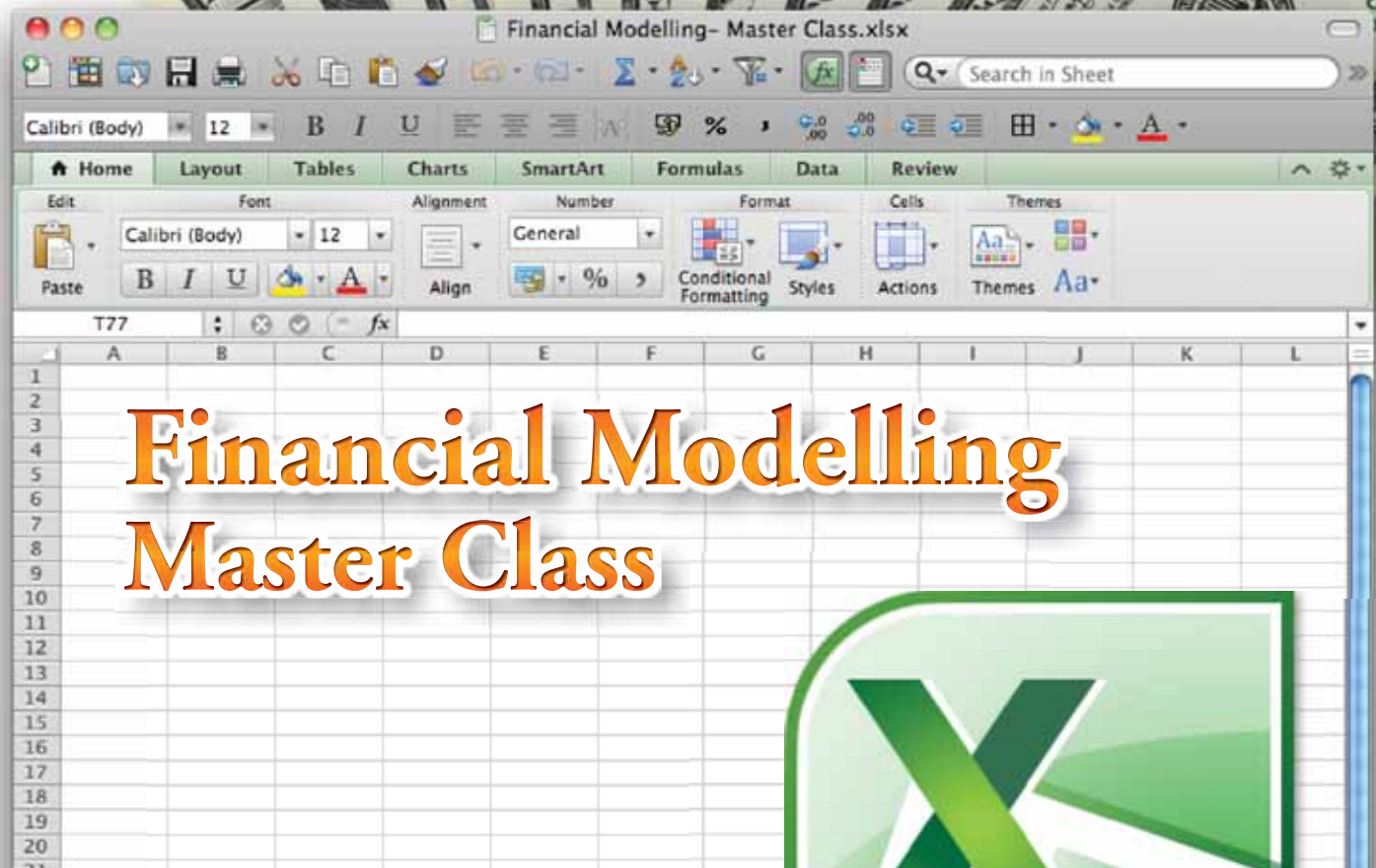


THINKING BEYOND THE OBVIOUS



Financial Modelling Master Class

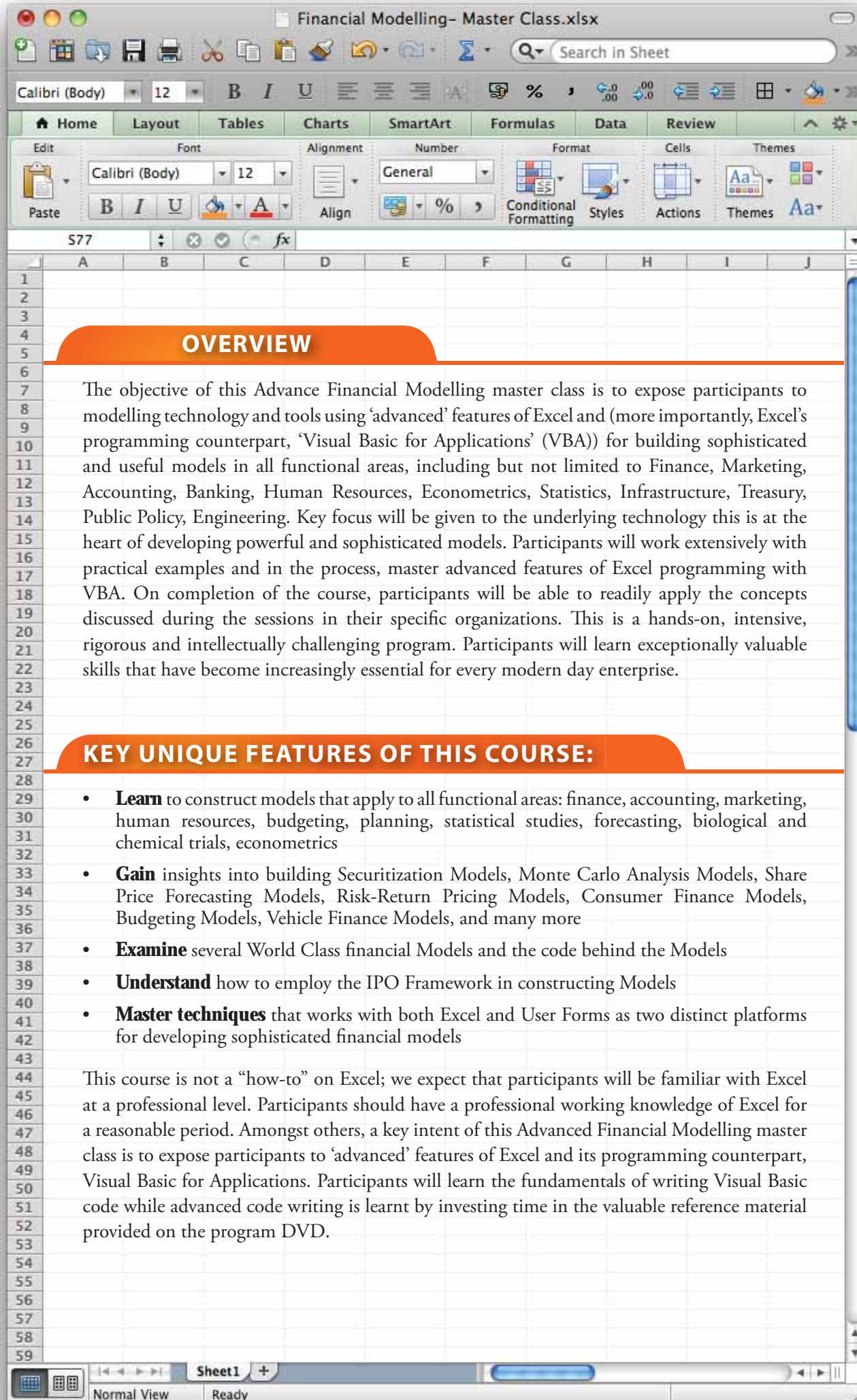
20 – 23 March 2012

Nairobi Serena Hotel - Kenya



SETA Accreditation No. 2502

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OVERVIEW

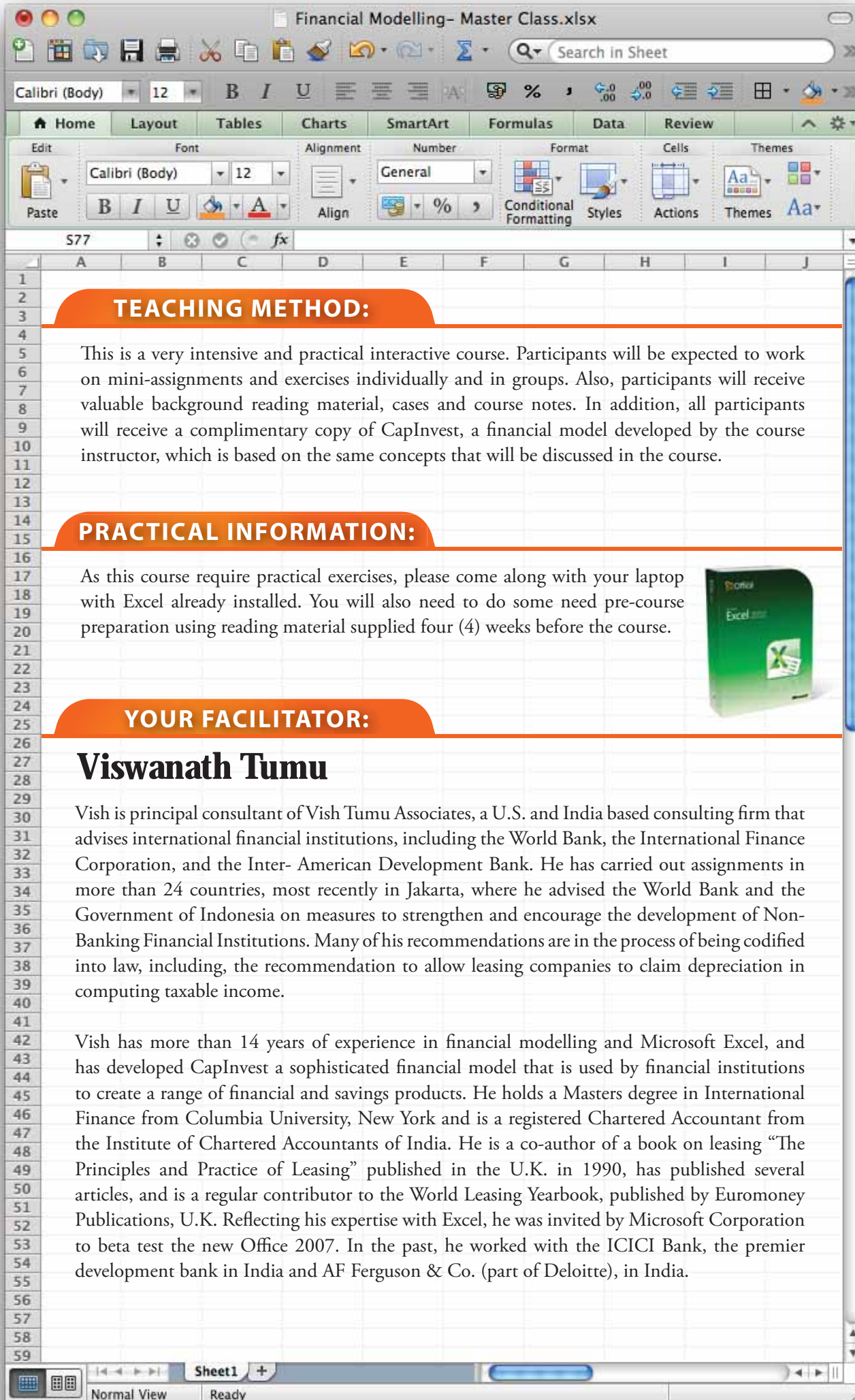
The objective of this Advance Financial Modelling master class is to expose participants to modelling technology and tools using 'advanced' features of Excel and (more importantly, Excel's programming counterpart, 'Visual Basic for Applications' (VBA)) for building sophisticated and useful models in all functional areas, including but not limited to Finance, Marketing, Accounting, Banking, Human Resources, Econometrics, Statistics, Infrastructure, Treasury, Public Policy, Engineering. Key focus will be given to the underlying technology this is at the heart of developing powerful and sophisticated models. Participants will work extensively with practical examples and in the process, master advanced features of Excel programming with VBA. On completion of the course, participants will be able to readily apply the concepts discussed during the sessions in their specific organizations. This is a hands-on, intensive, rigorous and intellectually challenging program. Participants will learn exceptionally valuable skills that have become increasingly essential for every modern day enterprise.

