TerraBiz
Trainings | Conferences | Exhibitions

ADVANCED PROFICIENT
FINANCIAL MODELLING
WORKSHOP

Course Overview

This course entails the construction and approach of high performance financial models for decision making, analytics and valuations while covering complex issues faced. The course will cover scenario analysis, sensitivity analysis and tornado analysis. Furthermore, the course covers various functions and VBA coding. The course will cover different types of financial models such as Mergers & Acquisitions, Leveraged Buyouts, Debt Financing, Project Finance, Divestures, Turnaround & Restructuring, Valuations, Financial Planning & Analysis, Budgeting, Research and Performance Management etc

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
- Strategy Directors and Managers
- Budget, Corporate, Business, and Financial Analysts
- Project Managers and Risk Analysts
- Investment and Management Accountants
- Heads of Business Units and Business Planners
- Financial Advisors and Corporate Analysts

COURSE FACILITATOR

Rizwan Khan, ACCA

Director, Global M&A Transactions,
Social Entrepreneurship Consortium (Family Office)
Director, Transaction Advisory & Corporate Finance
RSM Pakistan

Print Media Partner

BUSINESS RECORDER

Business Magazine Partner

Pakistan Today Profit

International Partner
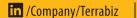
SIMFOTIX
Connect and Grow

Teaching Approach

This course is taught with simplicity and high value in mind. Although, technical skills are essential but a strong framework of financial models in the mind are a key to sophisticated modelling. The course will be taught through case studies and practical use examples to provide an experience where the attendees can understand important concepts clearly, which can be then applied in practical work situations.

Day 1- Understanding Financial Modelling Frameworks

Session 1: Developing Financial Modelling Acumen

1. Mental Financial Modelling with Scenarios and Examples

a. How to develop a financial model flow
b. How to identify key trends and factors
c. Estimating the outputs at high level
d. Identifying the key logic and sequences of events

2. Understanding the propose and framework of different financial models.

a. Developing the right questions and their answers?
b. Foundations of the "what if" mind-set
c. Understanding of forecasts and how to use them

3. Examples of different type of financial models and their uses.

a. Research Models
b. M&A models
c. Debt financing
d. DCF models
e. Leverage Buy Out Models
f. Divestures
g. Turnaround and Restructuring
h. Spin off/ Carve out
i. Valuation
j. Greenfield/ start up models

4. Examining Financial Statements/ Reports with Financial Modelling Approach

a. Income statement / Profit Loss and Costs
b. Statement of Financial Position, Assets Liabilities and Equity
c. Cash flow statements with cash flow at different levels Capital Budgeting
d. Management Accounts/ Financial Plans/ Performance Reviews

Session 2: Planning and Development of Financial Models

1. Approach to Planning Financial Models

a. How to select the right approach? What are alternative options?
b. What are the key considerations in building the right approach?
c. How to optimize your work plan?

2. Developing the rationale for different situations

a. Why does each model need an understanding of the requirement?
b. What happens when the rationale is not completely understood?

3. Importance of Assumptions and Industry Understanding

a. What is the value of assumptions and how to use them appropriately?
b. Importance of value chains in financial models
c. Understanding key value drivers in a financial model based on the industry

4. Creating Financial Models with limited information

a. Situations with limited information
b. Financial Modelling with Innovative Business Models

5. Developing Research Scope for Financial Modelling

a. What research is needed for financial models?
b. How to incorporate research specific to a financial model?
c. Using information from research vs a database
d. Sourcing Data for financial models

Session 3: Key Inputs for financial models

1. Data tables and formatting of financial models
a. Creating data tables with different approaches
b. Using an optimized data model
c. Troubleshooting

3. Understanding of Key Drivers in Financial Models
a. What are the key drivers in any model?
b. How do they change in different situations?

2. Historical Data Analysis and Trend Analysis
a. Organization historical data as base of financial model
b. Analysing trends using functions for financial modelling

4. Growth Factors, CAGR and other key trend integrations
a. Making the growth factors flexible
b. Appropriately integrating irregular trends

Day 2- Application of Financial Modelling Tools in Excel

Session 1: Analysis Techniques

1. Scenario Building and Analysis
a. What are scenarios in a financial model?
b. How are scenarios designed?
c. How to allow a user to explore scenarios easily?

