



Institute of  
Business Administration  
Karachi

Leadership and Ideas for Tomorrow

# Workshop on Financial Modeling (Module 3)

Finance,  
Accounting & Law

Feedback Ratings\*  
Faculty 4.5/5 Program 4.3/5

April 22 & 23, 2015

9:00am – 5:00pm

Venue: CEE@IBA, Karachi



IBA Aman Tower in 2015

## OVERVIEW

The Objective of the course (module 3) is to build upon the participants' basic modeling skills and to provide them with a practical insight to real –world financial modeling giving them the insight into different applications of financial modeling in different scenarios.

## LEARNING OUTCOMES

At the completion of Module 3, the participants are expected to:

- Enhance the basic financial modeling techniques to address real world problems
- Prepare, understand and comprehend the projected financial statements
- Value a company using different methods and with various perspectives
- Use financial modeling as a Decision Making Tool

## Testimonials

*“A learning experience that refined my financial modeling skills.”*

**Mr. Unser Owais**

Accounts Officer, Sindh Engro Coal  
Mining Company

*“Course is very good and it enhances the skills to handle the excel without using mouse.*

*After this course I am very pleased to say that my efficiency is increased. Instructor got great knowledge and course material is very much complete.”*

**Mr. Syed Muhammad Kamran Ali**

Account Officer, Mashreq Bank

*“I found the workshop a valuable experience for the beginners which catered basic excel skills along with requisite knowledge to excel in financial modeling. Keep arranging workshops like this one, I would be happy to attend more. Good Work! “*

**Ms. Rabia Lalani**

Assistant Manager Investment Research,  
IGI Pakistan



Center for Executive Education  
Institute of Business Administration

\* Based on Kirkpatrick's Feedback Rating Model on the scale of 5

## Past Participating Organizations

Abbott Laboratories, Aga Khan University, Alfa AdhiSecurities, Amreli Steels Limited, Aon Insurance Brokers (Pvt.) Ltd., B Braun Pakistan (Pvt.) Ltd., CBM, Chevron, China NLC, Dawood Engg., e2e Supply Chain Management Pvt. Ltd., Engro Eximp (Pvt.) Ltd., Engro Foods Ltd., Engro Polymer, Enrnt & Young, Fauji Fertilizer Company Limited, Fauji Oil Terminal and Distribution Co. Ltd., GAC Pakistan (Pvt.) Ltd., Global Oil Industries, HBL Asset Management, HSBC, ICI Pakistan, IGI Pakistan, Inbox Tech, Intech Process Automation, Kahota Research Labs, KnS Institute of Business Studies, KSBL, Linde Pakistan Limited, Loreal, Lotte Pakistan PTA Ltd., Lucky Cement Limited, Mashreq Bank, MCB Bank Limited, Merit Packaging, NBP, New Horizon, Notre Dame Institute of Education, Omar Jibran Engineering Industries Ltd, Pak Arab Refinery Limited, Pak Libya Holding, PPL, Saif Textile Mills Limited, Shell, Silk Bank Limited, Sindh Engro Coal Mining Company, State Life Insurance Corporation, Transworld, Tufail Chemical Industry, UBL, Uch Power, USAID, WindRose Consultancy.

## Who should attend?

- Professionals using MS Excel linked with Financial Sector
- Professionals involved in construction, use and analysis of financial models for effective decision making
- Professionals aspiring to pursue a career in financial advisory
- Senior executives looking for opportunity to rejuvenate their financial modeling skills
- Business decision makers aiming to understand the application of financial model as a decision making tool



## FACULTY

**Mr. Muhammad Tauseef Ansari**, Executive Director & Head of Corporate Finance & Advisory, BMA Capital Management Limited. Before joining BMA he worked as the Head of Corporate Finance & Investment Banking at Pakistan Kuwait Investment Company (Pvt.) Limited – a joint venture DFI between Governments of Pakistan & Kuwait.

With a total experience of 18+ years, his past assignments includes working for Barclays Bank, Morgan Stanley - KSA, BMA Capital, AKD Securities, The World Bank, Unilever and A. F. Ferguson & Co Chartered Accountants (member firm of PWC). He is also the Adjunct Faculty in NED University of Engineering & Technology, Karachi.

## TOPICS COVERED

- Overview of Practical Financial Modeling
- Review of Financial Statement Projections
- Corporate Valuations
  - a. DCF
  - b. Comps. based
  - c. Others
- Financial Models for Various Scenarios
  - a. Corporate Model for a Going Concern
  - b. Project Finance Model
  - c. Leveraged Buy Out (LBO) Model
  - d. Mergers & Acquisition (M&A) Model
- Financial Modeling as a “Strategic Planning Tool for Decision Making”

## Workshop Fees PKR 36,000/participant Each Module

Inclusive of Course material, IBA Workshop Certificate,  
Lunch, Refreshments & Business networking

Experience

## EXECUTIVE EDUCATION

Center for Executive Education, IBA, Karachi

Center for Executive Education (CEE)  
Institute of Business Administration City Campus.  
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### For Further Information

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