KEY UNIQUE FEATURES OF THIS COURSE:

- **Learn** to construct models that apply to all functional areas: finance, accounting, marketing, human resources, budgeting, planning, statistical studies, forecasting, biological and chemical trials, econometrics
- **Gain** insights into building Securitization Models, Monte Carlo Analysis Models, Share Price Forecasting Models, Risk-Return Pricing Models, Consumer Finance Models, Budgeting Models, Vehicle Finance Models, and many more
- **Examine** several World Class financial Models and the code behind the Models
- **Understand** how to employ the IPO Framework in constructing Models
- **Master techniques** that works with both Excel and User Forms as two distinct platforms for developing sophisticated financial models

This course is not a "how-to" on Excel; we expect that participants will be familiar with Excel at a professional level. Participants should have a professional working knowledge of Excel for a reasonable period. Amongst others, a key intent of this Advanced Financial Modelling master class is to expose participants to 'advanced' features of Excel and its programming counterpart, Visual Basic for Applications. Participants will learn the fundamentals of writing Visual Basic code while advanced code writing is learnt by investing time in the valuable reference material provided on the program DVD.

WORKSHOP OVERVIEW



TEACHING METHOD:

This is a very intensive and practical interactive course. Participants will be expected to work on mini-assignments and exercises individually and in groups. Also, participants will receive valuable background reading material, cases and course notes. In addition, all participants will receive a complimentary copy of CapInvest, a financial model developed by the course instructor, which is based on the same concepts that will be discussed in the course.

PRACTICAL INFORMATION:

As this course requires practical exercises, please come along with your laptop with Excel already installed. You will also need to do some pre-course preparation using reading material supplied four (4) weeks before the course.



YOUR FACILITATOR:

Viswanath Tumu

Vish is principal consultant of Vish Tumu Associates, a U.S. and India based consulting firm that advises international financial institutions, including the World Bank, the International Finance Corporation, and the Inter-American Development Bank. He has carried out assignments in more than 24 countries, most recently in Jakarta, where he advised the World Bank and the Government of Indonesia on measures to strengthen and encourage the development of Non-Banking Financial Institutions. Many of his recommendations are in the process of being codified into law, including, the recommendation to allow leasing companies to claim depreciation in computing taxable income.

Vish has more than 14 years of experience in financial modelling and Microsoft Excel, and has developed CapInvest a sophisticated financial model that is used by financial institutions to create a range of financial and savings products. He holds a Masters degree in International Finance from Columbia University, New York and is a registered Chartered Accountant from the Institute of Chartered Accountants of India. He is a co-author of a book on leasing "The Principles and Practice of Leasing" published in the U.K. in 1990, has published several articles, and is a regular contributor to the World Leasing Yearbook, published by Euromoney Publications, U.K. Reflecting his expertise with Excel, he was invited by Microsoft Corporation to beta test the new Office 2007. In the past, he worked with the ICICI Bank, the premier development bank in India and AF Ferguson & Co. (part of Deloitte), in India.



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ABOUT US

GLOBAL PROSPECTUS TRAINING is an information and training entity specializing in the delivery of strategic insights and alternatives to both the private and public sectors. These insights are designed for a cross spectrum of industries and Government departments and are presented to market through Business Forums, Workshops, Conferences and In-House Training. "Thinking beyond the Obvious" is the mantra and vision of our organisation. This vision has set Global Prospectus Training apart from the usual actors by addressing the individual needs and concerns of each delegate through an expertly designed questionnaire as well as producing Business Forms and Workshops with a view to increase pro active strategies and policies. These are some of the key areas in which Global Prospectus Training currently operates: Engineering, IT, Oil & Gas, Agriculture, Mining, FMCG and Retail, Financial Services, Marketing and Public Relations, Medical and Pharmaceutical, HR Management, Small and Medium Enterprise amongst others



