## NCFM (NSE India) Certified - Financial Modelling



सत्यमेव जयते GOVERNMENT OF INDIA MINISTRY OF SKILL DEVELOPMENT & ENTREPRENEURSHIP



Transforming the skill landscape





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- Financial Modelling
- Application of Financial Modelling
- Financial Modelling Illustration
- □ Why Financial Modelling?
- IMS Proschool Financial Modelling Course
- Key features
- Study Options
- Details of the course delivery
- IMS Proschool

### Financial Model applications

Financial Modeling is a key skill with application in several areas within banking and finance industry as well as within corporations.

Forecasting future raw material needs

- Valuation of a security
- Benefits of a merger
- Check the size of the market opportunity
- See the roadmap to profitability

Check investment requirement

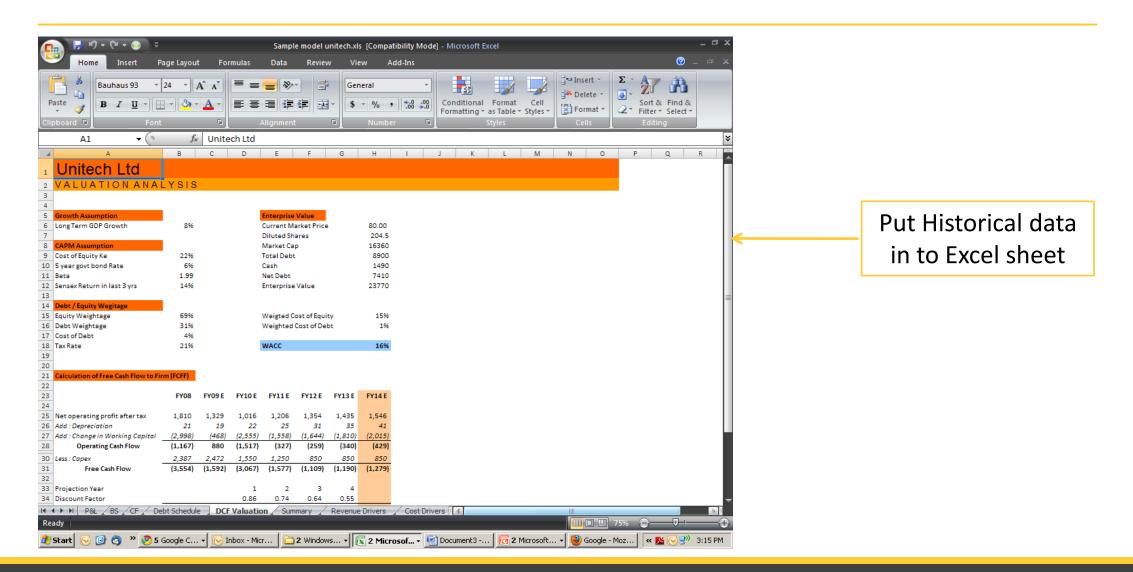
- Quantify and predict risk
- Portfolio performance
- Identify undervalued securities

# **Financial Modelling**

- In Financial Modeling you learn to gather historical information on companies and analyze company / industry performance on various financial parameters
- Analysis is then used to build a companies financial model, which in turn is key to projecting a future financial performance
- Based on this model companies / investors can arrive at a suitable valuation for the companies.

