QUEST
Professional Center

PROFESSIONAL TRAINING COURSE

Course No. 1433

Financial Modeling & Business Valuation Training Course

INVESTMENT BANKING & CAPITAL MARKETS
FINANCE, INVESTMENT & BANKING

DURATION
5 Days

DELIVERY
Classroom

Course Overview

The Financial Modeling & Business Valuation Training Course provides an advanced and practical framework for developing financial models, analyzing business performance, forecasting future results, and estimating the value of companies, investments, projects, and strategic transactions. The course integrates financial analysis, forecasting, valuation, risk assessment, and scenario analysis to help professionals transform financial and operational information into structured insights that support sound financial and strategic decision-making.

Financial modeling is a fundamental capability across corporate finance, investment banking, investment management, treasury, strategic planning, mergers and acquisitions, and capital allocation. A strong financial model must translate business assumptions into reliable financial outputs while remaining transparent, flexible, reviewable, and useful for decision making. The course therefore focuses not only on model construction, but also on understanding the business drivers behind the numbers, testing assumptions, validating outputs, and interpreting results in a management context.

The program covers the complete process of developing an integrated financial model, beginning with historical financial statement analysis and identification of revenue, cost, working capital, capital expenditure, and financing drivers. Participants will learn how to build projected income statements, balance sheets, and cash flow statements, assess future funding requirements, and analyze the relationship between operating assumptions and financial performance. The course also examines advanced valuation techniques, including discounted cash flow valuation, comparable company analysis, precedent transaction analysis, and cost of capital assessment.

A major focus is placed on using financial models to evaluate alternative business decisions. Participants will develop base, upside, and downside scenarios, perform sensitivity analysis, conduct stress testing, and identify the assumptions that have the greatest impact on financial results and valuation. These capabilities are essential when assessing investments, acquisitions, financing alternatives, capital expenditures, restructuring initiatives, and long-term corporate strategies.

Through financial modeling exercises, valuation case studies, scenario analysis, and practical workshops, the Financial Modeling & Business Valuation Training Course helps participants build models that are analytically rigorous and decision-oriented. The program is suitable for banks, financial institutions, government entities, ministries, public sector organizations, oil and gas companies, large corporations, investment teams, and professionals responsible for finance, investment, treasury, strategy, valuation, and capital allocation.

Objectives

- Analyze historical financial statements and identify the key operational and financial drivers of business performance during the course.
- Develop integrated financial models that connect operating assumptions with the income statement, balance sheet, and cash flow statement.
- Apply practical forecasting techniques to model revenue, costs, working capital, capital expenditure, and financing requirements.
- Evaluate the quality and consistency of financial assumptions against historical performance, business strategy, and market conditions.
- Apply discounted cash flow, comparable company, and precedent transaction methodologies to business valuation.
- Calculate and interpret cost of equity, cost of debt, and weighted average cost of capital for valuation and investment decisions.
- Design flexible financial models that support scenario analysis, sensitivity analysis, and stress testing.
- Assess the impact of changes in operating, financing, and market assumptions on financial performance and business value.
- Develop financial models that support investment decisions, mergers and acquisitions, financing, capital planning, and strategic initiatives.
- Improve model quality through structured review, validation, documentation, and error-control practices.
- Prepare clear financial analysis and translate modeling and valuation results into actionable recommendations for management and investment committees.
- Align financial modeling and business valuation with organizational objectives for growth, capital allocation, financial sustainability, and value creation.

Who Should Attend

This course is designed for professionals working in corporate finance, financial analysis, investment banking, investment management, treasury, corporate development, strategic planning, business valuation, risk management, and financial planning. It is particularly relevant to Financial Analysts, Corporate Finance Managers, Investment Bankers, Valuation Specialists, Treasury Managers, Financial Planning Professionals, Corporate Development Specialists, Investment Managers, Risk Managers, and professionals responsible for developing, reviewing, or interpreting financial models.

The program is also highly suitable for Chief Financial Officers, Finance Directors, Heads of Finance, Investment Directors, Strategy Directors, Corporate Development Leaders, Investment Committee Members, and senior decision makers responsible for evaluating investments, transactions, projects, financing options, and capital allocation decisions. Professionals working in government entities, ministries, public sector organizations, banks, financial institutions, oil and gas companies, infrastructure organizations, and large corporations can benefit from the advanced financial analysis and valuation frameworks covered in the program.

The course is particularly valuable for professionals involved in mergers and acquisitions, investment appraisal, feasibility studies, business planning, financial restructuring, corporate valuation, funding analysis, and strategic planning. Internal audit, risk, governance, and assurance professionals can also benefit from understanding how to review model logic, evaluate assumptions, identify model risks, and assess the reliability of outputs used in major financial and investment decisions.

