

MIA WEBINAR SERIES

# Financial Due Diligence

Due diligence procedures enable companies to gain necessary knowledge to empower their business decisions. Financial due diligence includes an analysis and review of the target company's financial statements, tax returns, accounting policies, and financial trends. It serves as the starting point for the due diligence process.

The financial due diligence possesses the characteristic of verifiability. From conducting thorough financial due diligence activities to the final transaction accomplishment and post-acquisition integration, the due diligence process undergoes examination and appraisal. Therefore, a financial due diligence engagement is really a challenge to the professional competency of the accounting or consulting firm.



4 & 5 October 2023 (Wednesday & Thursday), 9.00 am – 5.00 pm

## OBJECTIVES

This programme seeks to help you:

- Gain an overall perspective of the financial due diligence process
- Understand common critical areas in executing financial due diligence process
- Know the requirements prescribed in the Securities Commission's Guidelines on Due Diligence Conduct
- Establish a framework for reporting on the financial due diligence exercise

## METHODOLOGY

A highly interactive learning session with trainer/speaker-led facilitation, live Q&As, quick polls/surveys, self-assessment quizzes and participant's feedback on learning outcome achievement.

## WHO SHOULD ATTEND

- Auditors
- Accountants
- Finance Managers
- Financial & Business Consultants
- Investment Analysts

## TRAINER/SPEAKER

### MONNIE GOH

CIA (USA), ICAEW(UK), FCCA(UK), ACFE, CA(M), CMIIA, CPA(Aust)

Monnie is in risk management assessment and implementation of IFRS projects for banks in Malaysia. She was previously a Director with Baker Tilly Monteiro Heng, managing a portfolio of clients with diversified operations. Her career experience includes over 10 years in risk management, internal and external audit, 8 years with PricewaterhouseCoopers, and was also Head of Internal Audit Department for a group of overseas-listed MNCs.

She has carried out special assignments for due diligence audits for major M&As, IPOs, financial due diligence, corporate exercises and investigative audits. Monnie is a Certified Internal Auditor (CIA), a member of IIA Malaysia, and regularly conducts seminars and talks for MICPA and ACCA in Malaysia and Vietnam.

# Financial Due Diligence

**DUE DILLIGENCE REPORT**

## PROGRAMME OUTLINE

### DAY 1

8.30 am – 9.00 am	Participants login to join the webinar
9.00 am – 10.30 am	<b>SESSION 1</b> <ul style="list-style-type: none"> <li>• Concept of Due Diligence and its Main Objectives               <ul style="list-style-type: none"> <li>&gt; Purpose and types of due diligence exercises</li> <li>&gt; Gather information on key acquisition activities</li> <li>&gt; Enable effective due diligence outcomes</li> <li>&gt; Typical due diligence issues</li> </ul> </li> </ul>
10.30 am – 12.00 pm	<b>SESSION 2</b> <ul style="list-style-type: none"> <li>• Key Elements in Approaching and Performing the Exercise               <ul style="list-style-type: none"> <li>&gt; Illustrative functional responsibilities                   <ul style="list-style-type: none"> <li>– Preliminary due diligence</li> <li>– Detailed due diligence</li> <li>– Deal closing</li> </ul> </li> </ul> </li> </ul>
12.00 pm – 1.00 pm	Break
1.00 pm – 3.00 pm	<b>SESSION 3</b> <ul style="list-style-type: none"> <li>• Financial Diligence Focus Area (includes key approach, documentation &amp; work to be done)               <ul style="list-style-type: none"> <li>&gt; Investigate valuation considerations</li> <li>&gt; Analyse technical application of GAAP</li> <li>&gt; Understand business, operations and the balance sheet</li> <li>&gt; Deep dive: Quality of earnings                   <ul style="list-style-type: none"> <li>– Purposes of quality of earnings analysis</li> <li>– Normalisation example</li> <li>– Other quality of earnings considerations</li> </ul> </li> </ul> </li> </ul>
3.00 pm – 5.00 pm	<b>SESSION 4</b> <ul style="list-style-type: none"> <li>• Financial Diligence Focus Area (includes key approach, documentation &amp; work to be done) <i>(continued)</i> <ul style="list-style-type: none"> <li>&gt; Working capital and cash flow considerations                   <ul style="list-style-type: none"> <li>– Working capital due diligence (including working capital management, seasonality and peak-through analysis)</li> <li>– Net working capital example</li> <li>– Net debt example</li> </ul> </li> <li>&gt; Other purchase agreement considerations</li> </ul> </li> </ul>
5.00 pm	End of Day 1