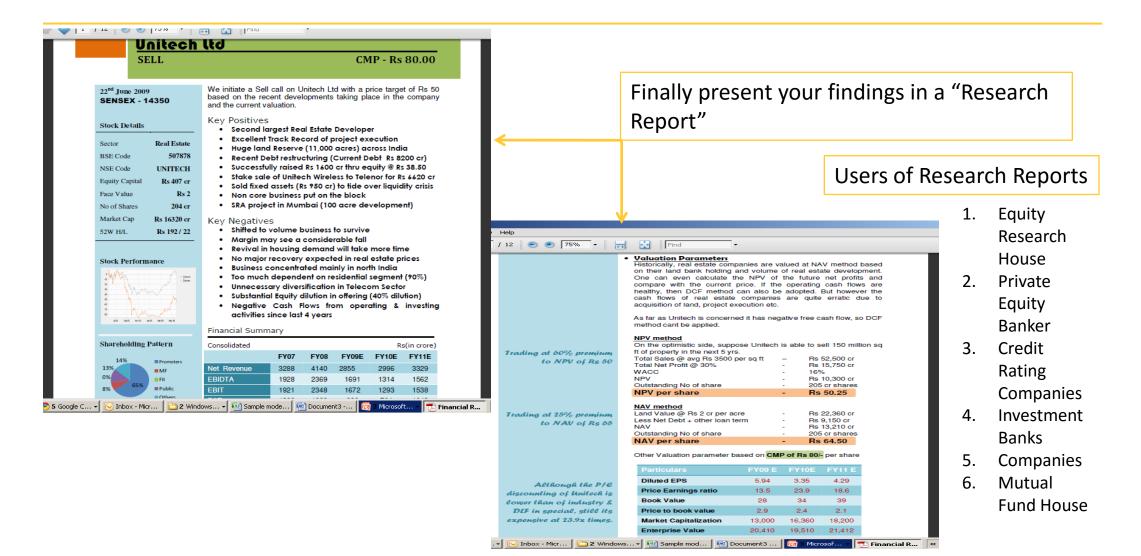
 Such research analysis is used in the areas of investment banking / equity research/financial KPOs that are assisting investment bankers / equity research firms, financial advisory firms, project finance Preparing a Financial Model & Research Report

unitech'	ndia.com/com			p?symbol=U NSE's Market			5982.10 ▼ NIFT × -0.75% MARKET CLOSED Stock of the nation	• •	
Home Financial Results	Shareholding I	Pattern B	oard Meetings	Trading H		ions Chain	As on 20-OCT-2010 16:00:21 Hours I		Collect Historica
			Best O	rders		Trd. Value	UNITECH : High : 91.75 / Low : 87.25 <u>Note</u> UNITECH :		from:
Security	LTP	Buy Qty	Buy Price	Sell Price	Sell Qty	(Rs. lakhs)			
Equity Shares	88.00	-	-	<u>×××××××××××</u> 88.05	10114	24725.76			
Most Active Futures 28-OCT-2010	88.70	92000	88.60	88.65	4000	57949.20		<	
Most Active Call (95.00) 28-0CT-2010	0.80	12000	0.75	0.80	108000	11840.60			company
Most Active Put 90.00) 28-OCT-2010	3.10	8000	3.00	3.20	44000	4323.03			website
1ost Active Nifty Futures 28-OCT-2010	6014.95	6850	6014.95	6015.25	50	1489172.51			NSE India
Most Active Midcap Futures 28-OCT-2010	2975.00	375	3045.00	3104.50	225	4.58			
							Intraday Stock Stock with Index Quarterly		BSE India
Company Information				Corporate Ac	tions		Announcements		
Unitech Limited         Ex-Date         Purpose           Oate of Listing (NSE): 08-Sep-1999         02-Sep-2010: XNNUAL GENERAL MEETING AND DIVIDE           ace Value : 2.00         RE.0.20 PER SHARE           (SIN: INE694A01020         06-Aug-2009: AGM/DIV-RE.0.10 PER SHARE           industry : CONSTRUCTION         25-Aug-2008: AGM/DIVIDEND - 12.5%           Sonstituent Indices : CNX 500,CNX Infrastructure,CNX         30-Aug-2007: BONUS 1:1           Realty,CNX Realty,CNX Realty,CNX 500,CNX         20-Jul-2007: AGM/DIVIDEND-25%           Songet Cap.: 2515645773(shares) as on 20-Oct-2010         20-Jul-2010					ARE O PER SHARI • 12.5%		<ul> <li>Proceedings of Annual General Meeting Sep 29, 2010, 13:16</li> <li>Outcome of meeting Aug 30, 2010, 14:32</li> <li>News Clarification Aug 25, 2010, 16:01</li> <li>Annual General Meeting Aug 25, 2010, 15:39</li> <li>AGM/Book Closure Aug 20, 2010, 11:40</li> </ul>		



