

# Due Diligence - The Essential Guide

Course Agenda



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08:45	Registration and Breakfast
09:00	<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>
09:30	<b>Financial Due Diligence</b> <b>Shreyansh Sarawgee, 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. LTMs/trends</li></ul>
10:30	<b>Vendor Due Diligence</b> <b>Shreyansh Sarawgee, 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>
11:15	Break
11:30	<b>Operational (including IT/Tech) Due Diligence</b> <b>Jon Andrew, Course Director</b> <ul style="list-style-type: none"><li>• Integrate rigorous due diligence with the safe, ethical, and critical use of AI in private equity analysis.</li></ul>
13:00	Lunch
13:45	<b>Recap and case study presentation</b> <b>Jon Andrew, Course Director</b>

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14:00	<b>Cyber Due Diligence</b> <b>TBC,TBC</b> <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>
15:30	<b>Break</b>
15:45	<b>Legal Due Diligence</b> <b>Zachary Sosah and Joseph Mash, Debevoise &amp; Plimpton</b> <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>
16:15	<b>Management Due Diligence</b> <b>Bruce Douglas, Confidas People</b> <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>
17:00	<b>Recap and finish</b> <b>Jon Andrew, Course Director</b>
17:15 - 18:30	<b>Drinks Reception</b>