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COURSE BROCHURE

Investor Due Diligence and Partner Screening Training Course

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Vienna

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Investor Due Diligence and Partner Screening Training Course

Ref: 2202_81392 **Date:** 5 – 9 April 2027 **Location:** Vienna **Fees:** 5900 GBP

Investor Due Diligence and Partner Screening is a 1-week training course for investment analysts and partnership managers who must test an investee or prospective partner before capital or reputation is committed, and who leave with a Partner Screening Dossier. Investors now face crowded deal pipelines, shorter exclusivity windows and closer scrutiny of who they back. Jupiter Prime Training sets investor due diligence and partner screening within that wider picture of risk, return and trust.

Why Investor Due Diligence and Partner Screening Matters Now

Three forces shape investor due diligence and partner screening today. Co-investors and lenders expect evidence that a target's earnings, contracts and owners have been tested, not assumed. Sellers run competitive processes with large virtual data rooms and tight signing deadlines. Boards and investment committees also want integrity checks on beneficial owners and counterparties before approval. An investor who screens well negotiates price protection, warranties and conditions precedent from knowledge; one who screens badly inherits hidden debt, disputes and troublesome partners.

Who Gains Most from Investor Due Diligence and Partner Screening

- Analysts testing investee earnings and forecasts before a committee vote
- Partnership managers who vet joint venture, distribution and co-investment counterparties
- Specialists who coordinate legal, tax and technical advisers through the data room
- Credit and portfolio staff who monitor investees after completion
- Integrity officers who check beneficial ownership, sanctions exposure and reputation

Deal teams from one investment house or family office gain most when analysts and partnership leads attend together.

Investor Due Diligence and Partner Screening Capabilities

Participants move from scattered document requests to a staged screening sequence that ties every finding to price, structure or a walk-away decision.

- Design a staged screening scope with gating criteria — investment committee approval to proceed
- Assess quality of earnings, net debt and working capital adjustments — purchase price negotiation
- Test commercial assumptions through customer, market and competitor evidence — valuation case
- Weigh legal, ownership and integrity findings on a partner — go or no-go decision
- Specify warranties, indemnities and conditions precedent from red flags — transaction documents

- Communicate findings in a decision-ready due diligence report — committee and co-investors

Key Investor Due Diligence and Partner Screening Terms

- Quality of earnings — an adjusted view of a target's recurring profit, removing one-off, non-cash and owner-related items.
- Virtual data room — a controlled online repository where a seller shares documents with bidders and logs every access.
- Red flag — a finding serious enough to change price, structure or the decision to invest at all.
- Beneficial owner — the natural person who ultimately owns or controls a company, behind any nominee or holding layer.
- Conditions precedent — events that must occur before completion, such as consents, approvals or remediation of a defect.
- Net debt adjustment — the bridge from enterprise value to equity value covering borrowings, cash and debt-like items.

Investor Due Diligence and Partner Screening Day by Day

Day 1: Screening Scope and Deal Context

- Investment Thesis Mapping — Which Hypotheses the Diligence Must Prove
- Staged Screening Gates — When to Spend Adviser Budget
- Information Request List Design — Prioritising Questions by Value at Risk
- Adviser Scoping Letters — Dividing Work Between Legal, Tax and Technical
- Exclusivity and Timetable Planning — Sequencing Workstreams Before Signing

Day 2: Financial Diligence on the Investee

- Quality of Earnings Bridges — Normalising Profit for Valuation
- Net Debt and Debt-Like Items — Enterprise to Equity Value
- Working Capital Peg Analysis — Setting the Completion Mechanism
- Cash Conversion and Forecast Testing — Credibility of the Business Plan
- Tax Exposure Scans — Indemnity and Escrow Requirements

Day 3: Commercial and Operational Diligence

- Customer Concentration and Churn Analysis — Revenue Durability Judgement
- Market Sizing and Competitor Benchmarks — Growth Case Plausibility
- Supplier and Contract Dependency Reviews — Change of Control Exposure
- Management Capability Interviews — Retention and Incentive Planning
- Systems and Cyber Readiness Checks — Post-Completion Investment Needs

Day 4: Legal, Ownership and Partner Integrity

- Corporate Records and Title Verification — Authority to Transact
- Beneficial Ownership Tracing — Hidden Control and Conflict Risk
- Sanctions and Adverse Media Screening — Reputational Exposure of the Partner
- Litigation and Regulatory Correspondence Review — Contingent Liability Estimates
- Joint Venture Governance Terms — Deadlock, Exit and Minority Protection

Day 5: Practising the Partner Screening Dossier

- Data Room Simulation Using Day 1 Request Lists — Triage Under Deadline
- Red Flag Matrix Combining Days 2 to 4 — Price, Structure or Walk Away
- Warranty and Indemnity Mapping from Findings — Negotiation Position
- Investment Committee Briefing Rehearsal — Defending the Recommendation
- Partner Screening Dossier Assembly — Final Decision Record for the Deal

Applying Investor Due Diligence and Partner Screening After the Course

- Rebuild the information request list around staged gates and trial it on the next opportunity.
- Run a red flag matrix on one existing investee to confirm warranties cover the exposures found.

Investor Due Diligence and Partner Screening Questions FAQ

What is investor due diligence and partner screening, and why does it matter now?

It is the structured testing of an investee or partner's finances, markets, contracts and owners before committing. It matters now because processes move faster and committees expect integrity checks on every counterparty.

Which roles gain most from investor due diligence and partner screening?

Investment analysts and partnership managers gain most, alongside the specialists who coordinate advisers and the staff who monitor investees after completion.

How does investor due diligence and partner screening differ from a mergers and acquisitions course?

It concentrates on testing the target and the partner, not on deal strategy, integration or financing. It goes deeper into evidence, red flags and the screening record.

What do you bring back from investor due diligence and partner screening?

You bring back a screening dossier that combines a staged request list, financial bridges, commercial tests, ownership checks and a red flag matrix. It gives your committee one evidence base.

Investor Due Diligence and Partner Screening: The Way Forward

The Partner Screening Dossier first informs whether an opportunity passes its next gate and on what terms. Analysts use it to brief the investment committee, partnership managers use it to set joint venture protections, and portfolio staff inherit it as a monitoring baseline. After its first live use, revisit the gating criteria to see which findings truly changed price or structure.