



# CORPORATE FINANCE INSTITUTE™

YOUR JOURNEY IN FINANCE MADE EASIER

# ABOUT US



5,000+ Professionals Trained



10 Years of History



150+ batches



15,000+ hours of training



Founded in 2013

## WHO WE ARE

Corporate Finance Institute™ (aka “CFI Education” or “CFI”) is a team of passionate educators with more than a decade of experience in the industry, bringing real-life business problems to the classroom. CFI offers extremely practical program training like Financial Modeling, Investment Banking, and CFA Prep program with placement assistance and its an India based organization.”

## USP

Our USP is to apply real-life skills to the classroom making all our finance training extremely effective to our students / candidates. Post completion of the program, candidates were able to crack interviews / placed with big MNCs including RESEARCH AND ANALYTICS companies, boutique investment banks, advisory firms, credit rating agencies, and financial services companies.



# LEARNING ROADMAP



**LIVE INSTRUCTOR BASED TRAINING**



**EACH TOPIC COVERED PRACTICALLY**



**ASSIGNMENT ON EACH TOPIC**



**CAPSTONE PROJECTS**



**ASSESSMENT TEST**



**INTERVIEW PREPRATION**



**RESUME BUILDING & PLACEMENT  
SUPPORT**

PROFESSIONAL TRAINING PROGRAM FOR

# FINANCIAL MODELING USING MS EXCEL (CLASSROOM / LIVE ONLINE)

## WHY CFI EDUCATION?

- 80+ Hours of Live Training
- ~30 Hours of Project-based Learning
- Soft Skills and CV Building
- Interview Prep and Placement Assistance
- Detailed Study Material Recorded Video Lectures (Self Paced)
- Passionate Educators
- 24 x 7 support for doubt clearing
- Prepare for AFM Certification from FMI Canada

## IDEAL CANDIDATE FOR FM PROGRAM

- MBA, CA, ACCA, CPA or similar qualifications in Finance, Economics and Commerce
- Graduates / Engineers with a desire to work in finance industry
- Finance Professionals in IB, stock market, research firms, banks, consultancy and analytics

CFI Education is a professional institution engaged in providing niche financial training to individuals, institutions and corporates.

Our training programs have been designed after in-depth research by finance professionals having years of experience at world class financial companies.

A solid combination of on-job and academic training experience helps our trainers to provide a 360° overview of the subject to the audience.

*"Financial Modeling has become one the most sought-after skills for finance professionals."*

# DAY WISE CLASS SCHEDULE

## DAY 1 – MS EXCEL BASICS

- Keyboard shortcuts
- Paste Special
- Functions (Mathematical, Text, Stats, Date and Time, Transpose, Sum product)
  - Sum, Product, Power, SQRT, ABS, Lower, Upper, Text, Search, Len, Replace, Left, Right, Count, Min, Max, Average, CountA, AverageA, Today, Now, EOMonth, Transpose, Sumproduct etc

## DAY 2 – MS EXCEL INTERMEDIATE

- Stats Functions (SumIF, CountIF, SumIFs, CountIFs, AverageIFetc)
- Informative Functions (Isblank, Isnumber, Istext, Iserr)
- Database Functions(Dsum, Daverage, Dcount, Dmin)
- Logical Functions (If, Iferror, And, Or, Ture, False)
- Look and Ref Functions (Vlookup, Hlookup, Indirect, Index Match etc)
- Financial (PV, FV, NPV, PMT etc)

## DAY 3 –MS EXCEL INTERMEDIATE TO ADVANCED

- Grouping / Ungrouping
- Creating Drop Down List
- Conditional Formatting
- Data Validation
- What if Analysis (Goal Seek, Scenario, Data Table)

The screenshot displays an Excel spreadsheet with a data table and a summary table. The data table lists various companies with their respective sectors, stock prices, and market capitalizations. The summary table provides aggregated statistics for the entire dataset.

