



ADVANCED FINANCIAL MODELLING & DASHBOARDS WITH EXCEL

20th - 22nd March 2018 | HYATT REGENCY, TRINIDAD & TOBAGO

In Association with



Entitled for

18
CPD
Hours

Course Facilitator



Expert Profile:

Gerald Strever is a globally renowned expert on financial modeling and spreadsheet techniques, combining expert knowledge with vast experience.

He is the Senior Managing Partner of Finance Training Solutions, specializing in Financial Strategy, Business Modeling, Financial Risk Modeling and Company Valuation. Gerald has developed the unique and branded, "Financial Modeling Quadrant System™" and has published a number of articles on Financial Modeling.

Gerald worked for 15 years in Senior Management Accounting and Financial Management positions at Unilever and the South African subsidiary of Best Foods. For five years he held the position of Head of Long Range Planning and Budgeting for Best Foods, where he pioneered Business Modeling in South Africa. He is regarded as a leading authority in the design and application of business models.

Before starting Finance Training Solutions in 1994, Gerald worked for 5 years at Standard Merchant Bank, structuring Mergers & Acquisitions and Leveraged Buy-Outs.

He consults to a number of companies in the areas of financial strategy, business modeling and company valuation, as well as conducting both in-house and public workshops on Finance, Business Modeling and Company Valuation internationally for the past 21 years. Major clients include Saudi Aramco (KSA), Abu Dhabi National Oil Company (UAE), Abu Dhabi GAS (UAE), FirstGen (Philippines), Gaysorn (Thailand), Cat Telecom (Thailand), TruEnergy (Australia), TATA (India), Bayer, BMW, Cadbury-Schweppes, Denel, GlaxoSmithKline, Johnson & Johnson, Kimberly-Clark, SKF, L&T Infra (India), PetroSA (South Africa), Angola Liquefied Natural Gas (Angola), Hindustan Petroleum Corporation Ltd (Hindustan), Bank of America/Merrill Lynch, Development Bank of South Africa.



Gerald Strever

Testimonials

"The workshop was a value add. Mr. Strever was quite knowledgeable in this sphere and was indeed able to pass on some value adding tips to the class" – **Robert O'Brien, The West Indian Tobacco Company Limited**

"This is the best course I have ever attended! Thank you, Gerald" – **Ms Samantha Esplin, Marketing Manager, Kimberly-Clark**

"This course exceeded my expectations! Gerald has a very high level of knowledge in his field" – **Mr Joe Farah, Key Accounts Executive, LG Electronics**

"This was a really worthwhile course." – **Mrs Khesini Pillay, Management Accountant, National Credit Regulator**

Program Overview

This intensive and highly practical 3-Day workshop entitles you to receive **18 CPD Hours from The Institute of Chartered Accountants of Trinidad and Tobago (ICATT)**.

This program will teach delegates how to design and construct and then effectively use robust financial models, using the unique branded system developed by **Gerald Strever**, the "Financial Modelling Quadrant™" system.

This is a Research-Based Training Course: the course curriculum has been developed and designed from research with actual industry practitioners and will in just 3 days give you all the tools and techniques needed to move from basic techniques to becoming a "blackbelt" in Financial Modelling. Other courses in the market cover only one Quadrant – the Financial Statements.

All the topics covered will include hands-on exercises and delegates will each receive a free CD-ROM containing all the exercises plus the Excel Add-Ins for the Risk Simulation and Sensitivity Exercises, plus a User Defined Function, XMIRR, created by the workshop trainer.

These Add-Ins are not time-limited and can therefore be used after the workshop. They represent what is arguably the richest set of software available with any Financial Modelling workshop in the market.

The CD also contains additional exercises, with model answers on all the modules in the workshop, for revision purposes.

The workshop is practical & focused: each of the modules presented will include step-by-step explanations and hands-on examples. There will be simulation exercises with practical computer-based exercises focusing on unique financial modelling scenarios. A comprehensive Workshop Reference Manual will be provided - packed with ideas, techniques, graphics, flow-charts and advanced Excel tools. Please bring your laptop computer to the workshop. Your computer must be Windows based with a full installation of Excel 2010 or later, including the Analysis ToolPak and Solver as well as Adobe Reader

The four Quadrants are:

- Identifying the **Drivers** of the intrinsic value of the company
- Model the **Financial** Statements - Balance Sheet, Income Statement and Cash Flow
- Model the **Sensitivity** of the intrinsic value of the company by flexing the **Drivers**
- **Simulate** the possible variability of the intrinsic value of the company using Monte Carlo Simulation.

Prerequisites

Participants should have a working knowledge of Financial Statements and a good knowledge of Microsoft Excel

Takeaways

Excel Add-Ins – SenSit and SimVoi plus a User Defined Function, XMIRR

Course Objectives

By end of the course, delegates will be able to:-

- **DISCOVER** the most efficient ways in planning, designing, structuring, cross-checking and auditing your financial models
- **CONSTRUCT** robust, reliable financial models that are easy to amend and maintain integrity
- **UNDERSTAND** advanced techniques and applications in financial modelling
- **LEARN** to measure, interpret and predict a company's performance using advanced Excel financial models
- **IMPROVE** decision-making processes with better risk evaluation, sensitivity analysis and scenario modelling
- **SAVE** time on the analysis and manipulation of your financial models with keen insights from our expert
- **SOLVE** your real-life financial modelling issues and challenges
- **APPLY** powerful visualization techniques to deliver maximum impact when presenting your financial models
- **OPTIMIZE** financial models to ensure they are easy-to-use and well-documented in accordance with spread-sheet modelling best practices
- **PREPARE** financial models to address a variety of financial modelling scenarios

