QUEST
Professional Center

PROFESSIONAL TRAINING COURSE

Course No. 1492

Financial Due Diligence & Business Analysis Training Course

FINANCIAL MODELLING, VALUATION & BUSINESS ANALYSIS
FINANCE, INVESTMENT & BANKING

DURATION
5 Days

DELIVERY
Classroom

Course Overview

The Financial Due Diligence & Business Analysis Training Course provides a structured and practical framework for assessing the financial condition, operational performance, business quality, and underlying risks of companies and investment opportunities. The course is designed to help finance professionals, investors, managers, and decision makers move beyond reported financial results and develop a deeper understanding of the financial drivers, assumptions, risks, and opportunities that influence business value.

Participants will examine the key components of financial due diligence, including historical financial analysis, quality of earnings, revenue and cost analysis, working capital, cash flow, debt and liabilities, financial projections, and management assumptions. The program emphasizes the importance of identifying sustainable versus non-recurring performance and assessing whether reported financial results provide a reliable basis for investment, financing, acquisition, restructuring, or strategic decisions.

The course also integrates business analysis with financial due diligence by examining business models, operating drivers, competitive positioning, customer and supplier concentration, market conditions, operational dependencies, and key commercial risks. Participants will learn how to connect financial findings with operational realities and assess whether business performance is supported by sustainable underlying activities.

Through practical financial analysis, case studies, transaction scenarios, analytical exercises, and due diligence workshops, participants will develop the ability to identify financial red flags, challenge assumptions, assess risks, and prepare decision-oriented due diligence findings. The program supports organizations seeking stronger investment decisions, improved transaction assessment, more effective risk management, and greater confidence in evaluating businesses and financial opportunities.

Objectives

- Analyze historical financial statements and identify significant trends, movements, and performance drivers during the first stage of the course.
- Evaluate the quality and sustainability of reported earnings by distinguishing recurring, non-recurring, exceptional, and potentially adjusted items through practical case analysis.

- Assess revenue performance, customer concentration, pricing factors, cost structures, margins, and profitability to determine the underlying quality of business performance.
- Apply working capital and cash flow analysis techniques to identify liquidity requirements, cash conversion issues, and potential financial risks.
- Evaluate debt, financial obligations, contingent liabilities, and balance sheet exposures to determine their potential impact on financial stability.
- Develop a structured approach for reviewing management forecasts, financial assumptions, budgets, and business plans by the end of the course.
- Assess business models, operational drivers, market conditions, customer relationships, supplier dependencies, and competitive factors that influence financial performance.
- Identify financial, operational, commercial, and accounting red flags and evaluate their potential implications for investment or strategic decisions.
- Design a comprehensive financial due diligence framework covering financial performance, earnings quality, working capital, cash flow, debt, and business risks.
- Develop a decision-oriented due diligence report that summarizes key findings, risks, opportunities, adjustments, and recommended actions during the final workshop.

Who Should Attend

The Financial Due Diligence & Business Analysis Training Course is designed for financial analysts, investment professionals, corporate finance specialists, accountants, auditors, management accountants, business analysts, valuation professionals, transaction advisory professionals, and professionals involved in mergers, acquisitions, investments, financing, restructuring, or strategic planning. It is also relevant to professionals responsible for assessing companies, projects, business units, investment opportunities, or financial transactions.

The course is suitable for finance managers, investment managers, corporate development managers, financial controllers, transaction managers, risk managers, internal audit professionals, strategy managers, commercial managers, and senior financial analysts. It is also valuable for executives, investment committee members, chief financial officers, business unit leaders, and senior decision makers in government entities, ministries, public-sector organizations, banks, financial institutions, oil and gas organizations, investment companies, and large corporations who need to evaluate financial and business information before making significant strategic or financial decisions.

Learning Outcomes

- Analyze financial statements and identify the key financial and operational drivers behind reported business performance.
- Evaluate the sustainability and quality of earnings by identifying recurring and non-recurring revenue, costs, and adjustments.
- Assess revenue quality, customer concentration, pricing structures, margins, and cost behavior to identify potential financial risks.
- Analyze working capital requirements and cash conversion to evaluate the quality of cash generation and liquidity.
- Assess debt structures, financial obligations, contingent liabilities, and balance sheet exposures that may influence business value and financial stability.
- Evaluate financial forecasts and management assumptions by testing their consistency with historical performance and underlying business drivers.
- Analyze business models and operating performance to determine whether financial results are supported by sustainable commercial activities.
- Identify financial and operational red flags and assess their potential implications for investment, financing, acquisition, or strategic decisions.
- Integrate financial and business analysis into a structured due diligence assessment covering key risks, opportunities, and areas requiring further investigation.
- Prepare a professional financial due diligence report that communicates findings, adjustments, risks, and recommendations clearly to management and decision makers.

Course Outline

DAY 01

Foundations of Financial Due Diligence and Business Analysis

- Purpose, scope, and objectives of financial due diligence
- Financial due diligence versus financial reporting, audit, valuation, and business analysis
- Understanding the business model and key value drivers
- Review of historical financial statements and financial information
- Identifying financial trends, unusual movements, and performance indicators
- Establishing the due diligence information request and analytical framework

DAY 01 — CONTINUED

> **PRACTICAL APPLICATION**
> Developing an initial due diligence assessment for a selected business

DAY 02

Earnings Quality, Revenue and Profitability Analysis

- Understanding quality of earnings and sustainable business performance
- Recurring versus non-recurring revenue, costs, and exceptional items
- Revenue recognition considerations and revenue quality assessment
- Customer concentration, pricing, volume, and product or service mix
- Cost structure analysis and fixed versus variable costs
- Gross margin, operating margin, and profitability analysis
- Identifying earnings adjustments and potential areas of financial concern

> **PRACTICAL APPLICATION**
> Performing a quality of earnings assessment using a business case

DAY 03

Working Capital, Cash Flow, Debt and Balance Sheet Analysis

- Working capital structure and operating cycle analysis
- Receivables, inventory, payables, and working capital normalization
- Cash conversion and operating cash flow analysis
- Capital expenditure and cash flow requirements
- Debt structure, financing arrangements, interest obligations, and repayment profiles
- Balance sheet exposures, provisions, commitments, and contingent liabilities
- Identifying liquidity risks and potential financial adjustments

> **PRACTICAL APPLICATION**
> Analyzing working capital, cash flow, debt, and balance sheet risks

DAY 04

Business Performance, Forecasts and Risk Assessment

- Business model analysis and operational performance drivers
- Market conditions, competitive positioning, and industry factors
- Customer, supplier, contract, and operational concentration risks
- Management forecasts, budgets, and business plan assumptions
- Testing financial projections against historical performance and operating drivers
- Scenario analysis and sensitivity assessment
- Financial, operational, commercial, and strategic risk identification

PRACTICAL APPLICATION

Challenging management assumptions and developing alternative scenarios

DAY 05

Due Diligence Findings, Decision Support and Reporting

- Integrating financial and business analysis into a comprehensive assessment
- Identifying critical findings, red flags, risks, opportunities, and required adjustments
- Assessing the financial implications of due diligence findings
- Prioritizing issues according to materiality, impact, and decision relevance
- Preparing management-level financial due diligence reports
- Communicating findings to investment committees, executives, and decision makers
- Developing recommendations and follow-up investigation requirements

FINAL WORKSHOP

Preparing and presenting a complete financial due diligence assessment and business analysis report

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Register or Request More Information

Course page: https://quest-training.com/courses/financial-due-diligence-business-analysis-training-course
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