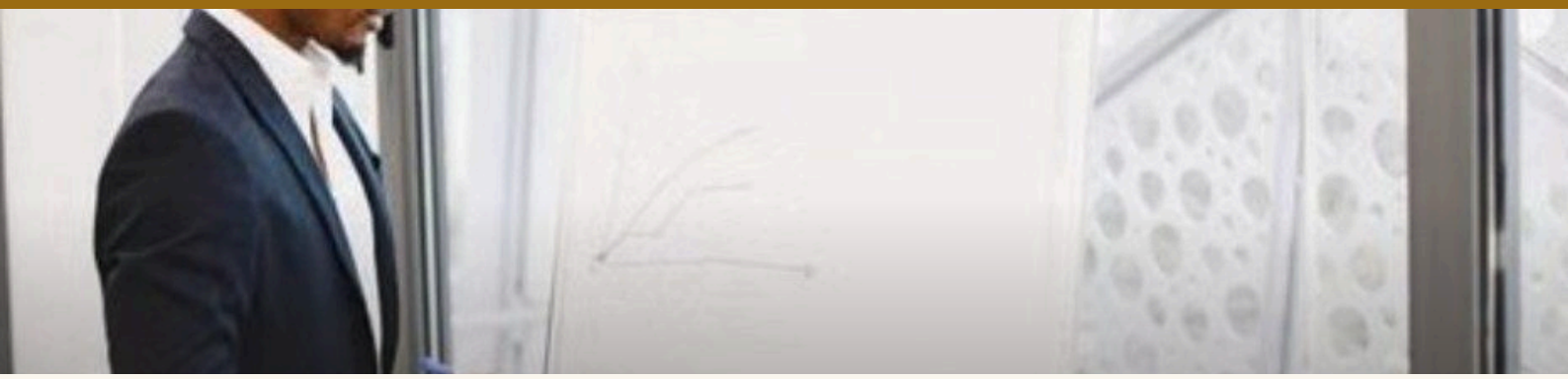


SEYA CAPITAL
INSIGHT · STRATEGY · GROWTH

JOINT VENTURES

Mergers and Acquisitions

Successful Business Valuation & Due Diligence in Tough Times

SECTOR	FORMATS	FEE FROM	2027 SESSIONS
Joint Ventures	5 days & 2 weeks	US$ 2,100	3

OVERVIEW

About this course

This Seya Capital Mergers and Acquisitions training course introduces the skills that help you close successful transactions, even in tough times.

Difficult business conditions have pushed companies to look at acquisitions as a way to grow — organic growth alone is no longer enough. But a difficult financial environment also puts added pressure on managers to actually achieve value from an acquisition. Deviations between actual results and original forecasts bring greater scrutiny to a transaction's economics, which means success in today's environment is both more important and more challenging to achieve.

Management's real challenge is to beat the market odds and execute deals that deliver the value investors demand. This training course introduces the skills that make that possible, including due diligence and business valuation techniques.

This Seya Capital Mergers and Acquisitions training course will highlight:

- Why companies pursue acquisitions
- When due diligence is required
- The principles of business valuation
- Why, ultimately, it all comes down to integration

2027 SCHEDULE

Dates, venues & fees

DATES	VENUE	FORMAT	FEE PER DELEGATE
8 – 12 Mar 2027	Singapore	5 days	**US$ 3,700**
15 – 26 Mar 2027	Dar es Salaam, Tanzania	2 weeks	**US$ 3,780**
22 – 26 Mar 2027	Dar es Salaam, Tanzania	5 days	**US$ 2,100**

Fees exclude travel and accommodation. This course is also available in-house, on dates and at a venue of your choice.

OBJECTIVES

By the end of the course

By the end of this Seya Capital training course, you will have learned to:

- Develop an acquisition strategy
- Apply the principles of due diligence
- Overcome the most common due diligence faults
- Appreciate valuation drivers and apply them to valuing a business
- Design a 100-day integration plan to complete a successful acquisition

WHO SHOULD ATTEND

Designed for

Anyone working within the management of medium to large corporations who is entrusted with due diligence or valuation will benefit from this training course. It will also be useful for those in banks, other financial institutions, and regulators who need a deeper understanding of their clients' merger and acquisition activity.

This Seya Capital Mergers and Acquisitions training course is suitable for a wide range of professionals, and will greatly benefit:

General Management | Financial Management | Legal Management | Human Resource Managers | Strategic Managers | Bank Credit Managers

PROGRAMME

Course outline

Day 1: Introduction and Business Strategy

- Overview of mergers and acquisitions and their evolution
- How deals fit into a business's growth strategy
- What type of acquisitions would suit your firm
- Lessons from real-life case studies

Day 2: Definitions and Principal Players

- Key definitions in mergers, acquisitions, and due diligence
- Types of acquisitions
- Types of due diligence, including legal, HR, operational, and commercial
- The roles of the parties involved
- How to recognise success

Day 3: Financial Due Diligence

- When due diligence is required
- The phases of due diligence
- Reviewing standard checklists, and knowing when they are and aren't relevant
- Discussion: cultural and economic differences relevant to due diligence

Day 4: Business Valuation

- Why an accurate valuation of the target is vital
- Alternative business valuation techniques, and when to use each one
- Considering potential synergies for your firm, and sensitivities to key dependencies
- The role of finance and leveraging transactions

Day 5: Integration

- Why success depends on more than financial matters: the role of HR, culture, and systems
- Presenting the final results of your case study
- How a sound merger and acquisition process accounts for every aspect of integration and plans for success

METHODOLOGY

How you will learn

Your experienced facilitator will guide you through the technical approach to achieving successful mergers and acquisitions.

Throughout the week, you will work through a case study of an acquisition, presenting your findings as you go to reinforce the learning. You will also discuss case studies drawn from real companies, including examples of what went wrong in past mergers and acquisitions.

A due diligence checklist and valuation templates are provided.

IMPACT

The return on learning

For your organisation

- Mergers and acquisitions are complex, but the good news for organisations is that tried-and-tested methods exist for due diligence, along with proven business valuation techniques — both of which attendees will learn in class and through case studies.

For you

- Investigation and analysis skills
- A consistent, repeatable process
- Presentation skills

CERTIFICATION

Seya Capital certificate

Upon successful completion of this classroom-based training course, delegates will be awarded a Seya Capital Certificate.

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Register or enquire

info@seyacapital.com
www.seyacapital.com

The Kenya Police Sacco Plaza, 2nd Floor, Wing B
Ngara Road, off Muranga Road
P.O. Box 63978 – 00619, Nairobi, Kenya