

## Workshop on **Financial Modeling & Business Valuation**

**April 07 to 09, 2020**

9:00 am - 5:00 pm | Venue: CEE@IBA, Karachi

Feedback Ratings\*

Faculty 4.5/5 Program 4.3/5

### OVERVIEW

The objective of the course is to provide comprehensive overview of the latest analytical tools used by financial advisors and industry consultants for developing financial statements, while applying globally accepted best practices.

### LEARNING OUTCOMES

- Construct a financial model, real-time, under the guidance of a seasoned investment professional.
- Identify and incorporate Globally Accepted Best Practises pertaining to financial modelling.
- Learn the necessary tool-kit required to prepare decision making dash-boards.
- Discuss business cases with a focus on identifying Key Value Drivers required to understand business mechanics.

### PARTICIPANT'S PROFILE

- Professionals using MS Excel.
- Professional involved in the construction and use of financial models, including budgets, projections, evaluations, cash flows, projects, etc.
- Professional aspiring to pursue a career in financial advisory.
- Senior executives looking for opportunities to rejuvenate their financial modeling skills.

### TESTIMONIALS

*"A learning experience that refined my financial modeling skills."*

**Mr. Unser Owais** Accounts Officer, Sindh Engro Coal Mining Company

*"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

### FACULTY

**SAAD USMAN** is a fellow member of Institute of Chartered Accountants of Pakistan (ICAP) as well as CGMA - UK. He is a certified director from Pakistan Institute of Corporate Governance (PICG) and is working as a CFO in a local manufacturing company listed on the Pakistan Stock Exchange. He has more than 15 years of experience of working with local as well as multinational companies in middle and senior management roles. Saad is a Microsoft Office Specialist 2016 (MS Excel, MS Word, MS PowerPoint) as well as MOS Expert 2016 (MS Excel).



Saad is an experienced Financial Modeler and has taught/trained thousands of students and corporate managers on topics of Financial Modelling and Advance Excel for the last ten years.

At present, he has also been engaged as a visiting faculty at Institute of Business Administration (IBA) Karachi teaching courses such as Advanced Corporate Finance and Financial Modelling.

## TOPICS COVERED

### KEY OBJECTIVES

The course is designed to cover the following key objectives:

- Follow a logical, structured and disciplined approach towards model building
- Build a model from start to finish
- Learn how to translate key financial and commercial aspects into Excel
- Understand how to tailor the outputs of the model and interpret the results
- Learn ways to reduce the incidence of modelling errors

### KEY TOPICS

#### Modeling Basics

Purpose of financial models and the risks associated with financial modeling  
Leading approaches to model building, their benefits and the importance of formatting

#### Model Design

Overall process of model development and model design  
Set a typical layout, structure and flow of the model  
Adopting a template-based approach to achieve consistency between model worksheets

#### Layouts and Assumptions

Alternative layouts for model inputs and scenarios  
Using range names and data validation to increase model robustness

#### Fixed Assets and Depreciation

Different ways of modelling capital expenditure relating to different asset classes  
Depreciation methodologies including cases where multiple asset acquisitions take place across the model timeline

#### Operations Modeling

Forecasting for revenues, operating and maintenance costs and working capital  
Using indexation factors based on different cash flow timing assumptions

#### Debt and Equity Financing

Modelling different drawdown approaches to service funding needs  
Costs related to debt financing such as interest  
Different debt repayment methods

#### Taxation

Different approaches for modelling corporate taxation

#### Outputs

The importance of integrated financial statements and how to set them up  
IRR and NPV calculations, using both project and equity cash flows  
Other key output measures such as lending and profitability ratios and industry KPIs

#### Implementation and Use of Model

Creating dashboards, hyperlinks and contents pages for easier use and navigation  
Performing stress testing on a model based on designated sensitivities and in-built scenario cases

#### Model Review and Testing

Use of checks sheets to automatically detect and identify potential modelling errors  
Common modelling errors including tips on how to spot them

#### Valuation

Introduction to company valuation  
Difference between equity and enterprise value  
Stages of a complete DCF valuation

Workshop Fees **PKR 60,000 + 5% SST**

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

Experience

## EXECUTIVE EDUCATION

Centre for Executive Education, IBA, Karachi

Center for Executive Education (CEE)  
Institute of Business Administration City Campus.  
Off Garden Road, Karachi-74400.

### For Further Information

T: (92-21) 38104701 (Ext. 1809, 1812)

F: (92-21) 38103008

Email: [ceeinfo@iba.edu.pk](mailto:ceeinfo@iba.edu.pk) | Visit: [cee.iba.edu.pk](http://cee.iba.edu.pk)

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