

Program Schedule

Weekend Batch - Saturday and Sunday (5-hour session)



Level 1 - 68 Hours

On Registration



Instructor-led training
(Either in classroom or
online live classes)



**Videos to watch before
the next session (Will be
released one week prior)**

IFAP landscape (2 Hours)

- ▶ Financial analysis landscape
- ▶ Top line vs. bottom line
- ▶ Vehicles of growth
- ▶ Strategic rationale for M&A
- ▶ Valuation in M&A: How much will you pay?
- ▶ What is M&A?
- ▶ Types of M&A
- ▶ Indian M&A market
- ▶ Private equity in India
- ▶ What does a private equity analyst do?
- ▶ Why allocate assets to private equity?
- ▶ Investment parameters of private equity investors
- ▶ Peculiarities of private equity investors
- ▶ Benefits of private equity
- ▶ The issue with private equity

Program Schedule

Instructor-led training	Videos to watch
Day 1	
<p>Financial analysis landscape (5 Hours)</p> <ul style="list-style-type: none"> ▶ Financial analysis landscape ▶ Basics of corporate finance ▶ Introduction to M&A ▶ Introduction to private equity ▶ Introduction to equity research ▶ Current Indian scenario: Investment banking, equity research, credit research 	<p>Principles of accounting (2 Hours)</p> <ul style="list-style-type: none"> ▶ The accounting process ▶ Who uses accounts? ▶ Accounting and bookkeeping ▶ Financial terminologies ▶ Accounting concepts ▶ Qualities of accounting information ▶ Questions asked by internal and external users and conflict of interest ▶ Managerial vs. financial accounting ▶ Accounting vs. bookkeeping ▶ The use of GAAP ▶ Building blocks of accounting
Day 2	
<p>Principles of accounting (5 Hours)</p> <ul style="list-style-type: none"> ▶ The accounting process ▶ Who uses accounts? ▶ Accounting & bookkeeping ▶ Financial terminologies ▶ Accounting concepts ▶ Basic accounting equation ▶ Accounting principles and conventions ▶ Hindalco: Walk-through of financial statements 	<p>Specific financial items and financial statement preparation (1 Hour)</p> <ul style="list-style-type: none"> ▶ Financial statements - Balance sheet, profit and loss and cash flow ▶ Understanding revenues and expenses ▶ Transaction analysis ▶ The recording process
Day 3	
<p>Specific financial items and financial statement preparation (5 Hours)</p> <ul style="list-style-type: none"> ▶ Financial Statements - Balance sheet, profit and loss and cash flow ▶ Understanding revenues and expenses ▶ The accounting cycle ▶ Understanding consolidated accounts 	<p>Ratio analysis (5 Hours)</p> <ul style="list-style-type: none"> ▶ DuPont analysis ▶ Definitions of ratios ▶ Liquidity ratios ▶ Asset management ratios ▶ Debt management ratios ▶ Profitability ratios

Program Schedule

Instructor-led training	Videos to watch
<ul style="list-style-type: none"> ▶ Tangible assets ▶ Goodwill ▶ Depreciation ▶ Investments ▶ Deferred tax statements 	<ul style="list-style-type: none"> ▶ When to use which ratios ▶ Case studies in ratio analysis
Day 4	
<p>Ratio analysis (5 Hours)</p> <ul style="list-style-type: none"> ▶ DuPont analysis ▶ Definitions of ratios ▶ Liquidity ratios ▶ Asset management ratios ▶ Debt management ratios ▶ Profitability ratios ▶ When to use which ratios ▶ Case studies in ratio analysis 	<p>Excel basics (3 Hours)</p> <ul style="list-style-type: none"> ▶ Spreadsheet vocabulary review ▶ Explore the user interface ▶ Work with the ribbon ▶ Work with contextual tabs ▶ Customize the excel interface ▶ Creating spreadsheets ▶ Cell formatting ▶ Logical functions (If, Nested If, And, Or, Not, IfError) ▶ Date and time functions (Today, Now, Year, EDate, EOMonth, Day & DatedIf) ▶ Text functions (Text, Left, Right, Mid & Concatenate) ▶ Statistical functions (Count, CountA, CountBlank, CountIf & SumIf)
Day 5	
<p>Excel basics (2 Hours)</p> <ul style="list-style-type: none"> ▶ Spreadsheet vocabulary review ▶ Explore the user interface ▶ Work with the ribbon ▶ Work with contextual tabs ▶ Customize the excel interface ▶ Creating spreadsheets ▶ Cell formatting ▶ Logical functions ▶ Date and time ▶ Statistical functions ▶ Frequently used shortcuts 	<p>Advanced Excel (3 Hours)</p> <ul style="list-style-type: none"> ▶ Custom list ▶ Goal seek ▶ Macros ▶ Pivot tables ▶ Scenarios ▶ Consolidation ▶ Data cleaning ▶ Data manipulation



