## PURPOSE OF THE COURSE

Modern due diligence approaches integrate commercial and financial analysis to focus on the issues crucial to assessing the risks, and harvesting the returns, of a potential acquisition. This focused training course teaches delegates how to run multi-disciplinary due diligence teams and focus on the key financial, operational and commercial risks to the target's future performance. Particular emphasis is placed on assessing the fit with your strategic priorities.

Taught by an internationally experienced corporate M&A practitioner the course gives delegates a solid grounding in the approaches and techniques used by some of the world's best companies to ensure that value is delivered from their acquisitions.

## WHAT WILL DELEGATES LEARN?

The course will teach delegates how to:

- Set due diligence priorities by focusing on the key commercial, financial and operational risks;
- Organise and control multi-disciplinary due diligence teams;
- Deliver commercial assessments of the target that uncover significant obstacles to future performance;
- Conduct vigorous and systematic financial due diligence linked to commercial priorities;
- Validate synergies and collect the information needed to minimise the risks of post merger integration;
- Manage the presentation of any unfavourable findings.

Extensive use is made of practical exercises and case studies.

## A PRACTICAL APPROACH

At all stages our tutors will be focused on teaching practical strategies that can be taken back to your business and put into immediate effect. Extensive use is made of case study material. You will leave the course with templates and methodologies that can be taken back to your business and used to give an immediate professional edge to due diligence investigations.

## ABOUT OUR TUTORS

All our tutors are veterans of numerous due diligence investigations as both corporate managers and professional advisors.

Lead tutor on the Dynamic Due Diligence is Robert Kemp. After a successful corporate career during which he lead due diligence programmes on virtually every continent for FTSE 100 company Associated British Foods plc, Robert founded a successful consulting practice advising corporate and private companies on all aspects of M&A activity.

*“Focus on the key elements of acquisition risk”*

## COURSE CONTENTS

### Due Diligence Overview

- Main elements of due diligence;
- Aligning priorities to main risks;
- Focus on the future not the past;
- Team leader, team composition and control.

### Commercial Due Diligence

- Purpose and elements of commercial due diligence:
  - Market growth and developments;
  - Competitors;
  - Management team;
- Published and unpublished information sources;
- Accessing unpublished information.

### Financial Due Diligence

- The past versus the future;
- An integrated financial due diligence model;
- Getting back to cash and books of record;
- Financial analysis of forward projections;
- Tax and pensions.

### Human Resources

- Understanding the regulatory environment (international context);
- Pay and benefits;
- Industrial relations.

### Cultural Due Diligence

- What is culture and how do we evaluate it?
- Assessing cultural risks.

### Other Due Diligence Elements

- Legal due diligence;
- IT due diligence;
- Environmental due diligence.

### The International Perspective

- Added complexity and risk of foreign country deals;
- Complexity of multi-country acquisitions.

### Due Diligence Inputs to Integration and Valuation

- Reflecting due diligence findings in valuation models;
- Impact of due diligence findings on projected deal returns;
- Collecting information necessary for assessing integration risks.

### Reporting Due Diligence Findings

- A structured due diligence report;
- Remaining objective and the politics of negative findings.

## WHO SHOULD ATTEND?

The course is designed for directors and senior managers involved in or responsible for due diligence of acquisition targets:

- Managing Directors;
- Business Development and Commercial Directors and Managers;
- Corporate Development and Strategy Directors and Managers;
- Finance Directors and Financial Controllers.



