

Informa Connect

Academy



Professional Certificate in Due Diligence & Business Valuation

Learn the art of business valuation and how you can enhance shareholder value using new strategies and synergies

In partnership with

NASBA
National Association of State Boards of Accountancy

IFF | INTERNATIONAL
FACULTY OF FINANCE



Attend In-Person or Live Digital

Course Information

Course Overview

Even in tough times companies will continue to carry out Mergers and Acquisitions (M&As). However, today's difficult financial environment puts added pressure on companies (for their deals) to enhance shareholder value. Managers who are relying on new strategies will find themselves racing against the clock to prove that their value proposition is real and to satisfy the terms being enforced by lenders. In addition, the softer economic times will place more importance on faster implementation of revenue synergies and cost-reduction initiatives. Any deviations between actual results and the original forecasts will place increased scrutiny on a transaction's economics. What this means for acquirers is that achieving success in today's environment is both more important and more challenging. Since many companies have not historically been successful at creating shareholder value through M&As, management teams need to quickly focus on how to improve their M&A approach.

The good news, however, is that there are still some companies that have proven how to continually succeed with M&As. Many of these companies share certain organisational characteristics – ranging from how they operate to how their teams are structured. These commonalities suggest there are a few specific measures an organisation can adopt to greatly improve its results. We will examine the most meaningful differences between the successful M&A teams and the rest of the market and focus on understanding the practical side of these operational and organisational characteristics, so that any company can quickly implement these leading practices and increase its success rates.

Education Partner



Informa Connect is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit.



The International Faculty of Finance is one of the world's leading specialist financial training organisations. Providing participants in the global financial markets with intensive technical training programmes designed to help them succeed on the global stage. Established in 1991 we have grown our business internationally and now deliver services both in person and virtually globally.

About Your CPE Credits



- A maximum 24 of CPE credits can be earned in the fields of Auditing, Behavioral Ethics and Computer Software & App
- **Program level:** Intermediate
- **Instructional Delivery Method:** Group Live and Group Internet-Based
- **Course Prerequisite & Advanced Preparation:** Reading material will be sent prior to the course

Course Information

Who Should Attend

This course has been designed for those working within all finance, investment and legal departments as well as non-finance departments of medium to large corporates who are entrusted with the task of Due Diligence and/or Valuation, and wish to consolidate their knowledge to make intelligent and successful investment decisions and transactions to add value to their organisation.

Attendees who have benefitted from this course in the past have included Divisional Directors responsible for Finance, Strategy, Legal, Sales and Marketing, Operations, Human Resources, Information Technology, as well as the Executive Office.

Case Study

Throughout the course you will be given the opportunity to apply your newly learnt skills to a case study, giving you the confidence to apply these skills immediately upon your return to your workplace.

Due Diligence

A Due Diligence engagement describes the analysis of the legal, financial and/or commercial aspects of an entity, usually in connection with a proposed transaction that would result in a significant change in the ownership or capital structure of the target entity.

The objective of a Due Diligence engagement is to advise the Board of Directors how the risks and opportunities of a contemplated transaction should be dealt with in the negotiation or the integration phase. A Due Diligence report will address the dynamics of the business including: identifying deal breakers, critical success factors, key performance indicators,

industry trends, management and personnel issues, information on products, customers, competition, marketing, sales, research and distribution, environmental impact, taxation and ownership and legal issues. Therefore, a multidisciplinary team comprising all relevant functions must be involved in the performance of the Due Diligence.

The increasing popularity of auctions has changed the deal environment significantly in recent years. The competitive tension of an auction process can limit the amount of information that is available to acquirers before close. Higher premiums are being paid and whether you are a corporate buyer or a private equity house, a more professional deal approach is required; including the appropriate level of Due Diligence.

The process of gathering data, checking, investigating and verifying requires experience and judgment to know when, where and how to explore further to uncover what has not been disclosed. The course will introduce you to the tools, skills and knowledge to identify and verify worthwhile investment opportunities.

Business Valuation

Having identified a suitable opportunity, the question then arises of how to value the opportunity. Several methods of business valuation have been used over the years and often these are found to be less than reliable and therefore understanding the valuation concepts and at what stage in a business cycle to use the various methods is most critical.