Company	Sector	Reco	Price (INR)	Shares Outstanding (in million)	Market Cap (in billion)	Weightage in Index	Price 1 yr. Return	When to INVEST or NOT INVEST	Using only Nested IF Function	Using Combination of Nested IF and AND Function
Reliance	Petrochemicals	Buy	2,500	410.0	10,25,000	19%	32%			
Tata Steel	Metals	Sell	900	655.5	5,69,950	11%	25%			
ISB	Banking	Hold	1,100	355.3	3,80,775	7%	31%			
Satyam	Technology	Buy	800	181.3	1,44,750	2%	-5%			
Infosys	Technology	Sell	900	175.0	1,57,000	3%	19%			
ICICI Bank	Banking	Buy	500	391.0	1,95,500	4%	21%			
Wipro	Technology	Sell	500	500.0	2,50,000	5%	23%			
Reliance Energy	Power	Hold	1,400	350.0	4,90,784	9%	5%			
Essar	Capital Goods	Sell	2,200	200.2	4,40,500	8%	29%			
Shree Anril	Telecom	Hold	850	455.0	3,88,750	7%	38%			
NTDC	Power	Buy	200	950.4	1,90,080	4%	31%			
Marex Suzuki Ind	Automobiles	Buy	958	288.9	1,58,770	4%	42%			
ICICI Bank	Banking	Buy	798	425.1	3,39,262	6%	28%			
TCI	Technology	Buy	402	978.6	4,02,118	9%	24%			
Tata Motors	Automobiles	Hold	138	488.8	67,122	1%	21%			

Summary	Value
Total Index Cap	62,79,365
Total Number of Buy Reco	
Total Number of Sell Reco	
Total Number of Hold Reco	
Total weightage in Index of companies with Buy Reco	
Total number of companies having price below INR 500	
Total market capitalization of companies in Technology	

# DAY 4 – EXCEL CHARTS / DASHBOARD / VBA / MACROS

- Creating Pivot Table and Charts Reports
- Column, Stacked Column and Bar Charts
- Line Chart, Pie chart, Waterfall Chart
- Design Simple Dashboard using Charts Graphs
- Link charts with Presentations
- Introduction to VBA / Macros
- Macro Recording, Running, Setup

# DAY 5 & 6 – FINANCIAL STATEMENT ANALYSIS / RATIO ANALYSIS

- Introduction to Financial Statement
- Quick tips to Read an Annual Report
- Discussion IS, BS, and CF
- Concept of EBIT and EBITDA
- **Ratio Analysis:** Profitability, Liquidity, Leverage and Coverage Ratios
- **Free cash flow:** FCFF and FCFE

# DAY 7, 8, 9 – FINANCIAL AND BUSINESS MODELING

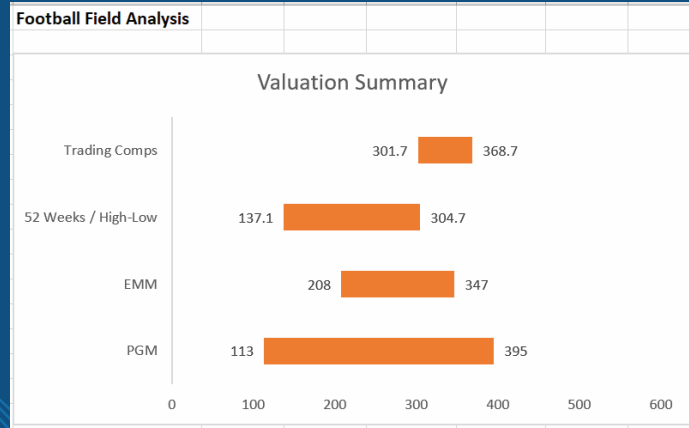
- Understanding and creating templates
- Calculating Growth Drivers and Future Assumptions
- Revenue / Business Modeling
- Modeling of IS, BS and CF
- Building Asset and Depreciation Schedules
- Building Working Cap Schedules
- Building Debt and Equity Schedules

The screenshot displays an Excel spreadsheet titled 'Financial Model - Facebook - v1 - Saved'. The spreadsheet is organized into a 'Revenue Model' section, which is further divided into 'Active Users' and 'Revenue Per User' categories. The data is presented in a table format with columns for fiscal years from FY2018A to FY2024E. The 'Active Users' section includes metrics for MAU (Monthly Active Users) by region (US & Canada, Europe, Asia, Rest of the World, Youth) and by region (US & Canada, Europe, Rest of the World). The 'Revenue Per User' section includes metrics for ARPU (Average Revenue Per User) by region (US & Canada, Europe, Rest of the World) and by region (US & Canada, Europe, Rest of the World). The 'Revenue' section includes metrics for Revenue (Advertising, Other Fees) by region (US & Canada, Europe, Rest of the World). The spreadsheet also includes a 'Summary' section with a 'Revenue Model' tab selected. The bottom of the spreadsheet shows the 'CoverPage', 'Rev Model', 'Assumption', 'Scenario', 'Operating Model - IS, BS, CF', 'D&A Schedule', 'Working Cap Schedule', 'Debt, Cash and Int Schedule', 'Equity Schedule', and 'DC' tabs.