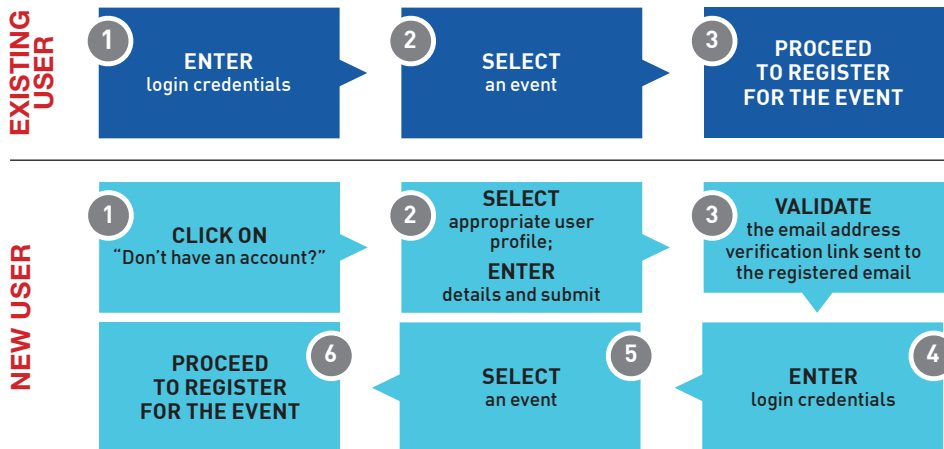
### DAY 2

8.30 am – 9.00 am	Participants login to join the webinar
9.00 am – 10.30 am	<b>SESSION 1</b> <ul style="list-style-type: none"> <li>• Financial Diligence Focus Area (includes key approach, documentation &amp; work to be done) <i>(continued)</i> <ul style="list-style-type: none"> <li>&gt; Non-operating cash flows overview                   <ul style="list-style-type: none"> <li>– Purpose of analysis</li> <li>– Non-operating items commonly identified in the diligence process</li> </ul> </li> <li>&gt; Tax: Due diligence, structuring, and planning</li> </ul> </li> </ul>
10.30 am – 12.00 pm	<b>SESSION 2</b> <ul style="list-style-type: none"> <li>• Financial Diligence Focus Area (includes key approach, documentation &amp; work to be done) <i>(continued)</i> <ul style="list-style-type: none"> <li>&gt; Buyer's diligence focus areas: Financial and tax</li> <li>&gt; Key questions effective seller diligence can address</li> <li>&gt; Frequent concerns</li> </ul> </li> </ul>
12.00 pm – 1.00 pm	Break
1.00 pm – 3.00 pm	<b>SESSION 3</b> <ul style="list-style-type: none"> <li>• Key Areas and Concerns               <ul style="list-style-type: none"> <li>&gt; Organisation</li> <li>&gt; Strategy</li> <li>&gt; Processes and controls</li> <li>&gt; Vendors and contracts</li> <li>&gt; Projects</li> <li>&gt; Spending</li> <li>&gt; Applications</li> <li>&gt; Infrastructures</li> </ul> </li> </ul>
3.00 pm – 5.00 pm	<b>SESSION 4</b> <ul style="list-style-type: none"> <li>• Financial Due Diligence Report and Checklist               <ul style="list-style-type: none"> <li>&gt; Format and content</li> <li>&gt; Drafting the Executive Summary and key findings</li> <li>&gt; Incorporate financial analysis for financial statements</li> <li>&gt; Appendices to the report</li> <li>&gt; Disclaimer notes</li> <li>&gt; Due Diligence Checklist                   <ul style="list-style-type: none"> <li>– Key consideration</li> <li>– Sample of Due Diligence Checklist</li> </ul> </li> </ul> </li> </ul>
5.00 pm	End of Webinar

NOTE: The order of topics to be covered may be revised at the trainer/speaker's discretion.