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COURSE AGENDA

DAY 1 AM

Introduction to Financial Modeling

Introduction

- Definition of financial Modeling
- The six distinct components in financial
- Modeling: process, situation, variables, relationships, dimensions, decision-making
- What is not a financial model?
- Advantages of the financial Modeling Framework
- The IPO (Input, Processing and Output) framework
- Examples of variables and relationships
- Layout issues in building a financial model
- Examples of types of models
- Examples of models in non-finance areas:
- Marketing, Human Resources

Databases and Spreadsheets

- Difference between a database and a spreadsheet
- Role of a database in relation to a spreadsheet
- The need to intermingle in a solution
- Examples of production quality relational databases
- Other relational databases
- Programming language for manipulating databases
- The important role of excel as a flat file database
- Excel architecture overview
- Databases wrap-up

Overview of Excel 2010

- New features
- The Ribbon
- Excel 201 statistics

Accessing Excel

- Two ways to access the functionality of Excel: GUI and Code
- Overview of code
- Objects
- Collections
- Platforms for building models: Worksheet and User Form

Modeling Platforms

- Example of employing a Worksheet as a platform for a modelling situation
- Example of employing a User Form as a platform for a modelling situation

Requirements for Developing Financial Models

- Model building concepts: variables, relationships, inputs, processing, outputs, layout issues
- Technical skills in Excel: excel object hierarchy, object properties and methods, excel events, Visual Basic for Applications

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COURSE AGENDA

DAY 1 PM

Advanced Excel

Overview of Advanced features of Excel and its significance in Financial Modeling

- Arrays
- Functions
- Names
- Number formatting
- Data validation
- Excel Controls
- Report Manager add-in
- Data management
- What-if analysis
- Grabbing data from the Internet

Excel Arrays

- Examples of use of arrays to solve advanced problems
- Defining arrays
- Entering array constants
- Cells holding an array formula

Data Validation

- Basics
- Defaults
- Lists
- Custom
- Prompts

Excel Functions

- Sources of Excel's functionality
- Types of Excel functions: built-in, Analysis
- ToolPak, user-defined, add-ins
- 9 categories of built-in Excel functions
- Functions: user defined
- Functions: add-ins
- Using a function and determining function parameters
- Function return value
- Creating a user defined function
- Examples of some important functions
- Using Edit / Go To / Special

Excel Naming Scheme

- Importance of names in Excel
- Naming cells, constants and formulas
- 3-D Names
- Naming benefits
- Names examples

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5 **Excel Formatting Scheme**

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16 **COURSE AGENDA DAY 2**

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19 **Advanced Excel**

20 **Types of Excel controls**

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26 **Excel Data Management Features**

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39 **Excel Pivot Tables Feature**

