

# Due Diligence - The Essential Guide

Course Agenda



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## Agenda

<b>08:45</b>	Registration and Breakfast
<b>09:00</b>	<b>What Is Due Diligence?</b> <b>Jon Andrew, Course Director</b> <ul style="list-style-type: none"><li>• Discussion</li><li>• Case study</li></ul>
<b>09:30</b>	<b>Financial Due Diligence</b> <b>Alexander Burgess-Smith and Philip Watson, KPMG</b> <ul style="list-style-type: none"><li>• What are objectives of financial due diligence?</li><li>• Scoping</li><li>• What are often key areas of focus?</li><li>• Focus on 1. "current trading" (out-turn), 2. LTM/trends</li></ul>
<b>10:30</b>	<b>Vendor Due Diligence</b> <b>Alexander Burgess-Smith and Philip Watson, KPMG</b> <ul style="list-style-type: none"><li>• What is the role of vendor due diligence?</li><li>• What is the difference between sell side and buy side of due diligence?</li><li>• Review a VDD exec summary</li><li>• What VDD is not</li></ul>
<b>11:15</b>	Break
<b>11:30</b>	<b>Operational (including IT/Tech) Due Diligence</b> <b>Jon Andrew, Course Director</b>
<b>13:00</b>	Lunch
<b>13:45</b>	<b>Recap and case study presentation</b> <b>Jon Andrew, Course Director</b>
<b>14:00</b>	<b>Cyber Due Diligence</b> <b>Ian McCaw, Aon</b>

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	<ul style="list-style-type: none"><li>• What are objectives?</li><li>• Scoping</li><li>• Key areas of focus</li><li>• Importance of sector specialism</li><li>• Customers/competitors</li><li>• Analysis on achievability of forecasts</li></ul>
<b>15:30</b>	Break
<b>15:45</b>	<p>Legal Due Diligence <b>Zachary Sosah and Joseph Mash, Debevoise &amp; Plimpton</b></p> <ul style="list-style-type: none"><li>• What is legal due diligence trying to achieve?</li><li>• What is the lawyers role?</li><li>• How does it get used?</li></ul>
<b>16:15</b>	<p>Management Due Diligence <b>Bruce Douglas, Confidas People</b></p> <ul style="list-style-type: none"><li>• What is management due diligence?</li><li>• What are the different forms?</li><li>• How does it get used?</li><li>• How do management teams react?</li></ul>
<b>17:00</b>	<p>Recap and finish <b>Jon Andrew, Course Director</b></p>
<b>17:15 - 18:30</b>	Drinks Reception