**REGISTRATION PROCESS**

- To view more events and download the full brochure, please visit: [pd.mia.org.my](http://pd.mia.org.my)
- Search and select the event
- Click 'Register' to experience the new system by continuing with the respective steps below:



For any assistance, please call (8.45am-5.30pm, Monday-Friday)  
**MIA Help Desk @ 603-2722 9000**

**TERMS & CONDITIONS FOR WEBINARS****WEBINAR FEE**

- Fee is payable to MALAYSIAN INSTITUTE OF ACCOUNTANTS
- For selected webinars, the fee includes e-materials.
  - Individual Registration:** Full payment shall be made at the point of online registration.
  - Corporate Registration:** Full payment shall be made within thirty (30) days from the date of the Invoice or 1 day before the webinar, whichever earlier.
- Access to join the webinar shall be granted only upon full payment as per the above requirement.

**WEBINAR ACCESS LINK**

- The Access Link will be emailed at least 24-hours before the commencement of the webinar.
- The Access Link is unique and should not be forwarded/shared with others.

**PAYMENT MODE**

- Payment must be made through the **electronic channels i.e. online payment via the MIA member service portal and electronic fund transfer (EFT).**
- Payment by **cash and cheque is NOT ACCEPTABLE** effective from 1 January 2022.

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  - To provide required information and/or documents after completion of event for the purpose of HRDC Claim within 7 working days upon receipt of MIA's notification.

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- For written cancellation received less than seven (7) days from the date of the webinar, an administrative charge of 20% of the registration fee will be imposed. Unpaid registrations will also be liable for a 20% administrative charge.
- No refunds will be made for written cancellations received on the day of the webinar or for participants who failed to join the webinar. Unpaid registrations will also be liable for full payment of the registration fee.
- Replacing registered participants is not allowed.
- Paid registration that is cancelled can opt to transfer the paid amount to future event(s) after deducting any applicable administrative charges.
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**PARTICIPANT'S CLASSIFICATION AND INFORMATION**

Category: Corporate/Individual

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- The information on Corporate/Individual provided shall be deemed true and correct. No alteration will be allowed upon registration.

**METHODOLOGY, CERTIFICATE OF ATTENDANCE AND CPE CREDIT HOURS**

- Live Q&As, quick polls/surveys will be carried out throughout the webinar.
- For selected webinars, pre and/or post course materials will be shared with participants.
- Self-assessment quizzes at the beginning as well as at end of the webinar will be given to enable participants to self-evaluate themselves on their learning performance and level of understanding of the programme content.
- Participants will be issued with an e-certificate of attendance and awarded CPE credit hours upon strict compliance of the following terms:**
  - Remain logged in at least 80% of the time allocated for the webinar,**
  - Submit the post-course evaluation on learning outcome within 3 days after the completion of the webinar (late submission of the post-course evaluation will not be entertained).**
- CPE credit hours will be credited into the MIA Member Services Portal within 14 days of the webinar for participants who have complied with all terms and conditions stipulated herein.
- Listening to pre-recorded webinar and/or reading from past webinar e-material shall not qualify as structured CPE credit hours.

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**WEBINAR FEES**

Member/Member Firm	RM 700
Non-member	RM 1,000

*\* This discounted fee (reduced from standard fee of RM800 to RM700) is offered exclusively to MIA Members/Member Firms as part of the Institute's special efforts in supporting members on their CPE.*

*Preferred Payment: Pay with MIA-CIMB Affinity Credit Card.*

**WEBINAR DETAILS & REGISTRATION**

4 & 5 October 2023 (Wednesday & Thursday)

Session 1	: 9.00 am – 10.30 am
Session 2	: 10.30 am – 12.00 pm
Session 3	: 1.00 pm – 3.00 pm
Session 4	: 3.00 pm – 5.00 pm

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