

Financial Modeling and Business Valuation

July 17-18, 2019

Marriott Hotel – Karachi | 9:30am – 5:00pm

Course Overview:

During the next year or so, the decisions your company makes and their consequences will establish how successful it is in riding out the current economic downturn. To determine a quantitative representation of your company's actions, financial analysis and modeling can be used to calculate and compare the impact of business decisions and alternative scenarios on the company's performance.

This course will give you a firm grip on the financial information that underpins your business and teach how to effectively use different tools to manipulate, interpret and disseminate that information. While advancing your computing efficiency and ability with **MS Excel®**, this course will support improved decision making.

Learning Outcomes:

- **Create** effective, accurate and robust financial models that meet your business needs
- **Understand** the most widely-practiced and robust business valuation techniques
- **Learn** to measure, interpret and predict company performance using Excel modeling
- **Effectively** communicate the results of your models to team members and senior management
- **Improve** your decision making processes and save time on financial analysis

Who Should Attend?

This hands-on course is designed for middle and senior business and finance professionals as well as general managers who need to use financial models to measure business performance, including:

- Finance Managers and Controllers
- Project Managers and Risk Analysts
- Investment and Management Accountants
- Financial Advisors and Corporate Analysts
- Head of Business Units and Business Planners
- Budget, Corporate, Business and Financial Analysts

Delegates will need to bring along a laptop for hands-on exercises



Course Facilitator:

Ali Saeed

Chief Executive Officer at an
Investment Banking / Equities
Brokerage firm

Over 10 years of diverse
professional experience in
foreign and domestic equity
markets specializing in buy
and sell side roles

Former Emerging Markets
Strategist with Morgan Stanley
Capital, UK

For Details:

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COURSE AGENDA

Analysis of Financial Statements

- Understanding business as a financial system where management decision making in three key areas:
 - Investment
 - Financing
 - Operations
- Description of profit & loss, balance sheet, and cash flow statements
- Using profitability and risk ratios to compare companies across different sizes and industries
- Balance Sheet, Income Statements and Cash Flow Statement analytics
- Risk ratio analysis
- Two different perspectives on analyzing companies using financial statements
- Selecting the ratios to use in your analysis
- Horizontal Analysis and Vertical Analysis

Modeling and Business Valuation

- Financial Modeling Theory and Best Practice
- Gearing Models and disintegrating financial statements
- Understanding Discounting techniques and Mechanisms
- Applying discounted techniques on Bonds and Equities
- Using free cash flows or dividends to apply DCF and DDM techniques
- Estimating Free Cash Flows
- Estimating Dividend payout trends
- Applying multi stage models
- Estimating value of the business
- Using the value to ascertain whether a firm is overvalued or undervalued
- Final thought and recommendation
- How to deal & prevent circular references

Cost Structures

- Fixed Costs
- Profit Sharing
- Implicit Costs
- Variable Costs
- Revenue Sharing
- Opportunity Costs
- Explicit Costs
- Break Even Analysis

Techniques for Capital Budgeting

- Free Cash Flows
- Payback Method
- Discounted Payback
- Net Present Value (NPV)
- Pro's & Con's of Each Technique



Course Facilitator:

Ali Saeed's

professional experience converges from over 10 years of diverse indulgence in the fields of portfolio management and institutional / retail sales of equities to domestic and foreign market participants.

He is currently the CEO of a leading investment banking and equities brokerage firm operating at the Karachi bourse. His responsibilities have encompassed a wide range of roles from effectively marketing the firm to domestic, retail and corporate institutions and also managing the entire settlement cycle. He has also been engaged in sell side research and economic analysis. Ali's previous assignment was at a leading Asset Management Company where he led the portfolio and research efforts of the firm managing three funds with an asset base of PKR 7 billion. Prior to that, Ali was actively monitoring and investing in the far eastern markets at Morgan Stanley Capital in London researching and managing emerging markets in the Asia-Pacific rim.

Currently, Ali is authoring a book on PPP (Public Private Partnerships) with a Boston based consultant. His association with academia has allowed him to currently pursue his M. Phil in Economics. He has attended various international conferences and workshops to enrich his own pool of thought.

Ali Saeed has trained participants from



INVESTMENT

PKR 30,000
+SST Per Participant

FEE INCLUDES:

Course material, certificate of attendance, lunch refreshments & business networking

Bring this program In-house at attractive discount

This workshop can be customized to suit specific needs of your organization which may lead to significant savings. Please contact **Naveed Rahim** at naveed.rahim@octara.com or call at **0334-3082767**