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45 **What-if Analysis**

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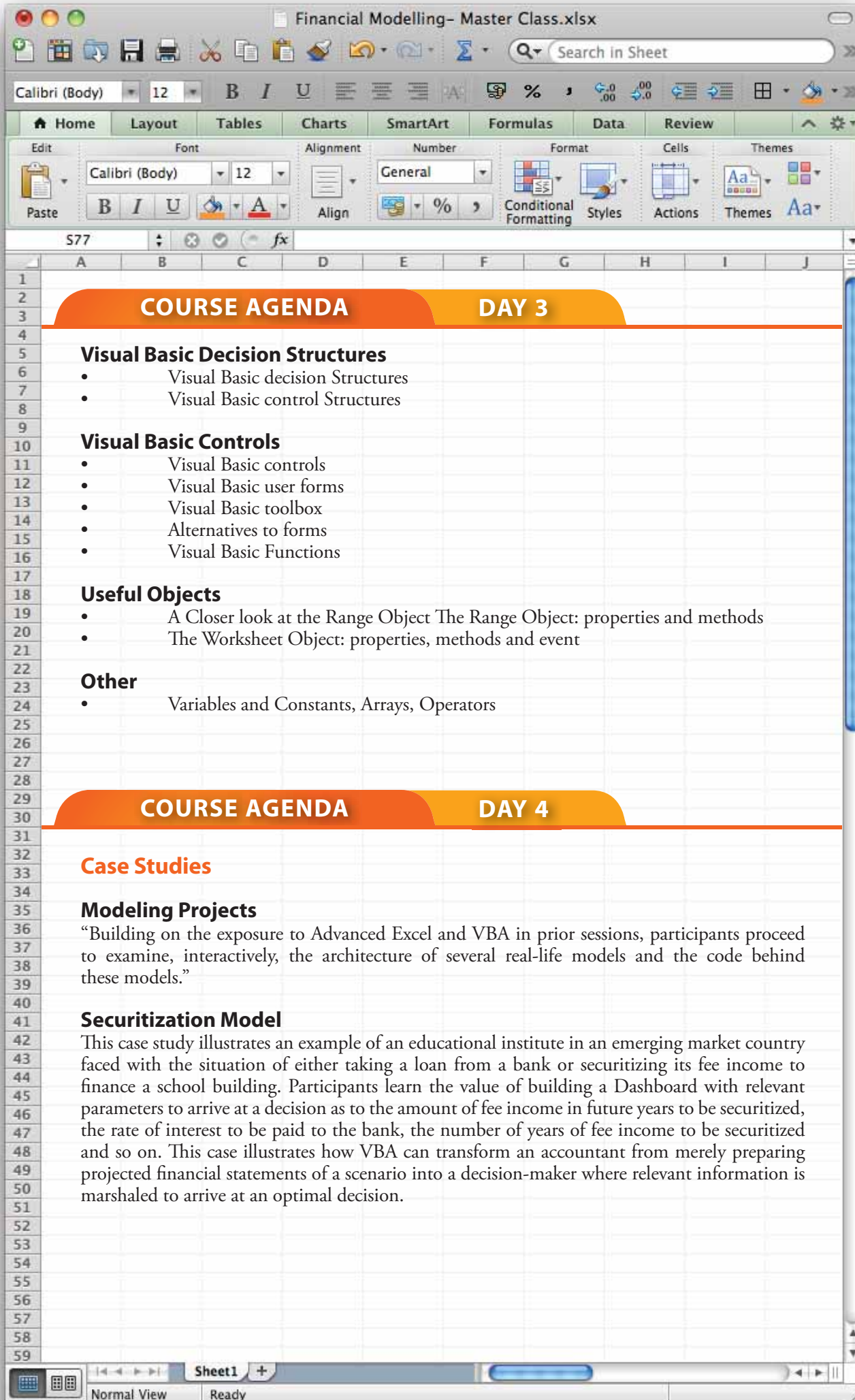
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