Institute of Business Administration Karachi
Leadership and Ideas for Tomorrow

Finance, Accounting & Law

IBA CEE — Center for Executive Education
Institute of Business Administration

Workshop on
Financial Modeling & Business Valuation

December 19, 20 and 21, 2019
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.

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

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 KPls

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

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