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																			1.	Income
ost Drivers																				<b>.</b>
			Financial	Year 2008	3 (FY08)			Financial	Year 2009											Statement
Particulars	Annual FY07	June'07 Q108	Sept'07 Q208	Dec'07 Q308	Mar'08 Q408	Annual FY08	June'08 Q109	Sept'08 Q209	Dec'08 Q309	Mar'09 Q409 E	Annual EV09 E	FY10 E	FY11 E	FY12 E	FY13 E	FY14 E				
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traordinary Items	-	-	-		-	-	-		-	•		-	-	-				<b>—</b>		Balarice
epreciation Matrix																				Sheet
epreciation provisions	7 540	3 647	3 759	6 876	9 993	21 819	7 1,112	4 1,602	5 1,967	3 2,209	19 1,723	22 2,159	25 2,459	31 3,059	35 3,509	41 4,059				Sheet
Fixed Assets - Opening Depre %	196	096	0%	196	1%		1,112	1,602	0%	2,205	1,725	2,155							2	Cash Flow
																			J.	Casilillow
terest Cost Matrix t on Debenture	22	11	15	17	7	50	10	11	9	10	40	16	-	-	-	-				Statement
t to Financial Institution	34	12	12	11	10	45	18	22	17	18	75	88	67	67	89	102				Statement
terest on Term Loan :her Interest Cost	61 12	24 13	28 24	32 38	25 1	109 76	45 35	53 48	40 31	45 37	183 151	169 65	114 53	104 47	124 37	129 37				
tal Interest Cost	129	60	79	98	43	280	108	134	97	110	449	338	234	218	250	268			4.	Revenue &
terest Rate Analysis																				
Debenture Cost	4%	2%	2%	2%	2%		2%	2%	2%	2%	8%	10%	10%		10%	10%				Cost Drivers
FI Interest Rate Term Ioan Int Rate	6% 6%	196 196	1% 1%	196 196	1% 1%		1% 1%	1% 1%	1% 1%	1% 1%	4% 4%	596 496	5% 4%		5% 4%	5% 4%				
Other Int Rate	9%	7%	3%	2%	0%	6%	1%	2%	1%	1%	5%	5%	5%	5%	5%	5%			5.	Debt
verage Cost of Debt	6%	1%	2%	196	196	5%	196	196	1%	1%	4%	496	4%	5%	5%	4%	For average		0.	
Opening Debenture	550	600	800	925	450	694	525	525	525	525	525	325	-	-	-	-	O average			Schedule
Opening loan from FI	575	1,097	1,167	1,347	1,497	1,277	1,560	1,685	1,785	1,885	1,729	1,885	1,635	1,035	1,659	1,909	2159			Juncaure