Learning Outcomes

- Analyze historical financial statements and identify the key drivers of business performance and enterprise value.
- Build an integrated financial model linking the income statement, balance sheet, and cash flow statement.
- Prepare forward-looking financial forecasts based on clearly defined operational and financial assumptions.
- Evaluate the relationship between revenue growth, profitability, working capital, capital expenditure, financing, and cash flow.

- Apply discounted cash flow methodology to estimate the value of businesses, projects, and investments.
- Use comparable company analysis and precedent transaction analysis to support and validate business valuations.
- Calculate and interpret the cost of capital and evaluate the impact of financing structures on enterprise value.
- Develop base, upside, and downside scenarios and apply sensitivity analysis and stress testing.
- Identify the assumptions that have the greatest influence on financial performance and valuation outcomes.
- Build financial models that support investment decisions, acquisition analysis, financing strategies, and strategic planning.
- Review financial models to identify structural, logical, and assumption-related weaknesses and improve model governance and documentation.
- Prepare an integrated financial recommendation supported by modeling outputs, valuation analysis, scenario assessment, and risk evaluation.

Course Outline

DAY 01

Financial Modeling Foundations and Advanced Financial Analysis

- Role of financial modeling in corporate finance, investment banking, investment analysis, and strategic decision making
- Principles of building transparent, structured, flexible, and reviewable financial models
- Analysis of income statements, balance sheets, and cash flow statements
- Identification of revenue, cost, profitability, working capital, and capital expenditure drivers
- Relationship between operating performance, financial statements, and cash generation
- Historical financial analysis and normalization of financial information
- Development of operating and financial assumptions

> **PRACTICAL APPLICATION**
> Analyze historical financial data and build the foundation of an integrated financial model

DAY 02

Financial Forecasting and Integrated Financial Model Development

- Revenue forecasting based on volume, pricing, market share, and business assumptions
- Forecasting operating costs, expenses, margins, and profitability
- Working capital modeling covering receivables, payables, inventory, and operating cycles
- Capital expenditure, depreciation, and asset investment modeling
- Development of projected income statements and balance sheets
- Building projected cash flow statements and linking all three financial statements
- Funding requirements, liquidity forecasts, and cash flow gaps
- Model structure, documentation, validation, and quality-control practices

> **PRACTICAL APPLICATION**
>
> Build an integrated multi-period financial model and assess its projected financial performance

DAY 03

Business Valuation and Investment Analysis

- Principles of business valuation and key drivers of enterprise value
- Free cash flow analysis and discounted cash flow valuation
- Estimating cost of equity, cost of debt, and weighted average cost of capital
- Present value calculations, terminal value, and valuation assumptions
- Comparable company analysis and market-based valuation multiples
- Precedent transaction analysis and transaction benchmarking
- Comparing valuation methodologies and reconciling valuation ranges
- Impact of growth, profitability, leverage, risk, and capital structure on business value

> **PRACTICAL APPLICATION**
>
> Prepare a comprehensive valuation using multiple methodologies and assess the differences between valuation outcomes

DAY 04

Scenario Analysis, Sensitivity Testing and Decision Support

- Developing base, upside, and downside business scenarios
- Sensitivity analysis for key operational and financial assumptions
- Stress testing and assessing model resilience under adverse conditions
- Impact of changes in interest rates, costs, revenue growth, margins, financing, and market assumptions
- Financial modeling for investment appraisal and capital expenditure decisions
- Modeling acquisition scenarios, transaction assumptions, and financing alternatives
- Application of scenario analysis to strategic planning and risk management
- Identifying key value drivers, uncertainty factors, and critical assumptions

> **PRACTICAL APPLICATION**
>
> Build multiple scenarios and evaluate their impact on enterprise value, cash flow, profitability, and financing requirements

DAY 05

Advanced Financial Modeling, Valuation and Executive Decision Making

- Developing transaction models for acquisitions, investments, and strategic initiatives
- Integrating operating assumptions, valuation, financing, capital structure, and strategic objectives
- Assessing the financial impact of acquisitions, financing decisions, and restructuring initiatives
- Developing executive-level financial reports and decision-support analysis
- Reviewing model integrity, formula logic, assumptions, controls, and documentation
- Managing financial model risk and establishing appropriate review and validation procedures
- Translating financial model outputs into strategic and investment recommendations
- Presenting valuation ranges, scenarios, risks, and financial implications to senior management and investment committees
- Applying financial modeling to capital allocation, investment prioritization, and long-term value creation

DAY 05 — CONTINUED

FINAL WORKSHOP

Build and present a complete financial model and business valuation case covering historical analysis, forecasting, integrated statements, discounted cash flow valuation, cost of capital, scenarios, sensitivity analysis, risk assessment, and executive recommendations

Register or Request More Information

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