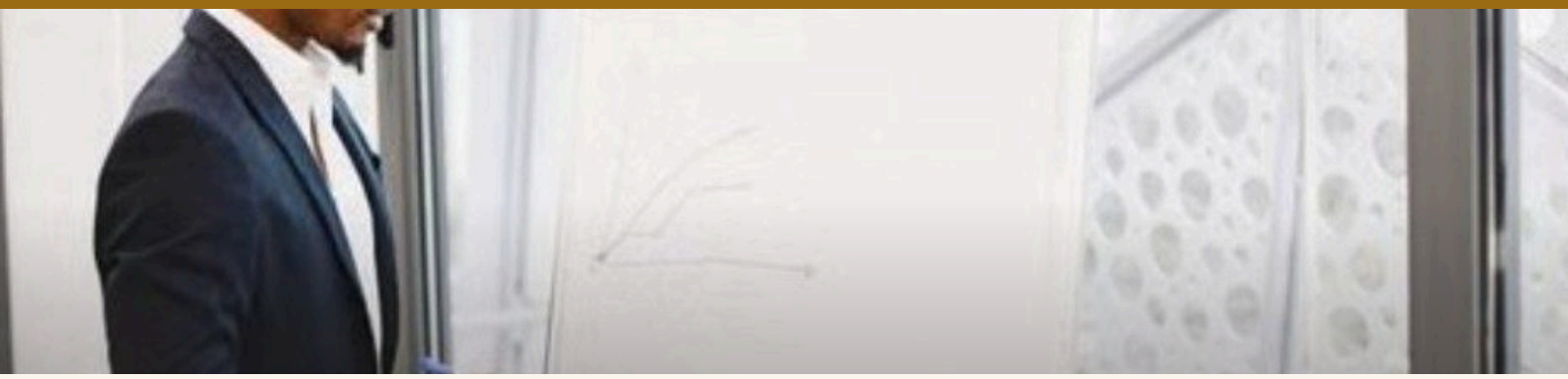


SEYA CAPITAL
INSIGHT.STRATEGY.GROWTH

JOINT VENTURES

Strategic Due Diligence: Evaluating, Selecting, and Managing Investors, Partners, and Joint Venture Participants

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

OVERVIEW

About this course

As the oil and gas industry grows more complex in structure, technology, competition, and strategic choice, evaluating potential investors and partners now demands a far higher standard of rigour than in the past. This Seya Capital training course applies leading-edge due diligence tools and techniques to building effective relationships with these two strategically critical stakeholder groups.

Due diligence here is genuinely multi-dimensional: understanding what investors and partners actually need, how they make decisions, how well they fit your own strategic and operational objectives, and how to structure the process of attracting and integrating them so that profitable growth is sustained over time.

This Seya Capital training course will highlight the following key topics:

- The changing dynamics of the global oil and gas business
- Due diligence in financial appraisal of potential investors and partners
- Due diligence in non-financial appraisal of potential investors and partners
- The specific challenges of partnering in alliances and joint ventures
- Best practice in managing investor and partner relationships

2027 SCHEDULE

Dates, venues & fees

DATES	VENUE	FORMAT	FEE PER DELEGATE
21 – 25 Jun 2027	Nairobi, Kenya	5 days	**US$ 2,100**
28 Jun – 9 Jul 2027	Johannesburg, South Africa	2 weeks	**US$ 3,960**
5 – 9 Jul 2027	Johannesburg, South Africa	5 days	**US$ 2,200**

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 learn how to:

- Identify the precise characteristics of new investors and partners
- Evaluate the past performance and future potential of new investors and partners
- Select and engage with new investors and partners
- Anticipate and deal with the challenges of integrating new investors and partners
- Measure the strategic impact of adding new relationships

WHO SHOULD ATTEND

Designed for

This Seya Capital training course is relevant for a wide range of experienced professionals, including:

Corporate Finance Officers · Data Managers and Analysts · Strategic Planners and Investment Analysts · Internal Auditors and Management Accountants · Upstream and Downstream Operations and Supply Chain Managers · Merger and Acquisition Specialists · Alliance and Joint Venture Specialists · Private Equity Specialists · Asset and Facilities Managers · Human Resource Managers · Anyone whose professional future would benefit from current best practice in investor and partner analysis and appraisal

