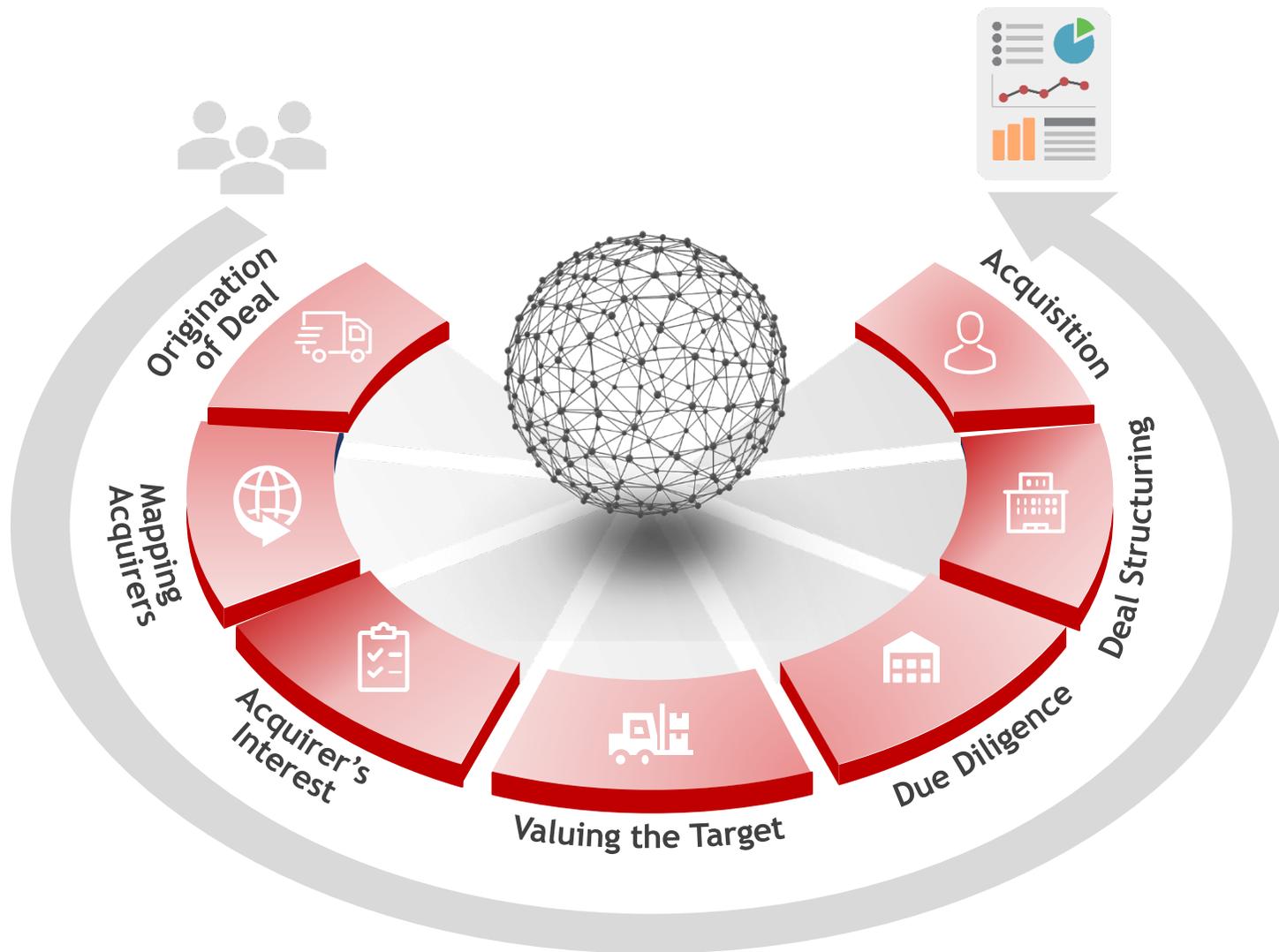