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1		Finan	cial Sum	nmary						Decedence also
2							R	s in crore		Based on above
3	FY07	FY08	FY09 E	FY10 E	FY11 E	FY12 E	FY13 E	FY14 E		
4										information:
5 P&L Summary										iniornation.
6 Net Revenue	3,288	4,140	2,855	2,996	3,329	3,595	3,880	4,188		
7 Operating Profit	1,828	2,230	1,602	1,228	1,491	1,683	1,780	1,919		
8 EBIT	1,921	2,348	1,672	1,293	1,538	1,712	1,800	1,929		
9 PBT 10 PAT	1,792 1,306	2,068 1,669	1,223 969	954 764	1,304 1,043	1,494 1,195	1,549 1,240	1,662 1,329		
10 PA	1,506	1,005	365	/04	1,045	1,155	1,240	1,525		1. Forecast
12 Cash Flow Summary										I. TOTOCOSC
13 Cash Flow from operations	(1,994)	(751)	765	(1,501)	(307)	(244)	(325)	(414)		Company
14 Cash Flow from investments	(725)	(3,187)	(2,085)	(680)	(749)	(456)	(560)	(614)		- Company
15 Cash Flow from finance	3,352	4,323	1,402	3,542	(506)	1,225	1,180	231		
16								(		Revenue
17 Net Cash Flow 18 Capex	633 400	385 2,387	82 2,472	1,360 1,550	(1,562) 1,250	524 850	295 850	(796) 850		Revenue
19 Free Cash Flow to Firm	(2,869)	(3,554)	(1,592)			(1,109)				
20	(2,005)	(3,334)	(1,552)	(3,007)	(1,577)	(1,105)	(1,150)	(1,275)		2. Arrive at
21 Balance Sheet Summary										Z. AITIVE at
22 Equity	162	325	325	409	455	485	510	510		
23 Reserves	1,832	3,275	4,278	6,553	8,414	10,361	12,443	13,714		Valuation
24 Tota Debt	4,040	8,552	8,900	6,000	4,500	5,250	6,000	6,750		Vuluution
25 Other Liabilities	1,582	2,036	3,142	8,312	8,612	8,412	8,212	8,012		
26 Capital Employed 27	7,616	14,188	16,645	21,274	21,981	24,508	27,165	28,986		
27 28 Fixed Asset	600	1.046	2,061	2,364	2,945	3,366	3,883	4,443		
29 Capital WIP	215	2,098	3,323	3,873	4,173	4,323	4,473	4,623		L
30 Investment	455	1,416	974	874	774	674	574	474		
31 Goodwill	113	113	425	425	425	425	425	425		
32 Net Current Asset	6233	9515	9862	13737	13664		17810	19022		
33	7,616	14,188	16,645	21,274	21,981	24,509	27,165	28,986		
34		المراجع والم		-basties	Curr		D			
H → → H P&L / BS / CF /	Debt S	nequie	C DCF V	aluation	Sumn	ary /	Revenue (	onvers	Cost Drivers I < IIII III III III III III III III I	
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# Applications of Financial Modelling

Investment Banking	• Financial Modeling helps Investment Banker in Valuing the company by forecasting the revenues. On the basis of Valuation they recommend the buyer or seller on acquisition of new funds or investments in new funds respectively.
Equity Research	<ul> <li>Financial Modeling enables analyst in examining an organization's financial projections, competitor's projections and other dynamics to determine whether it is a smart or a risky investment.</li> </ul>
Credit Rating	• Financial Modeling equips Credit Analysts in collecting historical information & , outstanding debts and forecasting future growth on excel sheet to determine the degree of risk factor , which helps him/her in giving rating
Project Finance	• Financial Modeling helps in assessing the financial viability of a project and creating a funding plan through debt and equity components
Mergers & Acquisitions	<ul> <li>Financial Modeling helps the companies in access the value of the company which they want to merge or acquire by forecasting the revenues, preparing debt schedule, by doing competitor analysis</li> </ul>
Financial Analysis	• Financial Modeling helps companies in assessing their own finances & build financial models for their on projects. & in creating a funding plan through debt and equity components

# Why NSE Certification



- Your gateway to a rewarding career in Equity Research, Investment Banking, Credit Rating, Project Finance, Business Analysis
- Learn Excel Modeling for Analyzing, Valuing & Forecasting different companies
- Prepare Financial Research snapshots and evaluate different sectors
- ✓ The only Financial Model program in India certified by NSE India.
- ✓ NSE is the largest certifying body for financial modules
- Get two additional certifications on "Investment Banking M&A" and "Advance VBA and Macros" by IMS Proschool

