Financial Modeling Training

A CFA Society Pakistan Initiative in collaboration with The Marquee Group (Based in Canada)

16-17 September 2019
Karachi, Pakistan

For more information on CFA Society Pakistan:
Visit cfasociety.org/pakistan
Send an email to info@cfapakistan.org
Call +922132461828
Overview

CFA Society Pakistan is pleased to collaborate with The Marquee Group to offer professional development training.

About CFA Society Pakistan

CFA Society Pakistan is the premier professional body for investment professionals locally: the place to connect with CFA Charterholders, grow professionally by sharing ideas and utilizing the numerous learning opportunities, project yourself in your areas of expertise, stay abreast of new developments in your field, and give back to your profession and Institute by sharing knowledge and experiences. Our goal is to create value for our members by providing relevant learning opportunities, career resources, membership support, networking, and leadership opportunities.

Program Logistics (2-day Course)

Dates and Location (venue to be communicated later)

Building a Model (of a Company): 16 September 2019 (Karachi, Pakistan)
Prerequisites: Participants should have a solid grasp of basic accounting fundamentals and proficiency with Excel prior to taking this course.

DCF Valuation Analysis: 17 September 2019 (Karachi, Pakistan)
Prerequisites: Participants should have taken Building a Financial Model (of a Company) prior to taking this course.

The level of both courses is intermediate/advanced

Course Times

Assignments, handouts and case studies will be used each day. Each session will be held from 09:00 to 17:30 and will include a mid-morning and mid-afternoon break as well as one hour for lunch from 13:00 to 14:00.

Registration

Register here by 11th September 2019. Cheque or pay-order in the name of CFA Society Pakistan to be couriered at the following address: 601, 6th Floor, Business and Finance Center, I.I Chundrigar Road, Karachi

Who Should Attend

✓ Existing and aspiring Finance and Accounting Professionals
✓ Research Analysts
✓ Investment Banking Analysts
✓ Bankers
✓ Finance Students
✓ Finance Professors

Pricing for 2-day course (Tax Included)

- Registration Fee: PKR 50,000
- 20% Discount for CFA Exam Candidates: PKR 40,000*
- 50% Discount for CFA Society Pakistan Members: PKR 25,000**

*Active Candidates - Verification Required
**Active Members - Verification Required
Course Learning Topics

**Building a Financial Model**

1. **Design and Structure a Financial Model**
   - Design and layout a financial model clearly and logically
   - Discuss the need for a model to serve as a marketing tool
   - Create clearly defined inputs and assumptions
   - Connect strings of data to create assumptions and footnotes

2. **Build Powerful Scenarios and Financial Statements**
   - Use switches to create effective scenarios and value drivers
   - Forecast and build-up a company’s revenues and expenses
   - Design and incorporate a company’s income statement, balance sheet and cash flow statement

3. **Incorporate all Relevant Schedules**
   - Construct all necessary schedules, including:
     - Depreciation / CAPEX Schedule
     - Working Capital Schedule
     - Income Tax Schedule
     - Debt and Interest Schedule
     - Shareholders’ Equity Schedule
   - Use Lookup functions within the model to effectively extract information
   - Properly incorporate Senior Term Debt with an amortizing repayment schedule
   - Create a robust Bank Operating Line (or Revolving Credit Facility)
   - Design and incorporate a cash sweep for a company’s Bank Operating Line
   - Balance the company’s balance sheet

**DCF Valuation Analysis**

1. **Review Valuation Concepts**
   - Discuss various valuation methodologies and the appropriateness of using a discounted cash flow methodology to value a business
   - Use two common styles to create a DCF analysis
   - Discuss various methodologies to value the terminal period

2. **Incorporate a DCF Analysis**
   - Properly calculate a company’s levered or unlevered free cash flows
   - Build a terminal year in the model to create a steady-state perpetual cash flow
   - Review critical terminal year assumptions including Capex, depreciation, working capital, margins and income taxes
   - Calculate the tax impact of unlevering a company’s cash flows
   - Calculate the company’s cost of capital and choose an appropriate weighted average cost of capital (WACC) range
   - Discount the cash flows in the forecast period and ensure that the cash flows are discounted to the correct period
   - Discuss common discounting errors and review the magnitude of discounting the cash flows to the wrong time period

3. **Understand the DCF Analysis**
   - Use a number of powerful Excel tools to sensitize the outputs
   - Incorporate appropriate ratios and performance metrics
   - Create “flags” to warn the user if a covenant has been tripped
   - Conditionally format output tables to highlight specific results
Instructor Profiles

Ian Schnoor, CFA
PRESIDENT AND FOUNDER
IAN.SCHNOOR@MARQUEEGROUP.CA

Ian started the business in 2002 and has built The Marquee Group into a leading provider of financial modeling training, consulting and accreditation.

Over the years, Ian has taught thousands of business professionals and university students in Canada, the United States, the United Kingdom, Australia and Mexico. Ian is passionate about teaching and brings a hands-on, interactive approach to every course. He has developed a framework and discipline for building models.

In 2014, Ian was the recipient of the “Instructor of the Year” award in the Master of Finance program at the Smith School of Business at Queen’s University.

Prior to establishing The Marquee Group, Ian spent a number of years in the Investment Banking departments at Citigroup and BMO Capital Markets. Ian completed his Bachelor of Commerce Honours degree with academic distinction from the University of Manitoba and has also attained the Chartered Financial Analyst (CFA) designation.

Hassan Ahmed, CFA
DIRECTOR, MIDDLE EAST AND ASIA
HASSAN.AHMED@MARQUEEGROUP.CA

Hassan supports The Marquee Group’s growing consulting practice, delivers financial modeling training programs as an instructor, and leads the firm’s expansion efforts in the Middle East and Asia. Hassan strongly believes that data manipulation and financial modeling are fundamental communication tools for finance professionals.

At Marquee, Hassan has also worked on consulting mandates across various industries. His engagements have included building a financial forecast model for a private equity-backed U.S. aerospace parts manufacturer to facilitate a capital raise and building the DCF and comparable company analyses for a $50 mm LBO of a private firm.

Prior to joining Marquee, Hassan was a management consultant with Deloitte in the Middle East covering a wide array of industries including financial services, real estate, oil & gas, and mining.

Hassan received his Master of Business Administration degree with Distinction from the Ivey Business School at the University of Western Ontario and is also a CFA Charterholder. He holds a Bachelor of Commerce degree from the John Molson School of Business at Concordia University.
The Marquee Group has been a leading provider of financial modeling and valuation training programs since 2002.

We have taught thousands of professionals all across Canada, the United States, the United Kingdom, Mexico, Australia and China.

Our Clients Include:

Canadian Financial Institutions
- RBC
- TD
- Scotiabank
- CIBC
- BMO
- National Bank

Global Financial Institutions
- Santander
- American Express
- HSBC
- KPMG
- Brookfield
- BNP Paribas

Corporate
- Square
- Tim Hortons
- Walmart
- Loblaw
- Kinross

Public Sector
- CPP Investment Board
- EDC
- Ontario Teachers' Pension Plan
- Treasury Board of Canada Secretariat
- bdc
- Office of the Auditor General of Canada

Education
- HEC Montréal
- University of Toronto
- Queens University
- Western University
- McMaster University

Professional Organizations
- Canadian Institute of Real Estate
- CFA Institute
- Norton Rose Fulbright
- CPA Canada
- Tetra Tech

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