



## HKICPA seminar: Sell-Side Financial Due Diligence

Programme Code: S150914S

Sell-side financial due diligence is a unique process to assist sellers to prepare for M&A transactions with potential buyers. A well-planned sell-side financial due diligence can enhance the results of an M&A transaction and shorten the negotiation process.

In this seminar, the speakers will provide an overview of sell-side financial due diligence and discuss sell-side financial due diligence approach, review procedures, common findings and key observations. The speakers will also share their experience in conducting sell-side financial due diligence.

**Date** Monday, 14 September 2015

**Time** 6:30 p.m. – 8:30 p.m.

**Venue** Hong Kong Institute of CPAs,  
27/F., Wu Chung House, 213 Queen's Road East, Wanchai, Hong Kong.

**Format** Seminar

**Language** English

**Fee** HK\$190 for HKICPA member or student; and IA/ HKIAAT member or student  
HK\$180 for online enrolment  
HK\$330 for non-member

**Objectives**

- Provide an introduction of M&A process
- Understand the differences between sell-side financial due diligence and buy-side financial due diligence
- Share the approach in conducting sell-side due diligence
- Discuss common findings and key observations in sell-side due diligence projects e.g. Quality of Earning Analysis, Working Capital Analysis, etc.

**Speakers** **Mr. Aron Leung,**  
Director, Transaction Advisory Services, RSM Nelson Wheeler Consulting Limited

Mr. Leung has more than 17 years of professional experience in the areas of transaction advisory, pre-IPO review and assurance services to listed and private companies in China, Hong Kong, Japan, Malaysia and New Zealand. He is specialized in buy-side and sell-side financial due diligence review and provides transaction support service to cross-border M&A transactions in various industries including logistic, retailing, manufacturing, media, tourism, transportation, property investment and development and pharmaceuticals. He also provides pre-IPO review services to a number of private companies seeking for going public in Hong Kong.

**Ms. Emmy Li,** Manager, Transaction Advisory Service, RSM Nelson Wheeler Consulting Limited

Ms. Li began her career with PricewaterhouseCoopers Hong Kong and joined RSM Nelson Wheeler in 2010. She has more than 8 years of professional experience in assurance and transaction advisory and is specialized in transaction support work including financial due diligence in cross-border and domestic deals.

**Participants** Accountants, M&A advisors and those who are interested in M&A process.

**Competency** Corporate finance

**Rating** Intermediate Level (Please refer to the [Institute's online CPD Learning Resource Centre](#))

**CPD hours** 2



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## HKICPA Event Enrolment Form (For Support Programme)

Finance & Operations Department,  
Hong Kong Institute of CPAs,  
37/F, Wu Chung House, 213 Queen's Road East, Hong Kong

Please click here for online enrolment  
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Payment & Enrolment Status Enquiry: 2287 7381  
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### Deadline: 7 working days before the date of the programme

No.	Membership		Full Name of Participant(s) (Block Letters)	Company	Email address <sup>*(2)</sup> (Block Letters)	Programme Code	Fee (HK\$)
	No.	Status (1)					
1							
2							
3							
4							

\* Email address is for enrolment confirmation purpose. Please refer to note (2) for details.

Total (HK\$)

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The Institute reserves the right to allocate places to enable the enjoyment of more members in this event.

The Institute's decision is final. Applicant must submit the enrolment form 10 working days before the event.

Contact Person : \_\_\_\_\_ Tel No. : \_\_\_\_\_ Fax No. : \_\_\_\_\_ E-mail : \_\_\_\_\_

### Payment Method (Please tick the appropriate box)

☐ Cheque (no. \_\_\_\_\_) payable to "Hong Kong Institute of Certified Public Accountants" or "HKICPA" <sup>(6)</sup>

☐ VISA / MasterCard ☐ BOC HKICPA UnionPay card

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☐ I would like to have an official receipt. (Remarks: Official receipt will be sent to your email address provided above).

- Notes:
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  - Successful applicants will receive confirmation of registration by email at least 3 working days before the event. Unsuccessful applicants will also be notified around the same time. If you have not heard from the Institute regarding your registration 2 working days before the event and if you have other enquiries related to the programme, please make enquiry at 2287 7386 or 2287 7253.
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  - Please issue SEPARATE CHEQUE for each event.
  - NO REFUND/CANCELLATION will be entertained after the application is processed.
  - All scheduled events will be cancelled and postponed to a date to be announced in the event of typhoon signal no. 8 or above or if a Black Rainstorm warning is hoisted. For details of bad weather arrangement for CPD programmes, please refer to the Institute's homepage.
  - The Institute reserves the right to change the venue, date, speaker or to cancel the event due to unforeseen circumstances.
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