## Syllabus at a glance

Module 1	Module 2
Excel Proficiency	Refresher course on Economics, Financial Markets , Financial Statements & Financial Management
Formatting of Excel Sheets, Use of Excel Formulae Function	Introduction - Economics , Microeconomics , Macro- economic
Data Filter and Sort, Charts and Graphs	Refresher - Basic Accounting Principles
Table formula and Scenario building, lookups, pivot tables	Reading the Annual Report & International Accounting Standards
Advanced Modeling Techniques	Time value of money , Long term financing , Cost of capital , Risk and return
Introduction to macros, Macros, Recording of Macros	Capital Structure , Dividend Policy , Working Capital Requirements , Equity and Industry Analysis
Understanding Visual Basic Environment (VBE)	Financial Markets & Intermediaries

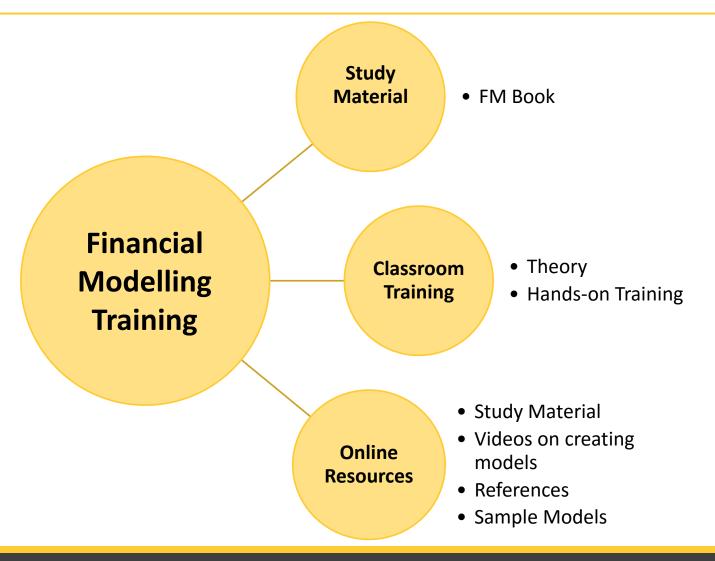
# Syllabus

Торіс	Detail
Basic Excel for Financial Modeling	<ul> <li>Formatting of Excel Sheets,</li> <li>Use of Excel Formula Function,</li> <li>Advanced Modeling Techniques,</li> <li>Data Filter and Sort,</li> <li>Charts and Graphs,</li> <li>Table formula and Scenario building,</li> <li>Lookups: Vlookup Match &amp; offset, pivot tables</li> </ul>
Financial Statement Analysis (Based on CFA Level I Syllabus)	<ul> <li>Introduction to Financial Statement Analysis</li> <li>Financial Reporting Mechanics,</li> <li>Understanding Income Statement, Balance Sheet,</li> <li>Cash Flow Statement,</li> <li>Financial Analysis Techniques,</li> <li>Inventories, Long Lived Assets,</li> <li>Non Current Liabilities,</li> <li>Financial Statement Application</li> </ul>
Financial Ratios (Based on CFA Level I Syllabus)	<ul> <li>Ratio analysis of industries</li> <li>Du point Analysis</li> <li>Peer to peer analysis</li> <li>Preparation of Financial Analysis report on an industry</li> </ul>