The course will not only provide you with an overview of the alternative methods of business valuation but will also give you the skills to know which method to use when. You will learn to appreciate the valuation drivers and consider sensitivities in underlying assumptions. You will also learn to appreciate the importance of understanding cost of capital and how this impacts business valuation.

Course Information

On this Course You Will:

- Appraise the quality and reliability of information following an efficient process Identify and verify worthwhile investment opportunities
- Analyse the financial and commercial aspects of an entity
- Identify and overcome the most common Due Diligence pitfalls
- Learn how to perform Due Diligence to win
- Understand the concepts of business valuation and appreciate valuation drivers
- Appreciate the importance of understanding cost of capital and how this impacts valuation
- Explore new business strategies and synergies in the commercial, operational, HR or IT areas, in order to maximise business value from Mergers and Acquisitions (M&As)
- Learn the standards of business valuation and specific methods for investments in start-ups

Course Requirements And Certificates

Delegates must meet two criteria to be eligible for an Informa Certificate of Completion:

- **Satisfactory attendance** – Delegates must attend all sessions of the course. Delegates who miss more than 1 hour of the course sessions will not be eligible to sit the course assessment
- **Successful completion of the course assessment**

Delegates who do not meet these criteria will receive an Informa Certificate of Attendance. If delegates have not attended all sessions, the Certificate will clearly state the number of hours attended. The certificate provided will be in soft copy.

Key Takeaways

- Formats of useful presentation techniques
- Standard Due Diligence checklist to adapt to your opportunities
- Business valuation Excel model

Course Schedule

The course will commence at 9:30 on Day One and end at 16:30 GST (GMT+4). There will be short refreshment breaks and an hour long break at 12:45



Meet Your Course Director



Andrew Robinson
FCA, AMCT

Andrew is a Business and Financial Consultant currently working as an Independent Director and Audit Committee Member for five businesses and has been based in the United Arab Emirates since 1995. He is a qualified Chartered Accountant and Treasurer and has worked with public companies, multinationals, family firms and government organisations, throughout the Gulf Region.

He completed a career of auditing and business advisory services of over 30 years in the UK, North America and the Middle East until Andrew took early retirement from the partnership of KPMG in 2014. His experience covers a wide range of industries including trading, construction, oil and gas, media, financial services and transport. Transaction-related advisory projects successfully completed in the past four years have included:

- Due Diligence, valuation and negotiation of acquisition of a group of companies in the safety and marine business
- Due Diligence of a manufacturing company in Kuwait
- Business valuation of a printing company in the UAE
- Financial modelling to support a decision to acquire a trading business in Oman
- Sell-side advisory for a media business in the UAE
- Assisting an entrepreneur with the sale of an insurance business





Andrew Robinson

Andrew is a Business and Financial Consultant currently working as an Independent Director and Audit Committee Member for five businesses and has been based in the United Arab Emirates since 1995. He is a qualified Chartered Accountant and Treasurer and has worked with public companies, multinationals, family firms and government organisations, throughout the Gulf Region.

He completed a career of auditing and business advisory services of over 30 years in the UK, North America and the Middle East until Andrew took early retirement from the partnership of KPMG in 2014. His experience covers a wide range of industries including trading, construction, oil and gas, media, financial services and transport. Transaction-related advisory projects successfully completed in the past four years have included:

- Due Diligence, valuation and negotiation of acquisition of a group of companies in the safety and marine business
- Due Diligence of a manufacturing company in Kuwait
- Business valuation of a printing company in the UAE
- Financial modelling to support a decision to acquire a trading business in Oman
- Sell-side advisory for a media business in the UAE
- Assisting an entrepreneur with the sale of an insurance business

Course Outline

Mergers & Acquisitions (M&A)

- Definitions and overview of the M&A process
- Review of how the concept of M&A has evolved

An Introduction To The Terms Of Due Diligence And A Review Of How Due Diligence Has Evolved

- Due diligence in the financing, private equity and M&A markets of the 21 century
- How is Due Diligence measured?
- Roles of the parties
- Due Diligence during and after crisis

When Is Due Diligence Required?

- Acquisitions
- Investments
- Disposals
- Buying fixed assets
- Business planning
- Bank lending

The Phases Of Due Diligence

- Strategy – Engagement scoping I
- Initial value assessment – Understanding the target
- Data room – Pre-bid analysis
- Data analysis – Full access Due Diligence
- Completion – Sale and purchase agreements
- Post-transaction – Implementation

Discussion: Cultural and economic differences in the Gulf for Due Diligence

Real Life Case Studies: Group discussion on recent M&A activity and analysis of possible reasons why acquisitions were not successful.