PROGRAMME

Course outline

- This Seya Capital training programme is delivered across two five-day modules, which may also be attended independently:
- Module I — Evaluating Collaborative Development Opportunities (Days 1–5)
- Module II — Managing Collaborative Development (Days 6–10)
- MODULE I — Evaluating Collaborative Development Opportunities

Day 1: The Basics of Due Diligence in Business Decisions

- The changing dynamics of global business
- The strategic relevance of due diligence in market analysis
- The strategic relevance of due diligence in financial management
- The strategic relevance of due diligence in mergers and acquisitions
- The strategic relevance of due diligence in business planning

Day 2: Due Diligence in Market Analysis

- Market analysis (1): data search and business intelligence
- Market analysis (2): analytical tools and techniques
- How attractive is the market sector being evaluated?
- How strong is our performance in this market sector?
- What is the potential for sustainable, profitable growth?

Day 3: Due Diligence in Financial Management

- The Profit and Loss Statement: what it signifies
- The Balance Sheet: what it signifies
- The Cash Flow Statement: what it signifies
- Evaluating financial anatomy: structure and gearing
- Evaluating financial anatomy: robustness and sustainability

Day 4: Due Diligence in Risk Analysis and Risk Management

- Identifying the types of risk within the company
- Quantitative and qualitative tools and techniques of risk analysis
- Best practice in risk management: a structured process
- The emerging concept of risk engineering
- International standards and requirements of corporate governance

Day 5: Due Diligence in Strategic Planning

- What is strategy, and why does it matter?
- Alternative approaches to strategic planning
- Management and control: dealing with variance and divergence
- Balancing short-term and long-term programmes and projects
- An example of a strategic planning framework
- Discussion and planning: applying the week's themes within your own company
- MODULE II — Managing Collaborative Development

Day 6: Due Diligence in Investor Evaluation

- How an investor analyses and evaluates an investment opportunity
- Understanding the criteria and approaches of different types of investor
- The investor's perspective: profitability, growth, and future viability
- A due diligence model that supports investor choice
- Managing investor relations as the organisation develops and changes

Day 7: Due Diligence in Partner Evaluation

- The strategic rationale for partnership
- The various forms of partnership
- The process of partner identification
- Financial evaluation of potential partners
- Non-financial evaluation of potential partners

Day 8: Applying Due Diligence in Evaluating Partnerships

- Identifying resources required, whether complementary or additional
- Determining the characteristics of potential partners
- Tools and techniques for initial screening
- The guiding principle of "tissue match"
- Reducing the long list to a short list, and refining that process
- Summarising the complete process and agreeing the shortlist

Day 9: Applying Due Diligence in Managing Partnerships

- The managerial differences between a strategic alliance and a joint venture
- The process of agreeing the business case
- Negotiating the terms of an alliance or joint venture
- Choosing the most effective partnership structure
- The lifecycle of the partnership and the challenge of renewal

Day 10: Applying the Complete Programme to the Needs of the Company

- Using relevant data and information to support decisions
- Due diligence in aligning strategy and operations
- Due diligence in scenario forecasting and strategic choice
- Applying the week's themes within your own company
- Discussion, interaction, and agreeing priorities for the company
- Delegates' personal plans for follow-up action

METHODOLOGY

How you will learn

This training course is based on a carefully planned combination of highly focused input from the facilitator, using a balanced set of state-of-the-art presentation methods, with emphasis on learning by examining major decisions where the application of due diligence best practice has been critical. The principles are illustrated through real-life organisations the facilitator has been personally involved with. Delegates are also encouraged to bring their own issues for open discussion and creative thought, through presentations, case-study group work, focused problem-solving, interactive discussion, and personal and team action plans.

IMPACT

The return on learning

For your organisation

- A more professional approach to appraising development opportunities
- Due diligence embedded into every aspect of decision-making
- Greater top management confidence in staff decisions
- A creative, flexible approach to investor relations
- A sharper focus on the potential of partnerships, alliances, and joint ventures
- Managers with a broader global perspective on investor and partner relationships

For you

- Extending the boundaries of individual and team potential
- Improved creativity in developing the business
- A detailed understanding of the tools and techniques of due diligence
- Greater confidence in managing partnership relationships
- The ability to apply collaborative approaches that sustain profitable growth
- The ability to introduce due diligence best practice across their teams

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