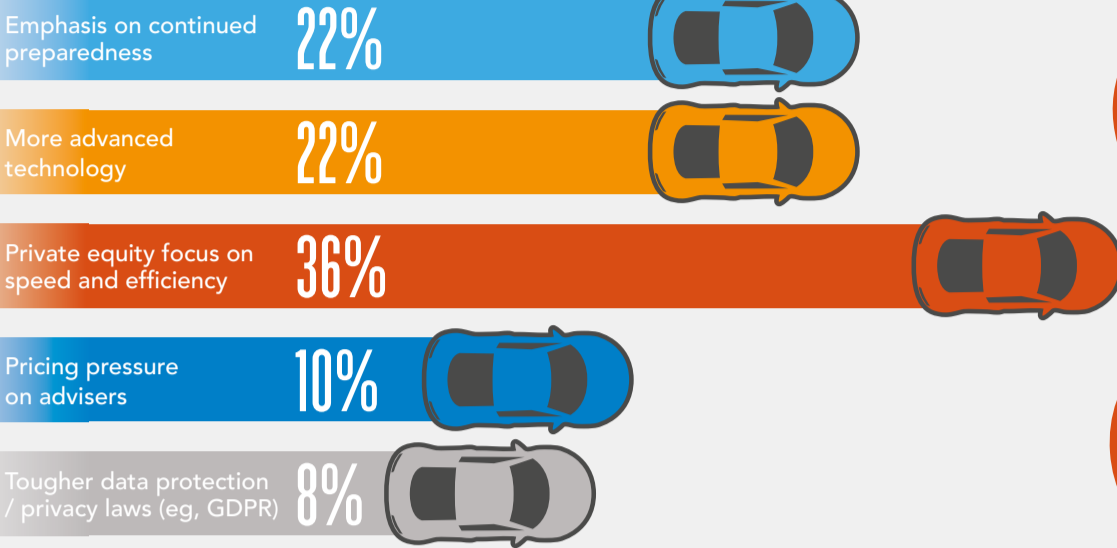


Due diligence is evolving. Once the domain of lawyers in locked rooms with boxes, it has transformed into an increasingly complex endeavour that M&A professionals are tackling in a diversity of ways. New business models and technologies are emerging. We polled almost 400 dealmakers during our [Merrill Insight Video | The Future of Due Diligence](#) to analyse how much more advanced and efficient the process could be in the future.

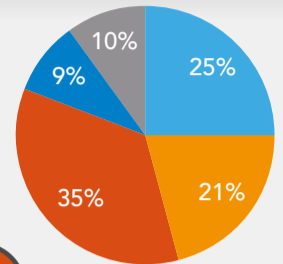
WHAT'S DRIVING THE MOST CHANGE IN DUE DILIGENCE?

Globally, private equity's focus on speed and efficiency is expected to drive the most change. North America is more concerned than EMEA about tougher data protection/privacy laws whereas EMEA is a bigger believer in the power of technology as a driver of change.