This will include consideration of

- Microsoft's failed acquisition of Nokia
- The short-lived merger of Daimler and Chrysler
- Caterpillar's ill-fated entry into the Chinese market

Types Of Due Diligence

- Commercial
- Operational
- Financial
- Legal
- Environmental
- Projections
- Technologic
- Personnel

Due Diligence Case Study: You will be guided through a practical case study of the Due Diligence process

Due Diligence Checklists: You will review the standard checklists and appreciate when these are relevant

Exercise: Due Diligence priorities in a private company acquisition in the Gulf

Course Outline

Sell-Side Due Diligence And Rooms

- Explore the benefits of performing sell-side
- Due Diligence Learn
- how to manage a data room
- Manage the benefits to the buyer and seller

Business Valuations

Difference between value and price

Valuation Methods

- Overview of the different methods of business valuation
- Focus on Discounted Cash Flows (DCF) and Earnings Multiples, and introduction of other methods
- How to know which method you should use?
- Explanation of the process of doing valuation
- Tips on extracting maximum value
- New methods of valuation being used for investments in start-up businesses

Underlying Data

- Examples of adjustments required to the reported results when doing a business valuation
- Establishing reliable forecasts
- Understanding cost of capital and the risk profile

Business Valuation Case Study: You will be guided through a practical case study of the valuation process



Professional Certificate in Due Diligence & Business Valuation

APPLY
NOW

Attend In-Person	Attend Live Digital
US\$ 5,445	US\$ 2,740

Pricing excludes 5% VAT, charged where applicable.

[To Register Click Here](#)

For Special Offers And Discounts:

Call: +971 55 176 0524
Email: MEenquiries@informa.com
Visit Website: www.informa-mea.com/training/special-offers

Want To Run This Course In-Company?

Call: +971 4 407 2624
Email: cts@informa.com

ABOUT INFORMA CONNECT ACADEMY

Informa Connect
Academy

Informa Connect Academy is a premier provider of global education and training solutions that caters to a diverse range of professionals, industries, and educational partners. We are dedicated to promoting lifelong learning and are committed to offering learners expert guidance, training, and resources to help them stay competitive in a rapidly changing world.

Our comprehensive range of courses and programmes are tailored to meet the needs of all professionals, from aspiring specialists to seasoned experts. We partner with elite academic organisations and industry leaders with unmatched expertise in their respective fields to deliver an exceptional learning experience.

ABOUT PRICING AND DOCUMENTATION

Pricing excludes 5% VAT, charged where applicable.

Course fees include documentation, luncheon and refreshments for in-person learners. Delegates who attend all sessions and successfully complete the assessment, will receive a Informa Certificate and any applicable partner certificates. A hard copy will be provided to in-person learners and a soft-copy will be provided to virtual learners.

AVOID VISA DELAYS – BOOK NOW

Delegates requiring visas should contact the hotel they wish to stay at directly, as soon as possible.

Visas for non-GCC nationals may take several weeks to process.

REGISTRATION, PAYMENTS AND CANCELLATION

All registrations are subject to our terms and conditions which are available at www.informa-mea.com/terms. Please read them as they include important information. By submitting your registration, you agree to be bound by the terms and conditions in full. All registrations are subject to acceptance by Informa Connect which will be confirmed to you in writing.

A confirmation letter and invoice will be sent upon receipt of your registration. Please note that full payment must be received prior to the course. Only those delegates whose fees have been paid in full will be admitted to the course.

For full cancellation details, please visit <https://informaconnect.com/terms-of-use/>

All cancellations must be sent by email to register-mea@informa.com marked for the attention of Customer Services Cancellation. Due to unforeseen circumstances, Informa Connect reserves the right to cancel the course, change the programme, alter the venue, speaker or topics. For full details, please visit www.informaconnect.com

MC/SM | FINANCE

© Copyright Informa Middle East Ltd

Informa Connect
Academy

If you have any questions about the course
or applying, please contact us on:



www.informacconnect.com/academy



register-mea@informa.com



+971 4 408 2894

APPLY
NOW