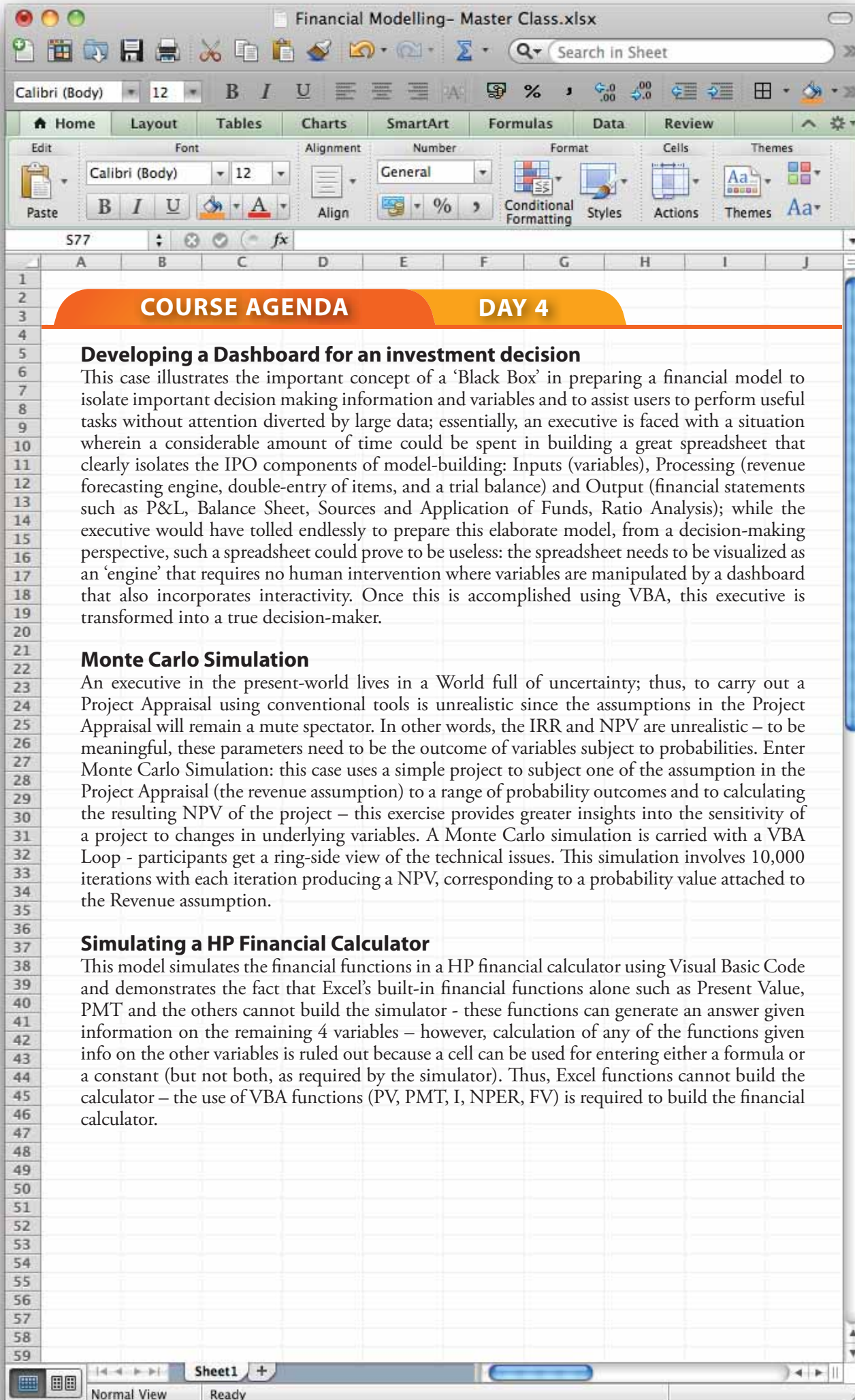
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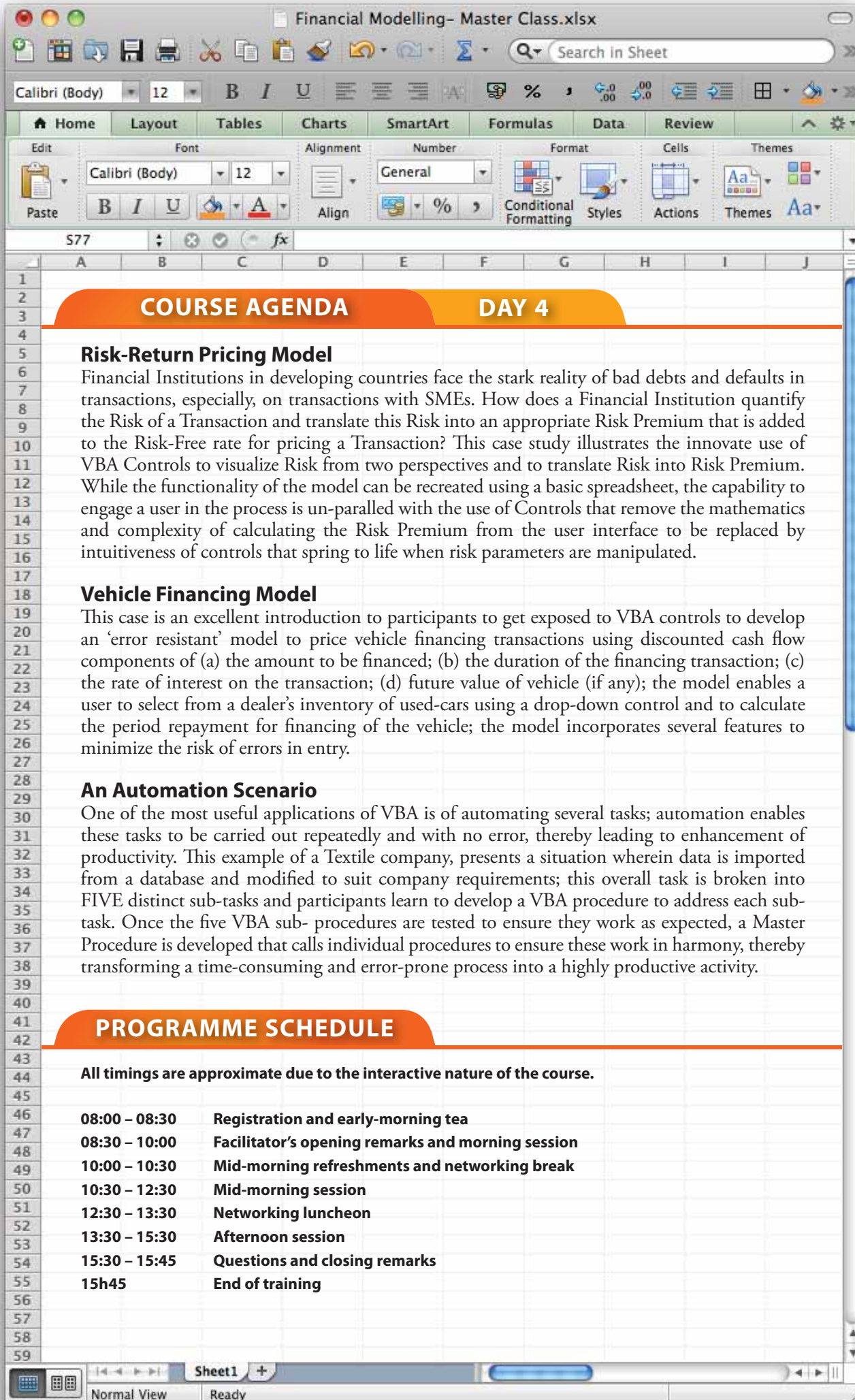
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COURSE AGENDA