Program Schedule

Instructor-led training	Videos to watch
Day 5	
<p>Advanced excel (3 Hours)</p> <ul style="list-style-type: none"> ▶ Data validation ▶ Templates ▶ Custom list ▶ Goal seek ▶ Scenarios ▶ Consolidation ▶ Data cleaning ▶ Data manipulation ▶ Pivot tables ▶ Macros 	
Day 6	
<p>Ratio analysis and consolidation (2 Hours)</p> <ul style="list-style-type: none"> ▶ Consolidation of financial statements ▶ Case study on consolidation ▶ Simple consolidation ▶ Preparing consolidated statements 	<p>Forecasting and financial modeling (3 Hours)</p> <ul style="list-style-type: none"> ▶ Basics of financial modeling ▶ Comparison between financial model ▶ Normal MS Excel calculations ▶ Components of financial modeling ▶ Financial modeling requirements ▶ Types of data ▶ Types of variables ▶ Growth rates and proportions ▶ BEDMAS principle
<p>Forecasting and financial modeling (3 Hours)</p> <ul style="list-style-type: none"> ▶ Objectives of forecasting ▶ Understanding business models ▶ Basics of financial modeling ▶ How to create a basic IB financial model 	<p>Forecasting and financial modeling (3 Hours)</p> <ul style="list-style-type: none"> ▶ Modeling income and expenses ▶ Modeling non-operating expenses ▶ Overview of FX, risk and hedging ▶ Associates ▶ Overview of extraordinary expense ▶ Below the line adjustments ▶ Modeling EPS and DPS ▶ Overview of EPS

Program Schedule

Instructor-led training	Videos to watch
	<ul style="list-style-type: none"> ▶ Basic vs. diluted EPS ▶ Identifying dilutive EPS and modeling ▶ Dividend decisions and modeling ▶ Modeling working capital ▶ Overview of working capital ▶ Working capital ratios ▶ Forecasting working capital
Day 7	
<p>Forecasting and financial modeling (5 Hours)</p> <ul style="list-style-type: none"> ▶ Real life case study ▶ Build an integrated financial model for Colgate Palmolive Limited - A publicly listed company ▶ Convert the single step historical income statement captured in the Excel file into a multi-step income statement ▶ Set up a separate assumption and analysis sheet and capture the necessary ratios ▶ Assume growth rates and proportions for forecast years taking cue from historical ratios ▶ Create model income statement, balance sheet and cash flow ▶ Ensure that the assets and liabilities match 	

Program Schedule

Instructor-led training	Videos to watch
Day 8	
Evaluation - 1 (5 Hours) <ul style="list-style-type: none"> Semester 1 evaluation on accounts and financial landscape - Objective and subjective test paper 	
Day 9	
Guest lecture and open house (4 Hours) <ul style="list-style-type: none"> Guest lecture by EY leadership Open house with faculty for doubt clearing 	Corporate strategy (2 Hours) <ul style="list-style-type: none"> The BCG growth-share matrix Mahindra & Mahindra case study Product life cycle Findings, strategies and suggestions
 44 Hours - Instructor-led training	 24 Hours - Videos to watch

