

**OVERVIEW**

- Review all the key steps and aspects of a due diligence exercise
- Use best practices to maximise the usefulness of your due diligence
- Make sure that your company does not over-pay for a target

The focus will be on due diligence of acquisition targets or joint venture partners in the Asia-Pacific region with an emphasis on the major South-East Asian countries and China.

**KEY BENEFITS**

For you

- Understand the key steps of a due diligence process
- Learn the latest and best practices for successful due diligence
- Review examples relevant to the regional context

For your company

- Perform thorough due diligence to capture the risks and rewards of a potential acquisition or joint venture
- Use an effective and pragmatic framework for carrying out successful due diligence
- Find all the necessary information to properly assess the value of a target company

**WHO SHOULD ATTEND**

Executives and managers who are considering growing their business through acquisitions and anybody that will lead or participate in a due diligence exercise. Good general business skills are required, though no prior experience of M&A is necessary.

**INSTRUCTOR**

Jacques Pickering is the Executive Director of Pickering Pacific. He has worked on more than 50 M&A transactions on all continents. Jacques is a frequent speaker at M&A conferences in the region. He holds an MBA from IMD in Lausanne and two Masters in Law from the Sorbonne in Paris.

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**COURSE OUTLINE**

8:45	Registration
9:00	SEMINAR INTRODUCTION
9:15	<b>THE DUE DILIGENCE PROCESS</b> ↳ Assembling the right due diligence team ↳ Preparing the due diligence tools ↳ Performing the due diligence: enabling the due diligence team to create value ↳ Using the results of the due diligence to successfully perform the remaining steps of the transaction ↳ Valuation and due diligence
10:45	Tea Break
11:00	<b>CASE STUDY</b> ↳ M&A Corporation
12:15	Lunch Break
13:30	<b>DETAILED CONTENTS OF THE DUE DILIGENCE PROCESS</b> ↳ Performing a thorough due diligence: the checklist of due diligence topics ↳ Going beyond the best practices of your function: an integrated view of the due diligence exercise ↳ The key to creating value: business due diligence and synergy validation
15:00	Tea Break
15:30	<b>CASE STUDY</b> ↳ M&A Corporation (continued)
16:30	<b>CONCLUSION</b> ↳ Key aspects of successful due diligence ↳ Final Question & Answer Session
17:00	End of seminar