DAY 4

Risk-Return Pricing Model

Financial Institutions in developing countries face the stark reality of bad debts and defaults in transactions, especially, on transactions with SMEs. How does a Financial Institution quantify the Risk of a Transaction and translate this Risk into an appropriate Risk Premium that is added to the Risk-Free rate for pricing a Transaction? This case study illustrates the innovative use of VBA Controls to visualize Risk from two perspectives and to translate Risk into Risk Premium. While the functionality of the model can be recreated using a basic spreadsheet, the capability to engage a user in the process is unparalleled with the use of Controls that remove the mathematics and complexity of calculating the Risk Premium from the user interface to be replaced by intuitiveness of controls that spring to life when risk parameters are manipulated.

Vehicle Financing Model

This case is an excellent introduction to participants to get exposed to VBA controls to develop an 'error resistant' model to price vehicle financing transactions using discounted cash flow components of (a) the amount to be financed; (b) the duration of the financing transaction; (c) the rate of interest on the transaction; (d) future value of vehicle (if any); the model enables a user to select from a dealer's inventory of used-cars using a drop-down control and to calculate the period repayment for financing of the vehicle; the model incorporates several features to minimize the risk of errors in entry.

An Automation Scenario

One of the most useful applications of VBA is of automating several tasks; automation enables these tasks to be carried out repeatedly and with no error, thereby leading to enhancement of productivity. This example of a Textile company, presents a situation wherein data is imported from a database and modified to suit company requirements; this overall task is broken into FIVE distinct sub-tasks and participants learn to develop a VBA procedure to address each sub-task. Once the five VBA sub-procedures are tested to ensure they work as expected, a Master Procedure is developed that calls individual procedures to ensure these work in harmony, thereby transforming a time-consuming and error-prone process into a highly productive activity.

PROGRAMME SCHEDULE

All timings are approximate due to the interactive nature of the course.

08:00 – 08:30	Registration and early-morning tea
08:30 – 10:00	Facilitator's opening remarks and morning session
10:00 – 10:30	Mid-morning refreshments and networking break
10:30 – 12:30	Mid-morning session
12:30 – 13:30	Networking luncheon
13:30 – 15:30	Afternoon session
15:30 – 15:45	Questions and closing remarks
15h45	End of training