End of Level 1

Program Schedule



Level 2 - 65 Hours

Instructor-led training	Videos to watch
Day 10	
<p>Corporate strategy (5 Hours)</p> <ul style="list-style-type: none"> ▶ Porter's five forces ▶ Structural determinants ▶ SWOT analysis ▶ PEST analysis ▶ The product life cycle and the Boston Matrix ▶ Identifying key success factors and core competencies ▶ Case study: Smartphone application ▶ Class exercise: What strategy has Flipkart adopted? 	<p>Session 1 Valuation basics (3 Hours)</p> <ul style="list-style-type: none"> ▶ Basic approaches to valuation ▶ Key valuation terms ▶ Approaches to valuation ▶ Relative valuation ▶ DCF and Other intrinsic valuation ▶ Trading comps and peer valuation
Day 11	
<p>Valuation basics (2 Hours)</p> <ul style="list-style-type: none"> ▶ Introduction to valuation ▶ Different approaches to valuation ▶ Arriving at cashflows and growth rates for valuation 	<p>Session 2 Valuation basics (3 Hours)</p> <ul style="list-style-type: none"> ▶ Transaction comps ▶ Steps in valuation using trading comparables ▶ Understanding the time value of money ▶ Sensitivity analysis ▶ What return should a firm expect? ▶ Growth models
<p>Valuation advanced (3 Hours)</p> <ul style="list-style-type: none"> ▶ Calculating terminal value ▶ Treatment of specific financial items ▶ Choosing tax rates 	



Program Schedule

Instructor-led training	Videos to watch
Day 12	
<p>Cost of capital (5 Hours)</p> <ul style="list-style-type: none"> ▶ Cost of new and existing debt ▶ Cost of equity – CAPM model ▶ The risk-free rate in practice ▶ The market risk premium: Historical premium approach ▶ Types of risk and estimating beta ▶ Cost of equity – Companies with country risk exposure ▶ Correlating the cost of capital to valuation ▶ Calculation of WACC ▶ Levered and unlevered beta 	<p>Equity valuation methods (3 Hours)</p> <ul style="list-style-type: none"> ▶ Equity valuation models: Strengths, caveats and applications ▶ Dividend discount models ▶ FCFE models
Day 13	
<p>Equity valuation methods (2 Hours)</p> <ul style="list-style-type: none"> ▶ DDM (Single-stage, two-stage, three-stage, “H” growth model) ▶ FCFE (Single-stage, two-stage, three stage) ▶ FCFE valuation vs. DDM 	<p>Firm valuation models (2 Hours)</p> <ul style="list-style-type: none"> ▶ Which cash flow should I discount? ▶ Which growth pattern should I use? ▶ What discount rate should I use? ▶ Case studies of companies valued: ABN Amro, Nestle, DaimlerChrysler and Amazon.com
<p>Firm valuation models (3 Hours)</p> <ul style="list-style-type: none"> ▶ FCFF valuation (Single-stage, two-stage, three stage) ▶ APV valuation ▶ Sector specific multiples ▶ Relative valuation for a listed and unlisted company ▶ Comparison with intrinsic (Cash flow based) valuation 	<p>Business communication (3 Hours)</p> <ul style="list-style-type: none"> ▶ Business communication ▶ Body language primer

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Instructor-led training	Videos to watch
Day 14	
<p>Business communication (2 Hours)</p> <ul style="list-style-type: none"> ▶ Business communication ▶ Email, chat and telephone etiquette ▶ Listening and questioning skills ▶ Interpersonal skills 	
<p>Resume writing (3 Hours)</p> <ul style="list-style-type: none"> ▶ The why, the what and the how of resumes ▶ Personal branding ▶ Tips and resources ▶ Interview skills ▶ Using social media ▶ CV discussion 	<p>Aptitude (5 Hours)</p> <ul style="list-style-type: none"> ▶ Verbal aptitude: Synonyms, antonyms, error spotting, sentence arrangement, fill in the blanks, replacing the phrase, comprehension, etc. ▶ Logical reasoning: Assumptions, course of action, seating arrangement, encoding & decoding, analogy and blood relation questions.
Day 15	
<p>Aptitude (5 Hours)</p> <ul style="list-style-type: none"> ▶ Quantitative aptitude training ▶ Trains, time and work ▶ Profit and loss ▶ Ages ▶ Permutation and combination ▶ Chain rule ▶ Alligations ▶ Time and distance ▶ Simple interest ▶ Partnership ▶ Surds and indices ▶ Pipes and cisterns ▶ Logarithms and probability ▶ Percentages and ratio and proportion 	

