Quest Professional Center

PROFESSIONAL TRAINING COURSE

Course No. 1497

Business Valuation Techniques Training Course

FINANCIAL MODELLING, VALUATION & BUSINESS ANALYSIS
FINANCE, INVESTMENT & BANKING

DURATION
5 Days

DELIVERY
Classroom

Course Overview

The Business Valuation Techniques Training Course provides a comprehensive and practical framework for understanding and applying professional approaches to valuing companies, businesses, projects, assets, and investment opportunities. The course develops participants' ability to determine economic value by analyzing financial and operating performance, identifying key value drivers, assessing risk, and selecting the most appropriate valuation methodology for the purpose and characteristics of the business.

The program covers the principal approaches to business valuation, including the income approach, market approach, and asset-based approach, with practical applications of discounted cash flow valuation, comparable companies analysis, and precedent transactions analysis. Participants will learn how to select an appropriate valuation methodology, establish key assumptions, analyze financial and operational information, and translate analytical findings into a logical and supportable valuation range.

The course also examines the major factors that influence business value, including growth, profitability, free cash flow, capital structure, risk, asset quality, liabilities, competitive position, and financial sustainability. Particular attention is given to applying valuation techniques in practical contexts such as mergers and acquisitions, investment decisions, restructuring, strategic planning, and capital allocation, while assessing how different assumptions can affect the resulting valuation.

Through case studies, financial exercises, valuation workshops, scenario analysis, and sensitivity testing, participants will develop the ability to prepare professional business valuations, challenge assumptions, interpret results, and communicate valuation conclusions to senior management, investment committees, and decision makers. The Business Valuation Techniques Training Course supports organizations seeking to improve investment decisions, strengthen financial analysis, evaluate strategic opportunities, and allocate capital more effectively.

Objectives

- Analyze the fundamental principles of business valuation and explain the role of financial valuation in supporting investment and strategic decisions during the first day of the course.
- Evaluate a company's characteristics, business model, and key value drivers to determine the most appropriate valuation methodology.

- Apply the income, market, and asset-based approaches according to the nature of the business, valuation purpose, and available information.
- Develop a discounted cash flow valuation model incorporating free cash flow forecasts and terminal value assumptions.
- Design a comprehensive comparable companies analysis and select appropriate market multiples to establish an implied valuation range.
- Evaluate precedent transactions and analyze transaction multiples, market conditions, and control premiums affecting transaction values.
- Assess the impact of growth, profitability, cash flow, risk, and capital structure on the economic value of a business.
- Apply sensitivity and scenario analysis to evaluate the impact of changes in key assumptions on valuation outcomes.
- Evaluate differences between valuation methodologies and determine the principal factors contributing to differences between valuation ranges.
- Prepare and present an integrated business valuation report covering methodology, assumptions, results, risks, limitations, and recommendations during the final workshop.

Who Should Attend

The Business Valuation Techniques Training Course is designed for professionals working in financial analysis, corporate finance, investment, investment banking, valuation, corporate development, financial advisory, and mergers and acquisitions. It is also suitable for financial analysts, investment professionals, accountants, financial planning specialists, and professionals involved in evaluating companies, projects, assets, investment opportunities, and strategic decisions.

The course is particularly relevant to finance managers, investment managers, corporate development managers, portfolio managers, transaction managers, financial controllers, valuation specialists, senior analysts, and investment committee members. It is also valuable for executives, finance directors, and senior decision makers in banks, financial institutions, government entities, ministries, public-sector organizations, oil and gas companies, and large corporations that require robust valuation analysis when assessing companies, assets, projects, acquisitions, investments, and capital allocation opportunities.

Learning Outcomes

- Explain the principal methodologies used to value companies, businesses, projects, assets, and investment opportunities.
- Identify the key financial and operational value drivers that influence business value.
- Select the most appropriate valuation methodology based on the nature of the business, purpose of the valuation, and available information.
- Build a practical business valuation model using discounted cash flow analysis.
- Analyze comparable companies and apply relevant market multiples to establish valuation ranges.
- Analyze precedent transactions and assess transaction multiples, control premiums, and transaction-specific factors.
- Evaluate the impact of growth, profitability, cash flow, risk, and capital structure on business value.
- Calculate enterprise value and equity value and assess the impact of net debt and non-operating financial items.
- Perform sensitivity and scenario analysis to determine how valuation results change under different assumptions.
- Prepare and present a professional valuation report integrating multiple valuation approaches and providing clear recommendations for decision makers.

Course Outline

DAY 01

Business Valuation Foundations and Value Drivers

- Principles, objectives, and applications of business valuation
- Role of company valuation in investment, finance, and strategic decision-making
- Understanding business models and sources of value creation
- Historical financial and operating performance analysis
- Identifying revenue, cost, profitability, and cash flow drivers
- Assessing growth, risk, and financial sustainability
- Determining the purpose of the valuation and its impact on methodology selection

DAY 01 — CONTINUED

> **PRACTICAL APPLICATION**
> Analyzing a company and identifying its key value drivers and valuation considerations

DAY 02

Income Approach and Discounted Cash Flow Valuation

- Principles of the income approach to business valuation
- Free cash flow and its role in company valuation
- Developing financial forecasts and future cash flow projections
- Determining the discount rate and cost of capital
- Calculating the present value of projected cash flows
- Estimating terminal value
- Calculating enterprise value and equity value
- Analyzing net debt and non-operating financial items

> **PRACTICAL APPLICATION**
> Building a discounted cash flow valuation model for a selected company

DAY 03

Market Approach and Comparable Companies Analysis

- Principles of market-based valuation
- Selecting comparable companies based on industry, business model, size, growth, profitability, and risk
- Collecting and organizing financial and operating information
- Enterprise value, equity value, and net debt analysis
- Enterprise value to revenue multiples
- Enterprise value to operating earnings multiples
- Earnings-based and market-based valuation multiples
- Normalizing financial information and analyzing differences between companies

DAY 03 — CONTINUED

> **PRACTICAL APPLICATION**
>
> Preparing a comprehensive comparable companies analysis and establishing an implied valuation range

DAY 04

Precedent Transactions and Valuation Range Analysis

- Principles and applications of precedent transactions analysis
- Selecting relevant mergers and acquisitions transactions
- Evaluating transaction size, timing, industry, and geographic considerations
- Assessing buyer characteristics and strategic transaction rationale
- Calculating and interpreting precedent transaction multiples
- Control premiums and their impact on transaction value
- Comparing income approach, market approach, and precedent transaction results
- Sensitivity analysis, scenario analysis, and valuation ranges

> **PRACTICAL APPLICATION**
>
> Developing an integrated valuation range using multiple methodologies

DAY 05

Integrated Valuation and Strategic Decision-Making

- Reviewing and reconciling results from different valuation methodologies
- Analyzing the reasons for differences between valuation ranges
- Evaluating the quality of valuation data and underlying assumptions
- Identifying valuation risks, biases, limitations, and comparability challenges
- Selecting the most appropriate valuation conclusions based on the purpose of the analysis
- Developing a supportable final valuation range
- Preparing valuation reports for senior management and investment committees
- Linking valuation conclusions to investment, mergers and acquisitions, and capital allocation decisions

DAY 05 — CONTINUED

FINAL WORKSHOP

Preparing and presenting a complete business valuation for a company or investment opportunity

- Final review and development of decision-oriented recommendations

Register or Request More Information

Course page: https://quest-training.com/courses/business-valuation-techniques-training-course
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