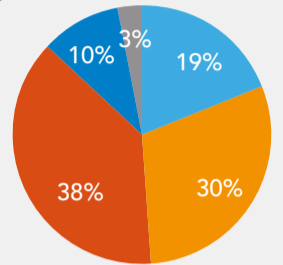
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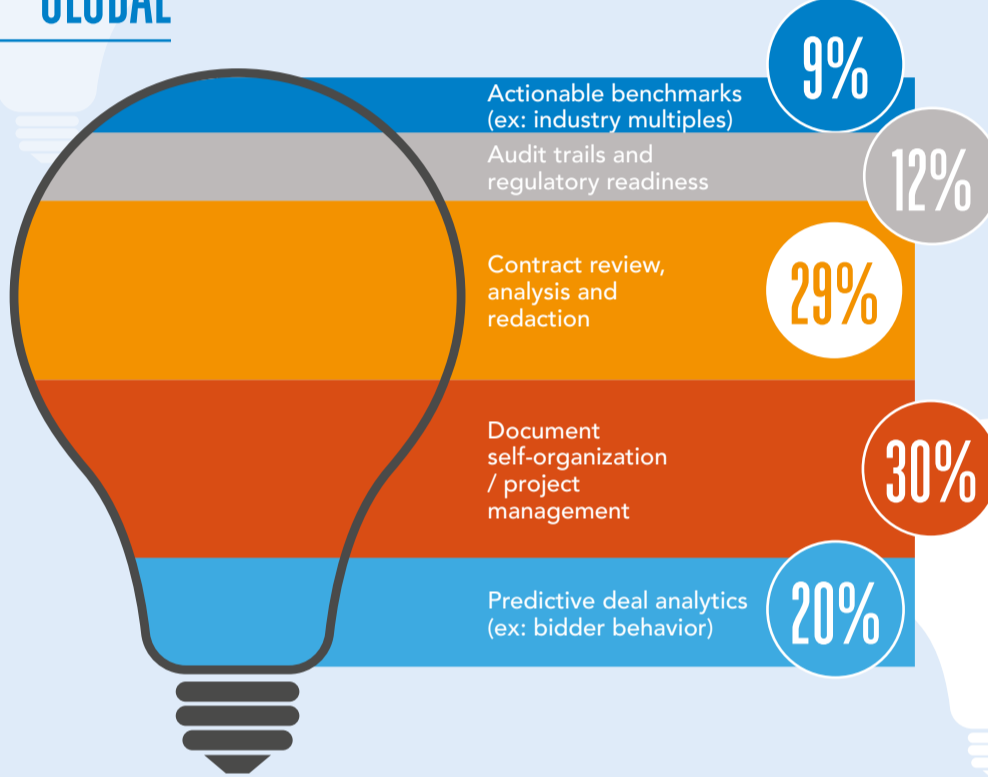
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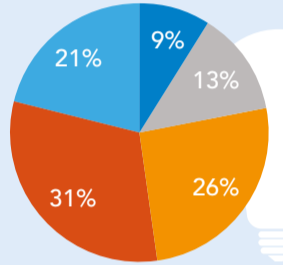
WHAT'S THE MOST IMPORTANT DUE DILIGENCE PROBLEM TECHNOLOGY WILL HELP SOLVE IN THE NEXT 5 YEARS?

North America tilts to document self-organization vs. EMEA sighting contract review, analysis and redaction as the most important challenge.

