# Advanced Financial Due Diligence and Deal Valuation Training Course

11 – 15 October 2027
Athens

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**Ref:** 1126_183157 **Date:** 11 – 15 October 2027 **Location:** Athens **Fees:** 6700 Euro

## Overview

Advanced Financial Due Diligence and Deal Valuation Training Course is a one-week course for transaction finance professionals who leave with a Governed Due Diligence and Valuation Report. Participants connect transaction scope, quality of earnings, normalized EBITDA, working capital and net debt analysis with DCF valuation, comparable-company multiples and deal risk assessment. The course turns fragmented data-room evidence into traceable valuation adjustments and decision conclusions. Agile Leaders Training Center develops financial due diligence and deal valuation practice.

## Who Should Attend

- Teams responsible for defining transaction review scope and information requests
- Teams responsible for testing earnings, cash flow and balance-sheet quality
- Teams responsible for assessing working capital and net debt positions
- Teams responsible for building and challenging transaction valuations
- Teams responsible for presenting deal risks and financial conclusions

The course assumes participants already analyze financial statements and business forecasts, and it leaves out introductory accounting, legal due diligence and general investment theory.

## Departments and Industries

The course supports departments and industries that assess acquisitions, investments and transaction value.

- Corporate finance, transaction advisory and investment teams
- Financial planning, controllership and strategic finance
- Banking, insurance and professional services
- Manufacturing, logistics and energy groups
- Technology, telecommunications and healthcare organizations

## Learning Objectives

By the end of this course, participants will be able to:

- Build a risk-based transaction scope and data request
- Analyze earnings quality, cash conversion and forecast evidence
- Diagnose working capital and net debt adjustments
- Apply DCF and market-multiple valuation methods
- Evaluate sensitivities, deal risks and value implications
- Build a governed diligence and valuation report

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## Course Agenda

## Day 1: Transaction Scope and Evidence

- Transaction Objective and Decision Criteria Map
- Risk-Based Financial Due Diligence Scope
- Data Room Request and Evidence Tracker
- Materiality and Issue Prioritization Matrix
- Management Question and Follow-Up Log

## Day 2: Earnings and Cash Quality

- Reported-to-Normalized EBITDA Bridge
- Recurring and One-Off Item Classification
- Revenue and Margin Sustainability Analysis
- Cash Conversion and Accrual Quality Review
- Forecast Assumption Challenge Register

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## Day 3: Working Capital and Net Debt

- Normalized Working Capital Benchmark Schedule
- Seasonality and Cut-Off Adjustment Analysis
- Debt-Like and Cash-Like Item Matrix
- Net Debt Reconciliation Schedule
- Completion Accounts and Locked-Box Comparison

## Day 4: Valuation and Deal Risk

- IVS Scope of Work and Basis of Value
- Discounted Cash Flow Valuation Model
- Comparable-Company and Transaction Multiples
- Valuation Sensitivity and Scenario Matrix
- Deal Risk and Value Adjustment Register

## Day 5: Due Diligence and Valuation Practice

- Exercise: Frame a Transaction Review Scope
- Exercise: Build a Normalized EBITDA Bridge
- Exercise: Reconcile Working Capital and Net Debt
- Exercise: Compare DCF and Multiple Valuations
- Capstone Exercise: Governed Due Diligence and Valuation Report

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## Practical Exercises

The course uses suggested activities to connect transaction evidence with valuation decisions.

- Suggested activity: normalize earnings for a services acquisition using recurring and one-off evidence
- Suggested activity: calculate working capital and net debt adjustments for a manufacturing transaction
- Suggested activity: challenge a technology forecast through cash flow, scenario and sensitivity evidence
- Suggested activity: reconcile DCF and market-multiple conclusions with identified deal risks

## FAQs

### Who suits financial due diligence and deal valuation training, and what does it assume?

Transaction advisory, corporate finance, investment and controllership teams suit the training. It assumes regular analysis of financial statements, cash flows and forecasts.

### How does financial due diligence and deal valuation differ from general business valuation?

Financial due diligence and deal valuation links transaction evidence, earnings normalization, working capital, net debt and deal risks directly to value; general business valuation can estimate value without a transaction-specific diligence review.

### What does a quality of earnings review test in financial due diligence?

A quality of earnings review tests whether reported results reflect recurring operations, sustainable margins, appropriate accounting treatment and cash-generating performance, then records supported normalization adjustments.

### How do working capital and net debt affect deal valuation?

Working capital and net debt affect deal valuation through agreed normalization, debt-like and cash-like classifications, completion mechanisms and adjustments between enterprise value and equity value.

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## What belongs in a governed due diligence and valuation report?

A governed report contains scope, evidence references, earnings adjustments, working capital and net debt schedules, forecast challenges, valuation methods, sensitivities, deal risks, value implications and review sign-offs.

## Conclusion

Participants take back a Governed Due Diligence and Valuation Report containing the review scope, evidence log, earnings bridge, working capital and net debt schedules, valuation models, sensitivities and risk conclusions. It changes disconnected transaction findings into traceable value implications. Teams can use it to challenge assumptions, reconcile methods and document acquisition or investment decisions.