Pre- and Post-Course Support

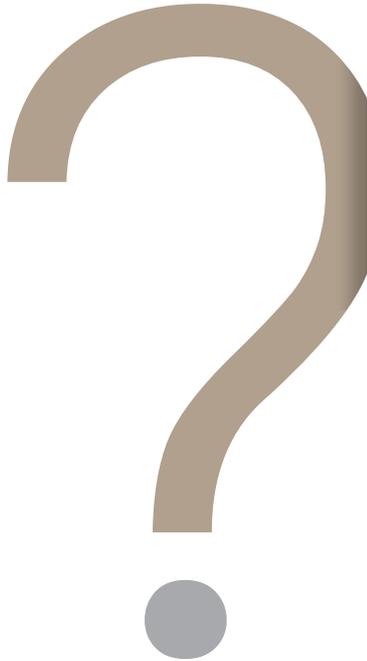
- You will receive pre-course readings on "Primer on Financial Statements" and "Primer on The Time Value of Money" plus a set of "Excel Refresher" exercises.
- You will receive unlimited online support after completing the workshop, with any questions you may have relating to the topics and skills learned on the workshop, for life.

Training Methodology

Classroom lectures with relevant & upto date case studies & exercises

Course Duration

The course is planned for a total of 24 hours (3 Days)



Why You Should Attend

- In business, every decision has an impact on the overall performance of the organization. Managers and shareholders need to, therefore, make the best decisions to keep their firms afloat. The best run companies internationally use Financial Modelling to assist them in making the best decisions.
- A business model can be understood as a simulation of the financial position of the firm, several years from now. Aspects such as returns on investment (ROI), profitability, costs, revenues, cash flows, and numerous others are reflected by the model. With the information of your firm's future position at your fingertips, you are more likely to make the best decisions.
- Without a Financial Model of your company, everyone has his or her version of the position of the company, now and in the future. Making the right decisions is, as a result, difficult since each stakeholder thinks that he or she is right. With an integrated business model in place, decisions will be made easily and fast since they will be based on information from a single source.

Who Should Attend

CFO / Finance Director / Financial Controller / Head of Finance; and also

- Financial Managers and Analysts
- Director/Head/Manager of Strategic Planning
- Director/Head/Manager of Business Development
- Financial/Equity/Treasury Analysts
- Project Managers
- Project Financiers and Lenders
- Accountants and Auditors

Day 1

QUADRANT 1 - DRIVERS

Creating Practical Forecasts and Projections for the Model

- Forecasting with Excel's regression functions
- Excel's smoothing functions.
- Different approaches to business planning including deterministic and probabilistic models.
- Trends
- Regression analysis
- Smoothing techniques
- Seasonal analysis

Exercise: You will build a Sales Forecasting Model and assess its accuracy using the Mean Squared Error test

QUADRANT 2 - FINANCIAL STATEMENTS

Building a Financial Planning Model from Scratch

- Identifying potential Driver variables
- Initial Accounting Statements for a Financial Planning Model
- Building a Financial Planning Model
- Extending the Model to Year 2 and beyond

Exercise: You will reverse-engineer a conventional 3 statement financial model to include the Drivers tentatively identified.

Day 2

Calculating the Intrinsic value of the Company

- Internal Rate-of- Return (IRR) and Modified Internal Rate of Return (MIRR) metrics that are required for informed financial decision-making.
- Using XNPV and XIRR
- Using XMIRR
- Mid-Year discounting

Exercise: You will add to the Model – calculating the intrinsic value of the company modelled

Analysing Key Financial Data and solving 'What If' problems to Optimise your Model

- Various approaches to what-if analysis, including: data tables, sensitivity analysis and goal seeking.
- Working on data tables - one-way and two-way
- Using Goal-Seek.
- Use of data tables in a marketing context.
- The power of the Solver function
- LP Simplex, GRG Non-Linear and Evolutionary Solver

Exercise: You will use the Data Table and Solver functions to optimise the Model

QUADRANT 3 - SENSITIVITY

Sensitivity Analysis Using SensIt

- SensIt Overview
- One Input, One Output
- Many Inputs, One Output Tornado
- Many Inputs, One Output Spider chart

Exercise: You will use the SensIt Excel add-in to test the sensitivity of the modelled company's intrinsic value to changes in the Input Variables

Day 3

QUADRANT 4 – MONTE CARLO SIMULATION

Monte Carlo Simulation Using SimVoi

- SimVoi Overview
- Using SimVoi Functions
- Monte Carlo Simulation
- Random Number Seed
- One-Output Example
- SimVoi Output for One-Output Example

Exercise: You will use the SimVoi Excel add-in to perform simulations on the Model

Creating Dashboards

- Creating Fit-For-Purpose Dashboards by Identifying Relevant Metrics and Drivers for Different Target Audiences
- Tying the Dashboard back to the Model Mapping and Objectives
- Presenting and Visualizing Model Outputs
- Dynamic Dashboard Options
- Conditional Formatting
- Hiding and Grouping
- Using Appropriate Charts, Diagrams and a Summary Page

Applying the Quadrant Financial Modelling System to a full Financial Model

This task is a major opportunity to devise and create your own model, applying all the techniques learned on the workshop. Your trainer will provide you with the data and templates to create the model and will assist you when required.

This exercise will be done in groups of 4-5 delegates, who will work as a team, and then present their model to the workshop participants, again as a team.



For an in-house training option, alternative dates & locations kindly contact **IBEFoRuM**

We are happy to add extra content to the programme to meet additional requirements from your company.

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