Program Schedule

Instructor-led training	Videos to watch
Day 16	
Technical skills - PowerPoint (5 Hours) <ul style="list-style-type: none"> ▶ Working with shapes ▶ Keeping the audience/reader on track ▶ Working with pictures ▶ Avoiding “Death by Bullet” mini-series ▶ Working with tables, charts - Choosing the most appropriate chart and constructing it ▶ Making the chart more communicative ▶ Animation ▶ Other best practices ▶ Case studies and before vs. after examples 	
Day 17	
Evaluation - 2 (5 Hours) <ul style="list-style-type: none"> ▶ Semester 2 Evaluation on valuation 	
Day 18	
Guest lecture and open house (4 Hours) <ul style="list-style-type: none"> ▶ Guest lecture by EY leadership - topic: challenges/caveats in valuation <p>Open house with faculty for doubt clearing</p>	Transaction execution (2 Hours) <ul style="list-style-type: none"> ▶ Typical private equity fund raise process ▶ The Science – Technical closure details
 44 Hours - Instructor-led training	 21 Hours - Videos to watch

End of Level 2

Program Schedule





Level 3 - 47 Hours

Instructor-led training	Videos to watch
Day 19	
Transaction execution (4 Hours) <ul style="list-style-type: none"> ▶ M&A transaction process ▶ How to make a pitch presentation ▶ LBO and financing basics ▶ Basics of documentation ▶ Due diligence: What should you look out for? ▶ Planning post-acquisition integration 	Introduction to equity research (5 Hours) <ul style="list-style-type: none"> ▶ Overview of equity ▶ Research business ▶ Job of an equity research analyst ▶ Types of research reports ▶ Approach to analyze a business ▶ Ecosystem of asset management ▶ Buy side, sell side jobs - Incentives, work profiles and requirements ▶ Business model snapshot
Day 20	
Introduction to equity research (5 Hours) <ul style="list-style-type: none"> ▶ Unravelling colgate ▶ Primer on equity research ▶ Techniques of relative valuation ▶ Walkthrough a maintenance research report ▶ Tips on effective research writing 	
Day 21	
One-on-One presentations (2 Hours) <ul style="list-style-type: none"> ▶ One-on-one presentation of individual assignment 	

Program Schedule

Instructor-led training	Videos to watch
Day 22	
<p>Guest lecture by EY + Business writing and storyboarding (5 Hours)</p> <ul style="list-style-type: none"> ▶ Preparation ▶ Establishing the purpose of collateral with regard to the audience ▶ Identifying the specific needs of the audience ▶ What is the scope of coverage? ▶ Selecting and understanding the medium of communication ▶ Brief introduction to various mediums of brochure, newsletters and email and their uses ▶ Persuasion and promotion writing ▶ Research ▶ Note taking ▶ Brainstorming and the art of mind mapping ▶ In class mind mapping exercise 	
Day 23	
<p>Final project presentation (5 Hours)</p> <ul style="list-style-type: none"> ▶ Final project submission in front of your peers while industry experts evaluate your project work with constructive criticism 	
Day 24	
<p>Financial model presentation (5 Hours)</p>	<p>Interview preparation - HR (3 Hours)</p> <ul style="list-style-type: none"> ▶ Business etiquette ▶ Interview preparation ▶ Stage 1 - Preparation ▶ Stage 2 - First impressions count ▶ Stage 3 - The interview ▶ Stage 4 - The final stage ▶ How to ace the 50 most common interview questions

Program Schedule

Instructor-led training	Videos to watch
Day 25	
Interview preparation - HR (2 Hours) <ul style="list-style-type: none"> ▶ Types of interviews ▶ What to do before an interview ▶ What to do after an interview ▶ Follow-up etiquette ▶ Body language - Dos and dont's 	
Interview preparation - Domain (3 Hours) <ul style="list-style-type: none"> ▶ Experts guide you on how to prepare for the technical interview round with tips, and a quick refresher on concepts learnt 	
Day 26	
Mock interviews - HR and Domain with internal faculty (4 Hours) <ul style="list-style-type: none"> ▶ One-to-One or panel mock Interviews with faculty to clear the HR and technical round of Interviews to give you confidence to face real world scenarios 	
Day 27	
Mock Interviews - HR and domain facing external industry experts (4 Hours) <ul style="list-style-type: none"> ▶ 1:1 or Panel mock interviews with industry veterans to clear the HR and technical round of interviews to give you confidence to face real world scenarios 	
 39 Hours - Instructor-led training	 8 Hours - Videos to watch

End of Level 3

Total 127 Hours - Instructor-led training

Total 53 Hours - Videos to watch