



Financial Modelling Using Excel

Construct Reliable Financial Models To Improve Controls And Grow Your Business – Essential In Today's Business Environment

13-14 February, 2012 | Sheraton Karachi Hotel

16-17 February, 2012 | Pearl Continental Hotel, Lahore

Top 5 Learning Objectives

1. **Understand** the essence of financial models and analyse their applications
2. **Discover** how to construct reliable and realistic financial models that work and are easy to review
3. **Learn** to measure, interpret and predict company performance using Excel modelling
4. **Improve** your decision making processes and save time on financial analysis
5. **Be able** to use Excel as an analytical tool and enhance your financial abilities

Duncan Williamson

Has extensive experience of financial modelling and financial modelling with Microsoft Excel. Duncan's accounting, teaching, training, consultancy and writing background makes him ideally placed to present the most inspiring of courses on financial modelling.

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Introduction

This course is an intensive two day course for financial managers and others with a need to consider or use financial models. The course assumes that all delegates will have at least a basic level of Excel knowledge and ability as it begins by using at least some intermediate level techniques and functions.

The course will be run in the following way:

To begin with delegates will be introduced to the fundamental aspects of spreadsheeting that all financial modellers need to know:

- Definition of models
- Principles of financial models
- Best practice and spreadsheeting standards
- All subsequent topics are introduced in a step by step and fully interactive way: the presenter works through a topic and delegates work along; the delegates are then given time to explore the topic
- Fully worked solutions to all examples introduced during the course will be handed over to delegates by the end of the course
- Additional examples, models and templates will be provided along with all worked examples

Throughout the course:

- There will be a mixture of specific and general models to consider
- Delegates will be introduced to a wide range of functions and formulas

As much individual attention as possible will be given to each delegate and it is the aim of the course that new topics will not be started until delegates have mastered the previous one

Learning Objectives

By the end of this course delegates will be able to

- Understand and apply the definitions of model, financial model and the fundamental standards of spreadsheeting best practice
- Build and analyse basic financial models
- Carry out an analysis of financial performance
- Prepare and evaluate forecasts of financial and other data
- Use the What if? techniques built into Microsoft Excel
- Use and evaluate various financial functions
- Build regression analysis models and employ them in forecasting and decision making
- Use and report on the ANOVA technique
- Create Pivot Table based reports for financial modelling
- Develop discounted cash flow models for capital budgeting decisions
- Present Excel reports that communicate effectively

Who should attend?

- Financial managers
- Financial Analysts
- CFOs
- Accountants
- Credit Managers
- Treasury Managers
- Risk Managers
- Non financial managers with financial modelling responsibilities
- Aspiring financial and non financial managers

Benefits of Attending

As a result of attending this seminar, delegates will be able to return to work and immediately apply the tips, tricks and techniques that will be demonstrated.

Delegates will take away with them

- The benefits of a carefully prepared series of presentations by a highly experienced professional teacher/trainer/practitioner
- A CD containing all of the models and exercises presented during the seminar and many additional models and exercises that will be in addition to those presented in the seminar
- All exercises will be provided with fully worked solutions
- All delegates will be given several chapters of the presenter's ebook on Microsoft Excel 2007.

Course Outline

Day 1

Basic definitions of a model, financial model and the fundamental standards of spreadsheeting Best practice Building and analysing basic financial models, including

- Departmental budgets
- Divisional budgets
- Project budgets
- Basic income statement and balance sheet budgets
- Cash flow budgets

Carrying out analyses of financial performance

- Ratio analysis including specific ratios for specific industries
- Common size statements
- Rates of Change ratios

Forecasts of financial and other data, including

- Production forecasts
- Sales forecasts
- Manpower planning forecasts

Use the What if? techniques built into Microsoft Excel

- Scenario manager
- Goal Seek
- SOLVER

Using and evaluating financial functions: there are many of these and we will concentrate on the most useful and important of them

Day 2

Regression analysis models and their use in forecasting and decision making

- Descriptive statistics
- Ordinary Least Squares
- Multiple Regression
- Correlation Matrices

The ANOVA technique Pivot Table based reports for financial modelling Discounted cash flow models for capital budgeting decisions

- Compounding and discounting
- Present value
- Net present value
- Internal rate of return
- Modified internal rate of return

Array Formulas for the efficient execution of models Present Excel reports that communicate effectively

- Layout
- Colour communications
- Conditional formatting

At all stages of the course

- Delegates will be given a case study or case exercise that will form the basis of the topic to be discussed
- A variety of tips and techniques will be discussed and demonstrated



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Duncan Williamson specialises in Financial Analysis and Management Accounting; and he is an Accounting and Management Consultant with significant experience with a sustained record of success established in the Educational, Financial and Commercial marketplaces.

