

Programme Continues...

| TIME | Day 1 |
|-------------|--|
| 0830 - 0900 | Registration <ul style="list-style-type: none"> • Welcome Remarks • Introduction of Participants • Programme Overview |
| 0900 - 1000 | Definition of Due Diligence as a concept Basics of technical due diligence |
| 1000 - 1030 | Refreshment and Networking Break |
| 1030 - 1130 | Business Case for Due Diligence as a concept |
| 1130 - 1230 | Financial Due Diligence |
| 1230 - 1300 | Financial Due Diligence |
| 1300 - 1400 | LUNCH |
| 1400 - 1500 | Financial Due Diligence |
| 1500 - 1515 | Refreshment and Networking Break |
| 1515 - 1630 | Financial Due Diligence |
| | Day 2 |
| 0830 - 0900 | Recap Human Resources Due Diligence |
| 0900 - 1000 | Human Resources Due Diligence |
| 1000 - 1030 | Refreshment and Networking Break |
| 1030 - 1130 | Human Resources Due Diligence |
| 1130 - 1230 | Human Resources Due Diligence |
| 1230 - 1300 | Learning Cues |
| 1300 - 1400 | LUNCH |
| 1400 - 1500 | Information, Communication and Technology Due Diligence |
| 1500 - 1515 | Refreshment and Networking Break |
| 1515 - 1630 | Information, Communication and Technology Due Diligence |
| | Day 3 |
| 0830 - 0900 | Recap Information, Communication and Technology Due Diligence |
| 0900 - 1000 | Environmental Due Diligence |
| 1000 - 1030 | Refreshment and Networking Break |
| 1030 - 1130 | Environmental Due Diligence |
| 1130 - 1230 | Legal Due Diligence |
| 1230 - 1300 | Reflections |
| 1300 - 1400 | LUNCH |
| 1400 - 1500 | Legal Due Diligence |
| 1500 - 1515 | Refreshment and Networking Break |
| 1515 - 1630 | Market Due Diligence |
| | Day 4 |
| 0830 - 0900 | Recap Market Due Diligence |
| 0900 - 1000 | Market Due Diligence |
| 1000 - 1030 | Refreshment and Networking Break |
| 1030 - 1130 | Market Due Diligence |
| 1130 - 1230 | Market Due Diligence |
| 1230 - 1300 | Closing Remarks |
| 1300 - 1400 | LUNCH |



the dti

Department:
Trade and Industry
REPUBLIC OF SOUTH AFRICA



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Due Diligence

for Department of Trade & Industry



*Building Partnerships for Economic
Growth & Development*

13th - 16th February 2018

DTI Offices

Pretoria, **SOUTH AFRICA**

Objectives

The aim of the programme is to enhance participants with skills on how to conduct a due diligence in accordance with the requirements of the Development Finance Institution; and prepare a business plan and finance application to Development Finance Institution requirements. The workshop will be conducted on an interactive basis, using practical examples, presentations and case studies.

Scope

The programme will cover the following areas:

Due Diligence Overview

- Main elements of due diligence;
- Aligning priorities to main risks;
- Focus on the future not the past;
- Team leader, team composition and control.
- Basics of technical due diligence

Commercial Due Diligence

- Purpose and elements of commercial due diligence:
- Market growth and developments;
- Competitors;
- Management team;
- Published and unpublished infor-

- Accessing unpublished information.

Financial Due Diligence

- The past versus the future;
- An integrated financial due diligence model;
- Getting back to cash and books of record;
- Financial analysis of forward projections;
- Tax and pensions.

Human Resources Due Diligence

- Understanding the regulatory environment (international context);
- Pay and benefits;
- Industrial relations.

Cultural Due Diligence

- What is culture and how do we evaluate it?
- Assessing cultural risks.
- Other Due Diligence Elements
- Legal due diligence;
- IT due diligence;
- Environmental due diligence.

The International Perspective

- Added complexity and risk of foreign country deals;
- Complexity of multi-country acquisitions;

Due Diligence Inputs to Integration and Valuation

- Reflecting due diligence findings in valuation models;

- Impact of due diligence findings on projected deal returns;
- Collecting information necessary for assessing integration risks.

Reporting Due Diligence Findings

- A structured due diligence report;
- the politics of negative findings, issue of being objective and their reporting.

Facilitator

Mr. Siyanga Malumo has over 36 years of Project Finance Experience (mostly Infrastructure) and Capacity Building experience in Africa, Europe and North America. He is experienced in structuring, packaging and raising funds for Infrastructure Projects in Africa (for Governments, Parastatals, Private Sector, PPPs) using Corporate and Project Finance approaches. He is an expert in the area of Risk Management, Project Finance, Investment Appraisal, Due Diligence.

Mr. Malumo is presently Chairman of Africana Finance and Investments, where he is responsible for leading Project Structuring to ensure Financial Close, successful Project Implementation, development of Business Strategy, identification of Investment Opportunities, Project Appraisal/Evaluation, Investment Decision, Re-source Mobilisation (Debt/Equity) and Capacity Building.