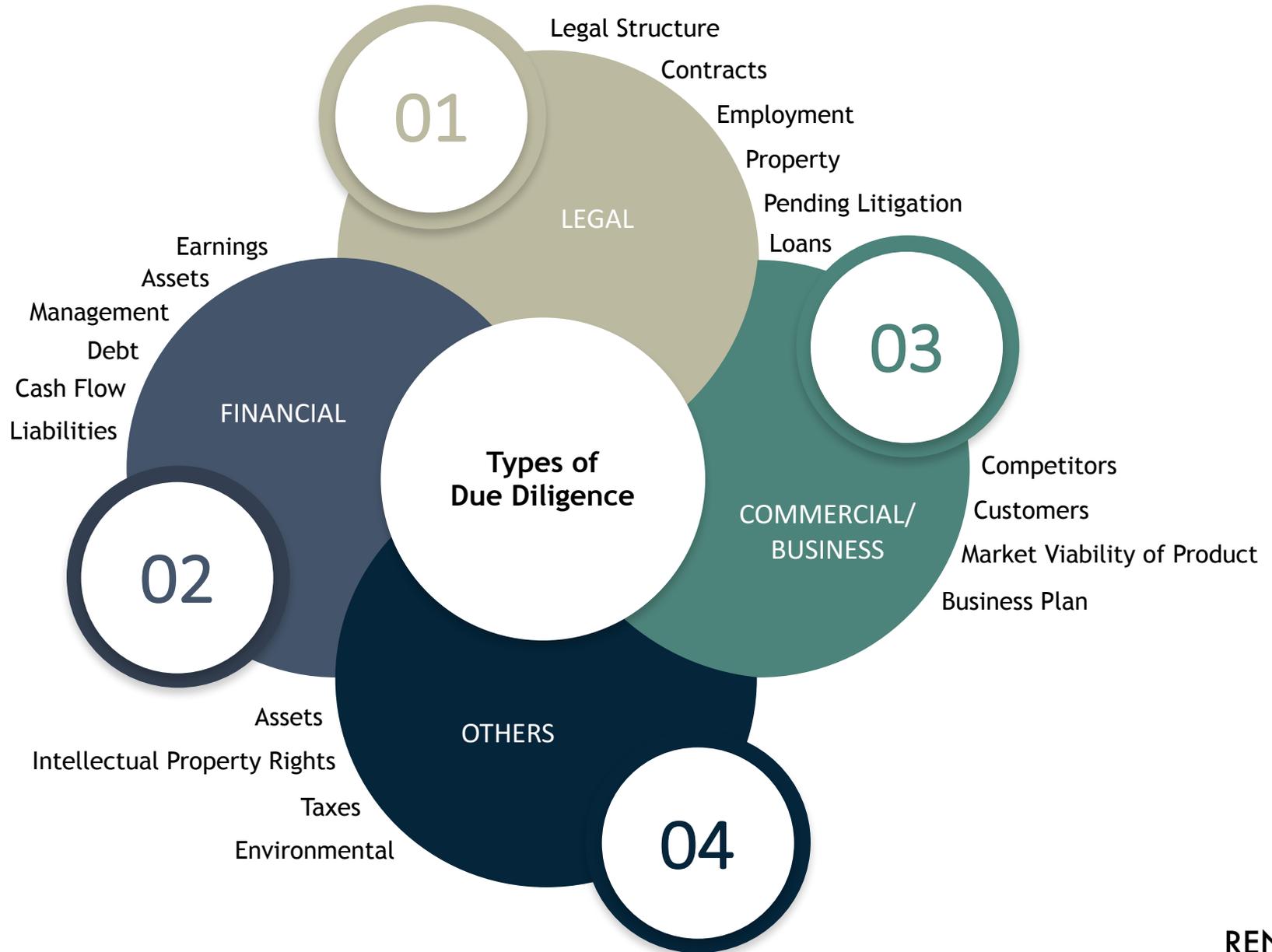