Duncan is an inspirational presenter whose excellent communication skills have been demonstrated across several countries and cultures assisting students, trainees and colleagues to achieve their full potential. Duncan's international experience includes projects and consultancies carried out in the Middle East, Africa, Central Asia, South Asia, the Caucasus, the Balkans, Central Europe and Denmark.

Duncan combines his extensive academic and training experience with significant manufacturing and commercial work. In addition to working as a teacher and trainer, Duncan has experience of working in a wide variety of settings, ranging from working as a management accountant in process industries in the UK to product cost consulting in several industries in Eastern Europe and the oil and gas industry in the Middle East. Duncan has worked in and around a number of oil and gas based companies over the last five years or so.

Duncan combines strong analytical, problem solving and decision making skills with a passion for customer care and quality that mark his consultancy work as exceptional.

Duncan has published widely over the years and his publications listing includes a text book on cost and management accounting, ebooks on a variety of accounting topics, numerous articles in various magazines and journals, contributions to major web sites and he maintains his own web site.

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Testimonials

Here are some of the things that have been said about him **Duncan Williamson** by his delegates:

- Very useful information for finance and accounting work
- A lot of theory and samples of cases used in the class
- Presenter is very knowledgeable and clear
- It was a good and advanced programme
- The whole programme was interesting
- When I got back to work I found it really works!

TerraBiz
Training | Conferences | Exhibitions

We are a business information firm, having managed and organized events of various calibers during the last 3 years of our operations. Among our more recent event are the ICAP Golden Jubilee Conference July 2011 in Karachi, also ICAP CFO Conferences in Karachi & Lahore 2011, Entrepreneurship 2010 – Changing the Mindset conference with MPF, 2nd Women in Business & Leadership Conference WIBCON 2010, which we managed for PSTD. ICAP in collaboration with Terrabiz organized a highly successful CFO Conference 'Rising CFO' in March 2010 which was attended by 600 delegates. MIT Entrepreneurship Forum Pakistan, Terrabiz and OPEN jointly organized a conference on Corporate Innovation and Entrepreneurship'09, Karachi in November 2009. We also managed the MAP Conference in November 2009, Lahore with high appreciation from all over the country.

Terrabiz Human Capital Management Conferences which were held in Karachi and Lahore in April'09 and July'09 respectively, and the Compensation & Benefits Day in June '09 also received a very good feedback from the HR professionals in the country.

We also organized the first ever conference on Digital Marketing in Pakistan titled Marketing 2.0 which saw the confluence of the top three names in the world of digital marketing - Google, Yahoo and Microsoft, represented by their senior executives from abroad. Global Head of Mobile Marketing P&G was also one of the speakers. Terrabiz has also organized some events with Google Pakistan.

Masterclass Investment
Rs. 55,000/- per participant

***Early Bird Discount (25 Jan 2012)**
Rs. 50,000/- per participant

***Group Discount**
Every 4th Participant from the same organization is Free

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Registration Note:

Participation will be confirmed subject to receipt of payment.

Substitutions are welcome. Please notify us in writing at least two working days prior to the event. All cancellations must be sent in writing, and will carry a 15% cancellation fee, once a registration request is received and acknowledge by Terrabiz.

Workshop fees must be paid in Full. No refunds will be given if a written cancellation occurs within 10 working days prior to the workshop. Same applies for delegates who don't attend the workshop without cancellation. Workshop materials will still be couriered to them. However, if you have paid your workshop fee in full and you wish to attend any other workshop from Terrabiz within 6 months of the initial registration, you will only be invoiced for 15% of that workshop fee. Please note that you can transfer only once. In the event of unforeseen circumstance, Terrabiz reserves the right to cancel or postpone the event.

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By Ijaz Nisar
11 Jan 2012, Karachi
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3-Day Workshop On "Itil V3 Foundation Certificate In It Service Management"

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Mieaust, Cpeng, Msc Civ Eng
Itil Expert, Lead Itsm Trainer & Consultant, India
18-20 Jan 2012 Karachi
23-25 Jan 2012 Lahore

Analysis of Financial Statement

by Abdul Rahim Suriya, FCA FCMA
19 Jan 2012, Karachi
31 Jan 2012, Lahore

Smart Collections- Innovative Collection Strategies

By Tim Paulsen, Canada
President, Platinum Negotiations
Founder And Managing Director, International Center For Professional Collection (Icpc)
30-31 Jan, 2012 Karachi
1-2 Feb, 2012 Lahore

Connecting With Customers And Employees Through Humour, Creativity And Celebration!

By Scott Friedman, Motivational Humorist And CSP
(Certified Speaking Professional) Usa
February, 2012