	FY2018A	FY2019A	FY2020A	FY2021E	FY2022E	FY2023E	FY2024E		
<b>MAU (Monthly) Active Users</b>									
MAU - US & Canada	242	245	258	260	276	287	299	311	
MAU - Europe	377	388	412	438	466	495	527	560	
MAU - Asia	908	1,009	1,150	1,311	1,495	1,704	1,942	2,214	
MAU - Rest of the World	729	792	893	1,005	1,133	1,276	1,437	1,619	
<b>MAU - Youth</b>									
MAU - US & Canada			1.7%	4.1%	6.0%	6.0%	6.0%	6.0%	Target
MAU - Europe			2.7%	6.3%	6.3%	6.3%	6.3%	6.3%	
MAU - Asia			11.1%	14.0%	14.0%	14.0%	14.0%	14.0%	
MAU - Rest of the World			8.8%	12.7%	12.7%	12.7%	12.7%	12.7%	
<b>ARPU (Average Revenue Per User) - Advertising</b>									
ARPU - US & Canada	109.8	136.7	159.4	180	217	253	295	344	
ARPU - Europe	36.1	43.5	60.8	57	66	76	87	100	
ARPU - Asia	10.7	12.6	13.6	15	16	17	19	20	
ARPU - Rest of the World	7.5	8.7	8.7	9	9	9	9	9	
<b>ARPU (Average Revenue Per User) - Other Fees</b>									
ARPU - US & Canada	24.3%	16.0%	16.0%	16.6%	16.6%	16.6%	16.6%	16.6%	Target
ARPU - Europe	20.3%	14.9%	14.9%	14.9%	14.9%	14.9%	14.9%	14.9%	
ARPU - Asia	0.1	0.88	0.2	0.3	0.5	1.0	1.9	3.5	
ARPU - Rest of the World			16.2%	0.0%	0.0%	0.0%	0.0%	0.0%	
<b>Revenue</b>									
Revenue - Advertising	2.2	2.71	4.5	7.5	12.4	20.6	34.2	56.8	
Revenue - Other Fees	0.6	0.68	1.0	1.5	2.2	3.3	4.9	7.3	
Revenue - Total	0.1	0.88	0.2	0.3	0.5	1.0	1.9	3.5	

# DAY 10 & 11 –DCF VALUATION

- Calculating FCFF / FCFE
- Growth Assumption and Terminal Value Calculation
- WACC and Cost of Equity Analysis
- Valuation using PGM and EMM Approach
- Sensitivity and Scenario Analysis
- Football Field Analysis



# DAY 12 & 13 –COMPARABLE COMPANY ANALYSIS (COMPS)

- Intro to Comparable Company Analysis (Comps)
- Data Input for Comps
- Normalization of EBITDA, EBIT and Net Income
- Understanding Enterprise Value (EV) and Calculation
- Options and RSU Adjustments
- Valuation Multiple case Discussion

# DAY 14 –M&A TRANSACTIONS VALUATION ANALYSIS

- Intro to M&A Transactions Analysis
- Data Input for M&A Transactions
- Adjusting EBITDA, EBIT and Net Income
- Calculating Deal Value: Cash Vs Stock Deal
- Valuation Multiple case Discussion

Alphabet Inc (NASDAQ:GOOGL)			
Primary Information			
Company Name	Alphabet Inc		
Ticker	GOOGL		
Stock Exchange	NASDAQ		
Valuation Date	20-11-2020		
Fiscal Year Ending	Dec-31		
LTM Date	Sep-30		
Statutory Tax Rate	21.0%		
Valuation			
Current Share Price	20-11-2020	\$1,736	
Basic Shares Outstanding		676.43	
Add: Net Shares from Options Dilution		-	
Add: Shares from Convertible Securities		-	
Fully Diluted Shares Outstanding		676.426	
Equity Value / Market Cap		\$11,74,533	
Add: Total Debt		13,902.0	
Add: Preferred Stock		-	
Add: Noncontrolling Interest		-	
Less: Cash and Cash Equivalents		20,129.0	
Enterprise Value		\$11,68,306.1	
Trading Multiples			
	LTM	NFY	NFY+1
	30-09-2020	2020E	2021E
EV/Sales	6.8x	N/A	N/A
EV/EBITDA	24.2x	N/A	N/A
EV/EBIT	23.5x	N/A	N/A
P/E	25.7x	N/A	N/A
Consensus Estimates			
	LTM	2020E	2021E
Sales	\$1,71,704.0		
EBITDA	\$48,224.0		
EBIT	\$34,839.0		
EPS	\$48.69		

