

Financial Due Diligence

"Develop profitable deals through enhanced financial due diligence"



SIDC CPE Approved (10 CPE Points)



HRDF Claimable (SBL Scheme)

15 – 17 April 2026

The Ritz-Carlton Kuala Lumpur, Malaysia

INTRODUCTION

The workshop focuses on the community of financial professionals; both traditional & non-traditional. It has both an internal & external focus. It answers some of the most important questions about financial due diligence while addressing some of the more complex issues facing financial professionals today.

- How do we define financial due diligence?
- What should it include?
- What are the "Best Practices" today?

This seminar will facilitate your understanding of the financial due diligence process, its benefits, processes & limitations.

WHO SHOULD ATTEND

- Bankers
- Non-Bank Lenders
- Asset-Based Lenders
- Equity Investors
- Appraisers
- Insurers
- Lawyers
- Directors
- Venture Capitalists
- Investment Bankers
- Finance/Corporate Finance
- Investment
- Capital Market
- Project Finance/Management
- Strategic Planning
- Business Development
- Mergers & Acquisition

ORGANIZATIONAL IMPACT

- Set expectations for the firm to follow "best practices" in the due diligence process
- Provides an opportunity to learn through real-world situations to be used in the work place immediately
- Enhances organizational results by developing and using the common approved practices
- Creates framework to avoid subsequent financial surprises

PERSONAL IMPACT

- Everyone is on the same page in the due diligence process
- Each individual has the confidence to make the right decisions
- Know the impact of your decisions
- Ability to take theory into practice in your firm immediately for improved results
- Finally have the answers to those questions you have always had

TRAINING OBJECTIVES / KEY BENEFITS

- What exactly is "financial due diligence"?
- When should you use an outsider versus doing it yourself?
- What are the best methods to "trust, but verify"?
- What choices are available when you find something wrong?
- Perspectives of: Banker, Asset-based lender, Equity investor, Appraiser, Insurer, Lawyer, Director
- Public vs. Private - what are the differences?

Daniel Feiman (MBA, CMC®)

Expert Trainer



Consultant, Trainer, Author, Reviewer

Daniel Feiman, MBA, CMC® is the Founder and Managing Director of Build It Backwards, a consulting & training firm based in Redondo Beach, CA. He consults in three areas: Strategy: Planning & Implementation; Finance: Modeling & Analysis; Leadership: Executive Development & Coaching. Mr. Feiman is an internationally recognized leader and experienced working with firms such as ADNOC (United Arab Emirates), American Management Association (AMA); Apple, ARAMCO (Saudi Arabia), California Institute of International Business & Economics, Credit Suisse, Hilton Hotels, Institute for Supply Management (ISM), Mattel, PEMEX (México), PDO, (Oman), Promigas (Colombia) Reliance (India), TRW, UEM(Malaysia)& the University of Manchester (UK) among others.

Program Timings

The program will commence at 9.00 a.m. each day and continue until 5.00 p.m.

Organised By

Traxius Global Sdn Bhd
(1125473-D)



TRAINING METHODOLOGY

The seminar will be conducted along workshop principles with formal presentations, case studies and interactive worked examples. Relevant case studies will be provided to illustrate the application of each tool in a real world environment. Each learning point will be reinforced. outcome of the major case study.

DAY ONE | 15 April 2026 | Wednesday

Financial Due Diligence

- Introduction
- Objectives of Financial Due Diligence
- The Importance & Purpose of Financial Due Diligence
- Fundamental Principles of Financial Due Diligence
- The Operational Nature & Characteristics of Financial Due Diligence
- The differences between financial due diligence and the auditing of financial statements
- Methods of Financial Due Diligence
- Contents of Financial Due Diligence
- Common Issues Seen in Financial Due Diligence
- The basic process of Financial Due Diligence

Case study: How Autonomy Fooled Hewlett-Packard

DAY TWO | 16 April 2026 | Thursday

Accounting Due Diligence

- Financial statements give clues
- Finding the "off-balance sheet" items: SPE; SPV; FVC
- Ratios as a quick analysis tool

Case study: DuPont analysis of an MNC

- "Other" vs. extraordinary items
- Operating vs. Capital leases
- 7 financial shenanigans
- 10 Clues to detect Shenanigans
- Revenue recognition challenges
- Fair value changing the purpose of the balance sheet
- The Z-Score to predict default