# Syllabus continued....

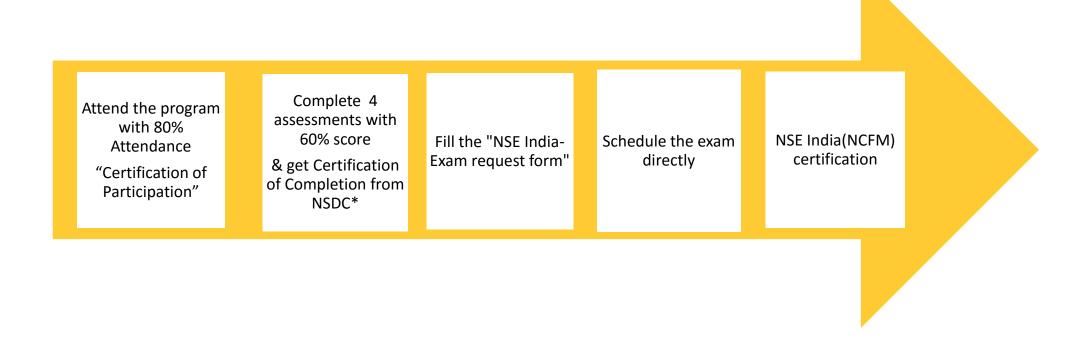
Торіс	Detail
Financial Management & Corporate Finance (Based on CFA Level I Syllabus)	<ul> <li>Time value of money</li> <li>Long term financing</li> <li>Cost of capital</li> <li>Measure Of Leverage</li> </ul>
Project Finance	<ul> <li>Project evaluation; stage of project; construction &amp; development phase; funding during investment phase;</li> <li>costs during investment phase;</li> <li>life of project;</li> <li>decision making,</li> <li>cash flow waterfall &amp; resolve circular reference problem in interest during construction.</li> </ul>
Equity Research Modeling	<ul> <li>Prepare an Income Statement, Balance sheet, Cash Flow Statement, Geographic Revenue Sheet, Segment Revenue Sheet, Cost Statement, Debt Sheet, Analyze Revenue Drivers</li> <li>Forecast Geographic &amp; Segment Revenues, Cost Statement, Debt, Income Statement, Balance Sheet, and Cash Flow Statement.</li> <li>Performa Adjustments, Income Statement - Compute Margins, Balance Sheet -Compute Ratios</li> <li>Cash Flow Statement Projection, Valuation- Discounted Cash Flow Method (DCF), Valuation – Relative Valuation (Football Field Chart)</li> <li>Valuation – Assumptions for Valuation Model, Prepare Valuation Model, Prepare Presentation Sheet, Prepare Company Overview , Sector Overview</li> </ul>

### Course Resources



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### Evaluation & NSE Certification



NSDC : National Skill Development Corporation , an initiative of Ministry of Skill Development , Govt of India

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### What's More... Additional Training (After clearing NCFM - Financial Modelling Exam)

#### **VBA and MAcros**

- -Understanding Macros and VBA
- Recording Macros
- -Understanding basics of coding
- -Understanding objects and
- control statements in VBA code
- - Application of macros to Financial modeling
- Developing solution to circular reference problem
- - Developing sensitivity table
- - Developing scenario analysis
- - Developing simulation
- - Examples will be based on project
- models

#### Investment Banking M & A

- - Introduction to Investment Banking
- Merger and Acquisitions
- - Types of M&A: Merger ,Acquisition,
- Consolidation ,Spin-off
- - Drivers for M&A
- - Accounting for Mergers: Purchase
- Method & Pooling Method
- - Differentiate between financing and
- operating synergies
- - M&A Regulatory Environment
- - Developing M&A Models: Integration of
- Financial Statements between (Target
- and Acquirer),
- - Valuation -DCF, Relative and Transaction
- Comps
- - Developing Merger Model
- - Developing Synergies

#### SQL

- Introduction to Databases
- Terminologies Records, Fields, Tables
- database normalisation
- Primary Key
- How data is accessed
- Introduction to SQL Table creation
- - SQL Syntax, SQL data Types, SQL Operators
- - Table creation in SQL : Create, Insert, Drop , delete and updating
- Introduction to SQL Table access & Manipulation
- Select with Where Clause (In between, logical operators, wild cards, order, group by)
- - SQL constraints, Concepts of Join Inner, Outer
- Case study

**Note**: The above training programs will be conducted online only

### Key Features

- ✓ 3 Months weekend classroom program and Live Virtual classroom program
- Comprehensive course content making you Job ready
- Practical hands-on training methodology
- ✓ Study resources for reference and practice
- ✓ NSE Exam preparation via rigorous internal assessments
- Additional Certification on SQL, VBA & Macros and M & A Investment Banking
- ✓ Placement Assistance Interview grooming