LTM Financials				
	Fiscal Year 2019A	Prior Stub 30-09-2019	Current Stub 30-09-2020	LTM 30-09-2020
Sales	1,61,857.0	1,15,782.0	1,25,628.0	1,71,704.0
EBIT - Reported	34,231.0	24,965.0	25,573.0	34,839.0
Adjustments	1,697.0	1,697.0	-	-
EBIT - Adjusted	35,928.0	26,662.0	25,573.0	34,839.0
Depreciation & Amortization	11,791.0	8,368.0	9,972.0	13,385.0
EBITDA - Reported	46,012.0	33,333.0	35,545.0	48,224.0
EBITDA - Adjusted	47,709.0	35,030.0	35,545.0	48,224.0
Net Income - Reported	34,343.0	23,672.0	25,042.0	35,713.0
Adjustments	1,697.0	-	-	-
Tax Impact on Adjustments	(56.4)	-	-	-
Net Income - Adjusted	35,683.6	23,672.0	25,042.0	35,713.0
Weighted Avg. Diluted Shares	745.1	746.2	734.6	733.5
Diluted EPS - Reported	\$46.09	\$31.72	\$34.09	\$48.46
Diluted EPS - Adjusted	\$47.89	\$31.72	\$34.09	\$48.69

Options/Warrants & Convertibles				
Options/Warrants	Options	Strike Price	ITM Options	Proceeds
Tranche 1	-	-	-	-
Tranche 2	-	-	-	-
Tranche 3	-	-	-	-
Tranche 4	-	-	-	-
Tranche 5	-	-	-	-
Total	-	-	-	-

Convertible Securities			
	Amount	Conv. Price	Conv. Ratio
Issue 1	-	-	-
Issue 2	-	-	-
Issue 3	-	-	-
Issue 4	-	-	-
Issue 5	-	-	-
Total	-	-	-

## **DAY 15 –PROJECT FINANCE MODELING**

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- Introduction to Project Finance
- Sources and Uses of Funds
- IRR, Modified IRR, NPV, Discounted Payback Period
- IRR / NPV Conflict
- Case Study on Project Finance

## **DAY 16 –INTRODUCTION TO PITCHBOOK / POWERPOINT TRAINING**

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- Use of Financial Models in Pitchbook
- Flow of M&A / Restructuring Transaction
- Introduction to company profile –best practices to follow
- Discussion on live case

## **DAY 17 –SOFT SKILLS TRAINING AND CV BUILDING**

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- Do's and Don'ts of Interviews Process
- CV Edits and LinkedIn Profile Building

## **PROJECT WORK AND ASSESSMENT**

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- Assessment test: There will be an assessment test for Program Completion Certificate.
- Project Work: Post Classroom Sessions, candidates are asked to complete an integrated project covering all the training aspects of program (Duration -~1 Month).
- Outcome: Training will help candidates get the hold of the concepts and make them ready for facing interviews.

**Duration:** 2.5 Months (Weekend Program)  
(Saturday and Sunday - 4-5 Hours each day)

## **FEE STRUCTURE**

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**INR 35,000 (Excl. Taxes)**

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## **AREAS WHERE FINANCIAL MODELING IS USED**

