



Due Diligence

Introduction

Over the past few years, **Equity Capital and Securities (London)** has developed expertise in conducting professional Due Diligences connected with a wide variety of situations.

Why a Due Diligence?

The "Due Diligence" is a process whereby **Equity Capital and Securities (London)** seeks sufficient information about a business entity to reach an informed judgment as to its value for a specific purpose.

A Due Diligence can also be performed in a wide variety of other situations such as:

- A Firm considering a potential acquisition
- An Investment Banker considering underwriting a public security offering or promoting a Private Placement
- A Banker considering the making of a loan
- A Lawyer preparing an offering statement or a merger proposal for a client
- An Appraiser who has been retained to estimate the value of a business unit
- A Business Broker offering a company for sale
- A Public Accounting Firm in conjunction with an audit performed at the request of a potential buyer or in support of a security" offering
- A Security Analyst preparing a buy, hold or sell recommendation on a public security

The Due Diligence investigation is normally carried out with the knowledge and cooperation of the management of the entity being investigated.

Should **Equity Capital and Securities (London)** be mandated to execute a Due Diligence, either to realize an in-house transaction or be appointed by a third party in connection with the situations above-mentioned and/or other situations. **Equity Capital and Securities (London)** will thoroughly review without being limited to, the following activities of the subject entity:

- Overview of entity
- Capitalization and ownership
- Organization and management
- Relationships with outside organizations
- Description of products and/or services
- Revenues and market share
- Marketing operations
- Customer service
- Inventory control and purchasing
- Production
- Physical distribution

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EQUITY CAPITAL & SECURITIES LONDON

PROJECT FINANCE ARRANGERS & CONSULTANCY ADVISORY SERVICES

- Computer, communications and information systems
- Financial management
- Legal affairs and litigation
- Security and safety
- Human resources
- Public relations
- Corporate development
- Description of fixed assets
 - Land and buildings
 - Vehicles, equipment and tooling
- Introduction to financial analysis
 - Balance sheet analysis
 - Current assets
 - Non-current assets
 - Liabilities
 - Net worth
- Income statement analysis
 - Revenues
 - Cost of goods sold and gross margin
 - Operating expenses
 - Operating income
 - Non-operating and nonrecurring items
 - Income taxes
 - Net income
 - Capital expenditures
 - Cash flow
 - Financial ratio analysis
 - Income statement projections
 - Balance sheet projections



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