DAY THREE | 17 April 2026 | Friday

Market & Valuation Due Diligence

- Porter's 5 Force Model: Suppliers; Customers; Competitors; Substitutes; Barriers to entry
- Sources of market information & competitive information
- Timing issues: seasonality, cyclicity; life cycles
- Various approaches to valuation
- When to use which ones
- Who should perform a valuation?
- Range of values vs. specific value
- Valuation bias
- Financial information checklist
- Beneish Model to detect earnings manipulation (Excel example)
- F-Score to detect accounting fraud (Excel example)
- Benford's law (Excel example)

Case study: Mattel to Ditch the Learning Company

- Financial Due Diligence Scorecard (Excel example)
- Due Diligence Checklist

Past Delegate Testimonial

"Loved how the trainer integrated real life scenarios, that helped gave more context to the learnings"

Senior Analyst, Sime Darby Plantation Berhad

"Trainer is a good facilitator who is able to explain the subject matter eloquently"

CFO, Telekom Malaysia R&D

"The course was carried out in a very efficient manner. The content was relevant and the course structure flowed between the topics very well. I am very happy with the overall course and the ease with which it was conducted. Thank you!"

Manager International Asset Group, TNB

"Well-conducted course with practical examples"

Analyst International Asset Group, TNB

Course Director Profile



Daniel Feiman, MBA, CMC® Consultant, Trainer, Author, Reviewer

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His clients include: -

- ADNOC • Commercial Finance Association (CFA) • Electronic Source Company (ESC) • Association of Professional Consultants (APC) • CRE Rentals • Gentex Corporation • Express Scripts • Doheny Eye Institute • Hughes Aircraft Company • Kimberly Machines • Century Electronics
- Boston Private Bank & Trust Company • Chubb Group of Insurance Companies • Petroleum Development Oman (PDO) • Reliance Industries Ltd. • Credit Suisse • APICS • DELTA • Hilton • Disney • PEMEX • Pepsico India • Kingfisher Airlines • Standard Pacific Homes • Tata Power
- Promigas (Columbia) • UEM • Saudi Aramco • MSC Software • Mattel • Saudi Aramco • MSCSoftware • Safe Environment Engineering
- Petroleum Development Oman (PDO)

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Kuala Lumpur, Malaysia

PLEASE COMPLETE and send:

Marketing

Email: marketing@traxiusglobal.com

INVESTMENT

- ☐ **Early Bird Price 1** RM 9,395 per delegate
- ☐ **Early Bird Price 2** RM 9,695 per delegate
- ☐ **Regular Price** RM 9,995 per delegate

* Early Bird only VALID for registrations received before and on:
Early Bird Price 1: 16th February 2026
Early Bird Price 2: 16th March 2026

PAYMENT METHOD

- ☐ By Cheque crossed & payable to:
Traxius Global Sdn Bhd
- ☐ By Direct Bank Transfer:
CIMB Bank Berhad
Bandar Sunway, Selangor
Acc. No. (8007375369)
SWIFT Code: CIBBMYKL

VENUE INFORMATION

The Ritz-Carlton Kuala Lumpur

168, Jalan Imbi, Pudu, 55100 Kuala Lumpur,
Wilayah Persekutuan Kuala Lumpur, Malaysia.
Tel: +603-21428000

***The workshop fee does not include hotel accommodation.**

INDEMNITY

TRAXIUS GLOBAL SDN BHD reserves the right to make any changes or amendments to the programme for reasons beyond its control.

CANCELLATIONS & SUBSTITUTIONS

Substitutions are welcomed. Please notify us at least two weeks before the event (1st April 2026). Cancellations must be in writing either by fax or email. A 10% service fee will apply.

Regrettably, there will be **no refund and a 100% liability for the cancellations received after the aforementioned date.** This will also apply to delegates who are unable to attend on the day.

ATTENDEE DETAILS:

1

Name:
Job Title:
Department:
Email:

2

Name:
Job Title:
Department:
Email:

3

Name:
Job Title:
Department:
Email:

COMPANY INFORMATION:

Company Name:
Street Address:

City: Postcode:
State: Country:
Tel: Fax:

CONTACT PERSON:

Name:
Job Title: Email:
Department:
Direct Line: Direct Fax:

AUTHORISER INFORMATION:

Name: Job Title:
Department: Email:
Tel: Fax:

Signature:

Date:

STAMP REQUIRED



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