2. Sensitivity Analysis
a. When to use sensitivity analysis?
b. What methods to use for sensitivity analysis in a financial model?

3. Monte Carlo Analysis
a. Use of Monte Carlo Analysis in Financial Modelling
b. Approaches to developing Monte Carlo Models

4. Tornado Analysis
a. What is Tornado Analysis ?
b. Methods of conducting tornado analysis

Session 2: Key Functions

1. Financial Functions in Excel
a. NPV, IRR, CAGR, ROI,
b. DCF
c. Vertical and Horizontal Analysis
d. VBA for financial modelling and automation overview

2. When to Use VBA for Financial Modelling
a. Why is VBA used in financial Modelling ?
b. How to ensure that using VBA ensures value add in a situation?

3. Understanding VBA language
a. Overview of practical VBA codes and subroutines

4. Problem Solving and Trouble Shooting
a. Problem solving for circular references
b. Common issues and errors in financial models

Session 3: Presentation

1. Graphical Representations
a. Creating the right kind of graphs
b. Formatting guideline to keep a financial model effective in communication

3. Ensuring User Friendliness
a. Knowing your user
b. Development of summary from a detailed financial model
c. Referring back to the scope and questions for the financial model

2. Creating High Value Summaries
a. Summarising information
b. Development of Summary from financial Model Depths
c. How not to create a summary

4. Key steps to ensure simplicity
a. How to ensure that the financial model is easy to understand ?
b. Key steps to reviewing your financial model

Course Director
Rizwan Khan, ACCA

Rizwan is a financial advisor, investment and business strategist. He is a speaker, investment & finance professionals, entrepreneur/start-up mentor and a management consultant. Rizwan is mentored by a Canadian Founder of multi-billion dollar very well established family office who was President of UNACTO 2004/05 that assist him in expanding his sphere of influence both in commerce, philanthropy and access to 9 figure capital structure and resources globally.

He has worked with various start-ups, investors, family offices, financial institutions, government organizations early-stage, and established companies internationally in business modelling, financial planning & strategy. Rizwan is a CGMA (powered by CIMA & AICPA) endorsed trainer of Finance Business Partnering. He has been invited as Speaker/Mentor on Business Modelling to start-ups and entrepreneurs at events endorsed by Google and Microsoft. Additionally, he has also been a panel expert/trainer on business and finance with MITEFPakistan & Wadhwani Foundation. Rizwan is a qualified ACCA (UK) and also holds BSc (Hons) Applied Accounting and a certificate in Financial Markets, Trading & Analysis.

He has received appreciation from Oxford University for research concepts on value generation and information flow in businesses. Rizwan has acquired a stake in a technology services company and turned around the company while steering it to fast paced growth. As an advisor, he has exclusively developed a succession plan for a mult-ibillion dollar Global Family Office while providing specialist services on deals globally in private and public listed entities. As a financial advisor, Rizwan has led the acquisition strategies of a leading online technology news portal in Pakistan. Rizwan has worked with Deloitte as a specialist strategic M&A professional. Rizwan has successfully lead the growth of a leisure and wellness organization across four countries in Europe.

The plan also included service for equity investment model to enable growth in the spa industry. He has lead the establishment and growth of a consulting company in Pakistan. Rizwan introduced award-winning private investment platform, to the Pakistani market. He has taken part in social projects as a teacher and advocate of positivity, with an oath to empower social wellness in every transaction. Rizwan delivers specialist investment strategies, financial advisory and business strategies in technology, financial services, fintech, e-commerce, education, real estate, power, telecom, logistics & supply chain, consumer and manufacturing industries among others. His deal experience covers US, Canada, UK, Middle East and Asia.

REGISTRATION DETAILS

Regular Tuition Fee: Rs. **40,000** per participant

Group Discount: **10% Discount** on 2 or more nominations from the same organization

***15% Discount** for members of ICAP, ICMAP, IIA and CFA Society of Pakistan

Includes courseware, TerraBiz certificate, lunch, refreshments, and business networking

*Discounts are mutually exclusive

For registration(s), send us your **Name, Designation, Organization, Mobile, E-Mail** and **Postal Address** to **register@terrabizgroup.com**

For further information please contact **Mohammad Phaysal**
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Terrabiz Cancellation Policy:
For cancellations made in the 7 working days to the workshop, no refunds will be given. Cancellations must be confirmed by email. Substitutions may be made at anytime.