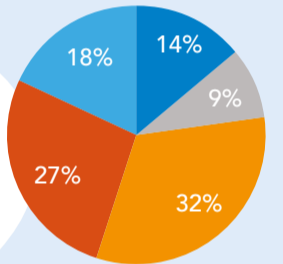
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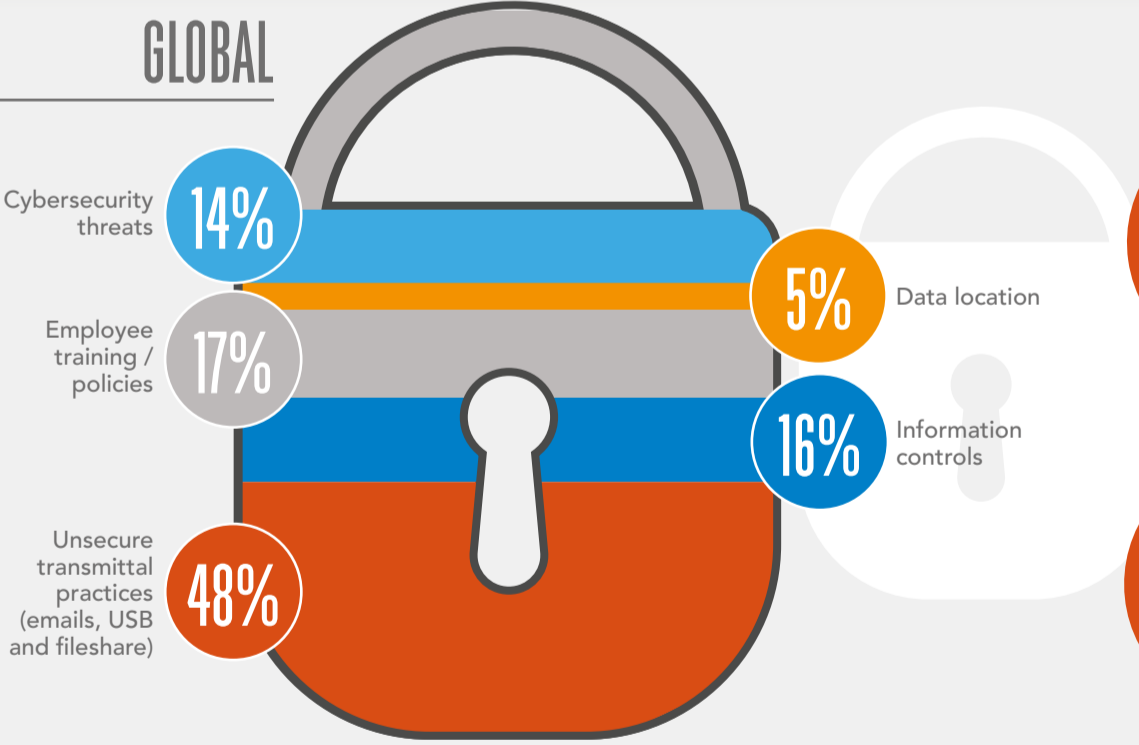
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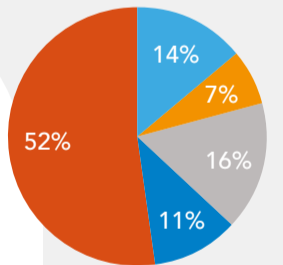
WHAT IS THE GREATEST OBSTACLE TO ENSURING DATA / PRIVACY PROTECTION DURING THE DEAL PROCESS?

Unsecure transmittal practices dominate North America's data/privacy protection concerns whilst concerns around employee training and information controls are considerably higher in EMEA.

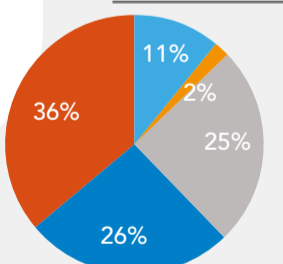
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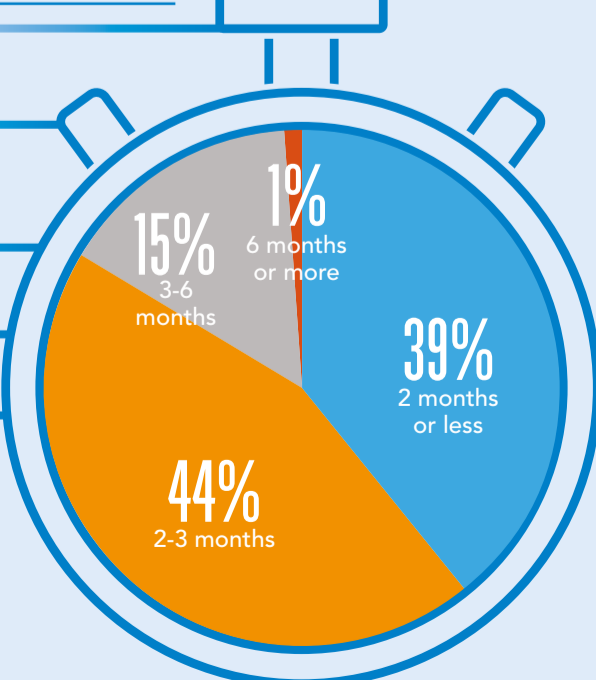
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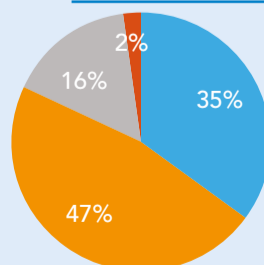
HOW LONG DO YOU EXPECT M&A DUE DILIGENCE TO TAKE IN 2022?

Across both EMEA and North America, most respondents anticipate that the diligence process will take 3 months or less by 2022.

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