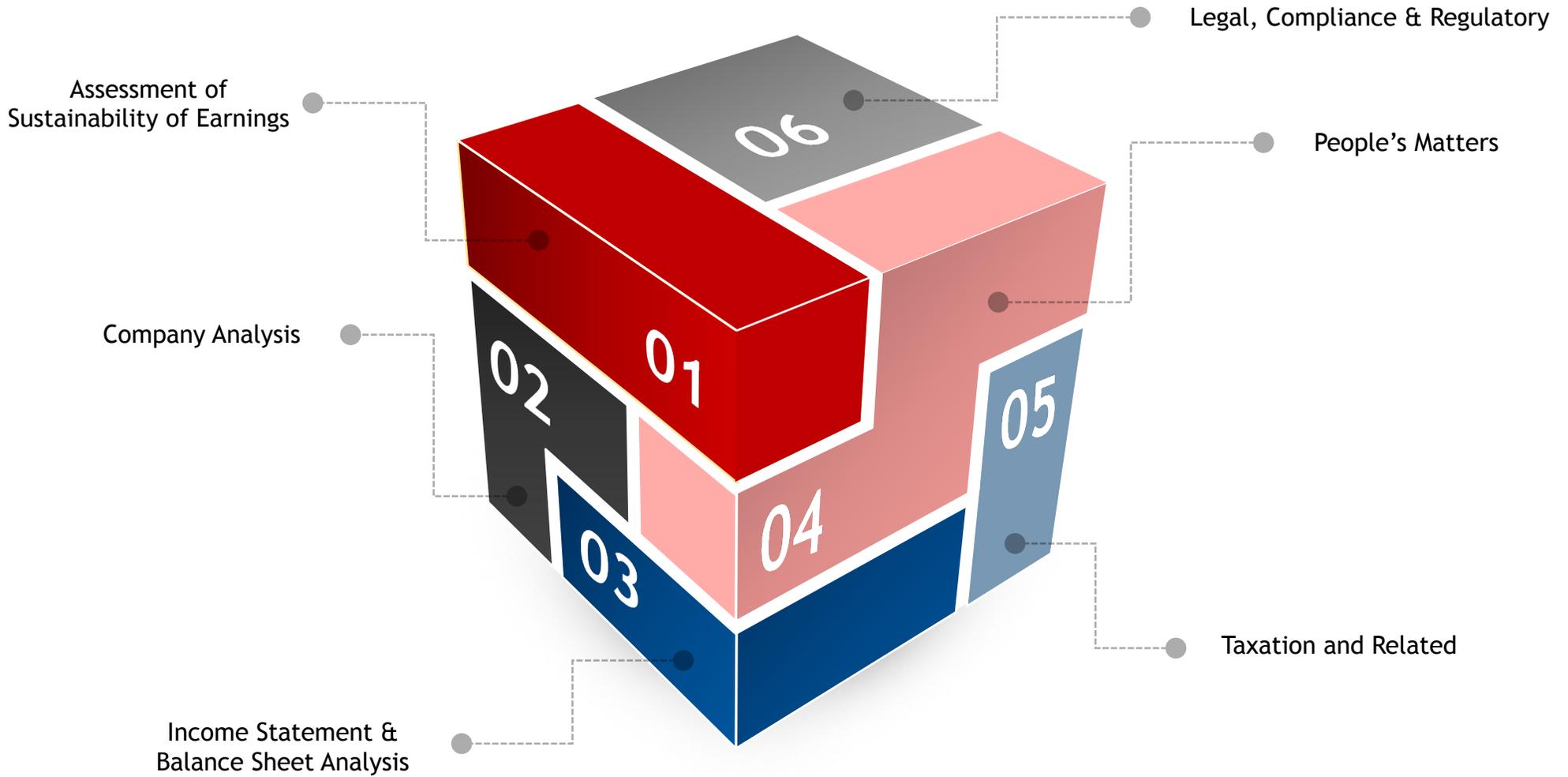
Mergers & Acquisitions - Deal Lifecycle



Types of Due Diligence



Main Elements of Due Diligence



Due Diligence - Case Studies

	Type of DD	Key Risk Discovered	Recommendation to Investors	Direct impact on Valuation
Fin-Tech	Financial & Legal Due Diligence	<ul style="list-style-type: none">• Incomplete hierarchy till the senior management• Liquidity Crunch• Limited internal controls for appropriate treatment of cash receipts	<ul style="list-style-type: none">• Renous gave the necessary recommendations to the investors	<ul style="list-style-type: none">• Yes, however neutral discussion around valuation
Restaurant Chain	Commercial & Financial Due Diligence	<ul style="list-style-type: none">• Presence of considerable debt on the business• Impact of Political, Social, Economic and Technological factors not accounted in the growth plan	<ul style="list-style-type: none">• Renous recommended Controllorship (Portfolio Monitoring) to the investors	<ul style="list-style-type: none">• Reduced valuation numbers
FMCG Company	Vendor Due Diligence (Self DD)	<ul style="list-style-type: none">• Sudden increase in some expenses not capitalized for• No internal process to account for humongous cash sales and payments	<ul style="list-style-type: none">• Not applicable	<ul style="list-style-type: none">• Increase the probability of higher valuation numbers

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On it.