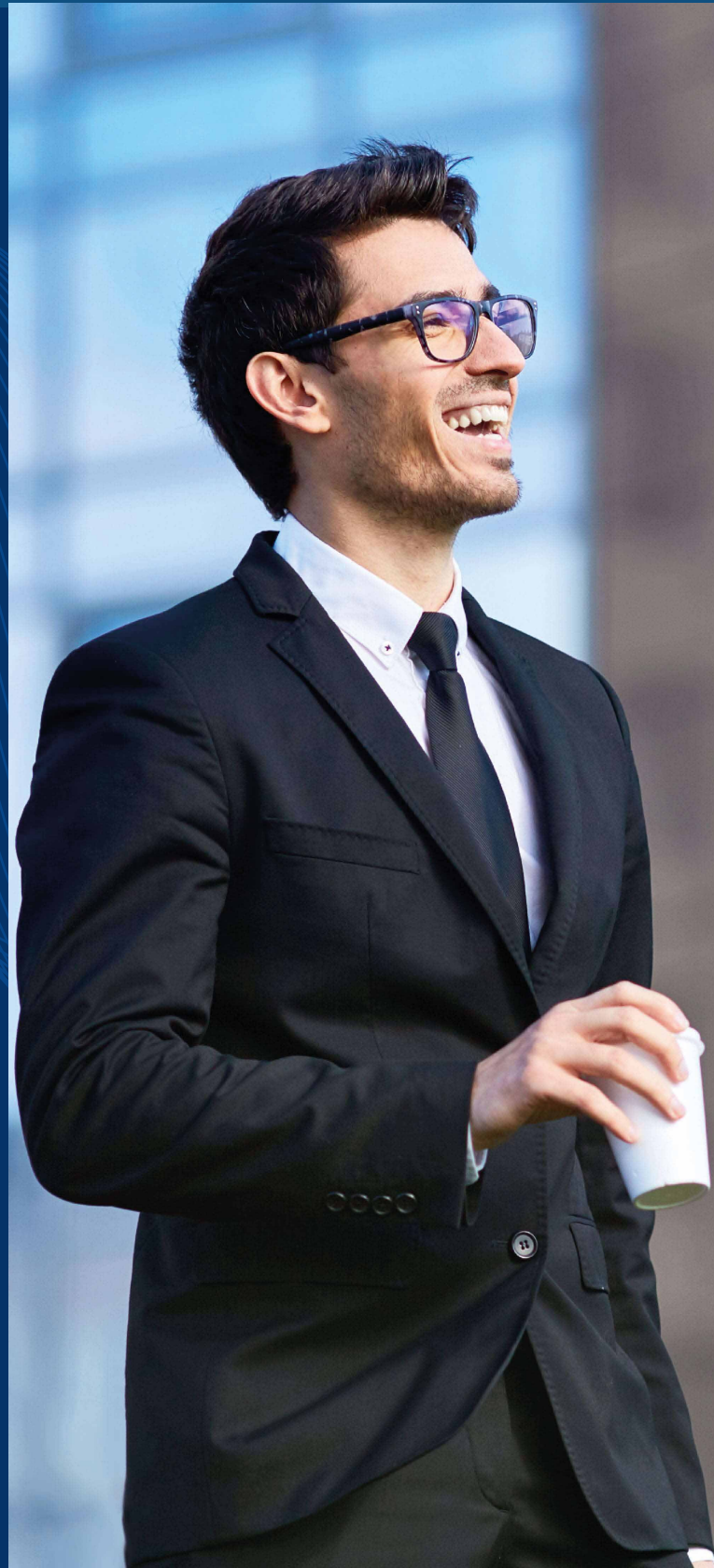
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Investment Banking  
Project Finance  
Private Equity  
Equity Research  
Corporate Finance Department  
KPO / Analytics Firms  
Asset Management  
Credit Rating Agencies  
Consultancy

## **PROFILES YOU CAN TARGET AFTER FINANCIAL MODELING COURSE**

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Financial Analyst  
Business Analyst  
Investment Banking Analyst  
Equity Research Analyst  
Credit Analyst  
Research Analyst  
Corporate Finance Executive  
Financial Modeler



# STUDENT SPEAK / REVIEW

"Started my career with CFI Education and I must say the staff & faculty are very helpful and the course they offer is really important and informative from a finance perspective."

**DIVYAM KUKREJA**



"Excellent teachers, comprehensive curriculum, helps in placement also. I would recommend this institute for gaining knowledge of financial modeling."

**RAMIT KHATTER**



"The experience with CFI Education was amazing. The faculties are really great, the way they deliver the things which helped us a lot. Overall the knowledge I gained really great."

**MONIKA DEMIWAL**



"Very effective faculty for financial modeling and prep for CFA level 1. Helped me in clearing both and helped me landing into a relevant job. The owner is pretty experienced and humble guy, keeps you motivated."

**CHEMS ARORA**



"CFI Education has one of the best faculty with the best content of the study."

**DIVYANSHU SHARMA**



"Great learning experience all faculty have great experience."

**SHWETA GUPTA**



4.8 ★★★★★ 94 reviews



★ 4.8 out of 5

# SELECT RECRUITERS

MOODY'S  
ANALYTICS

DUFF & PHELPS

visible alpha

Veri<sup>®</sup>strat  
Flexible | Virtual | Workforce

CARE Ratings

YES BANK

OXANE  
PARTNERS

IHS Markit<sup>®</sup>

SG Analytics  
Solve. Synergise. Surpass.

KPMG

CIANS

genpact

WNS  
Extending Your Enterprise

mCUBE  
FINANCIAL LLC

xCEEDANCE

THE  
Smart  
Cube

silverskills  
applying intelligence to processes

NORTHERN  
ARC

AURUM  
Trust is Everything

ONICRA  
WE SECURE TRUST

pwc

ELI GLOBAL

Drewry  
Maritime Research

EY

EVALUESERVE  
POWERED BY MIND+MACHINE



# EDUCATION



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