# Study Options

Comprehensive Classroom	Live Virtual Classes	Distance Learning
12 weeks of Classroom Training	40 hrs of Audio – Video enabled "Live & Interactive training program on CISCO Platform	Self study
Study Material – Books and Online Resources	Study Material – Books and Online Resources	Study Material – Books and Online Resources
100 hrs Audio Video presentation on building models	Get recorded sessions for future reference.	100 hrs Audio Video presentation on building models
Learn 6 financial models of different sectors	Clear your subject doubts face-to-face with experts	4 hrs online workshop
Weekend Classes	Weekend sessions	At your own pace
Pune , Mumbai, Delhi , Bangalore, Hyderabad, Thane, Chennai	Across India	Across India

# Study modes - Features



### Classroom Training

- Face-to-face training by industry expert faculty
- Access online study resources and mock assessments
- Get your queries/doubts resolved in real time
- Networking opportunity with varied experienced professionals
- Knowledge sharing among peers and motivation due to interactivity
- Interview grooming



### **Live Virtual Classes**

- Audio Video enabled "Live & Interactive training program" on CISCO Platform
- Clear your subject doubts face-to-face with experts
- Get recorded sessions for future reference and missed sessions.
- Access Online study resources and Mock assessments
- Interact with your peers virtually while learning
- No travel, save time Study in the comfort of your home with a broadband connectivity

### **About Proschool**



- IMS Proschool is an initiative of IMS learning Resources Pvt. Ltd an organization engaged in training students for last 37 years.
- Proschool was launched in 2006 with the objective of equipping graduates and young professionals, with relevant and current skills through standards-based and thoroughly tested certification programs to enable them to perform in a wide spectrum of business environs.
- Ranked #4 Trusted Brand in Education and 44<sup>th</sup> amongst Most Trusted Service Brands across India (AC-Nielsen & Brand Equity Study)
- IMS Proschool along with parent organization has trained more than 3 lakhs candidates for different competitive exams and professional courses
- 90 centers across India for Management Training and 7 centers of Proschool for Financial Training
- Proschool has also trained over 20000 professionals from well known organizations like State Bank of India, Bank of India, UTI, Kotak Group, ICICI Group, Sundaram BNP Paribas, Citibank etc.,

### Partnerships



Funded by National Skill Development Corporation, a PPP promoted by the Union Ministry of Finance, Govt of India to offer skills based education

Tie-up with National Stock Exchange's NCFM for Certification test administration

Approved learning partner of CIMA (UK) for management accounting qualification

Approved prep provider of CFA Institute, USA for CFA Program

Partner with NISM (National Institute of Securities Market - an Initiative of SEBI) to spread Financial Literacy and Awareness across 135,000 schools in the country.







Chartered Institute of Management Accountants





### **Corporate Clients**

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**Deutsche Bank** 

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- **Foreign Banks**
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- **Mutual Fund Companies**
- **Insurance Companies**
- **IT/ITES**



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### Our other industry oriented programs

### **Certification Programs**

- Chartered Financial Analyst
- Financial Modeling
- Certified Financial Planner
   Certification
- Financial Services Foundation
- Chartered Institute Management Accountant
- Business Analytics

Post Graduate Program (6 Month – 9 months)

- Investment Banking & Equity Research
- Business Analytics
- Banking & Financial Planning
- Management Accounting



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Bangalore	080-42024234, 9900799981
Chennai	044-43015724, 9884909158
Hyderabad	040-66339989, 9701233472
Mumbai (Andheri)	022-65253090, 9619207323
Navi Mumbai	022-65285393, 9769162050
New Delhi	011- 40516955, 9871878870
Pune	020-65004735/36, 8888049338
Thane	7710012857, 9987753387
Other cities	022-65285393, 9769162050.

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