



اتحاد شركات الاستثمار
UNION OF INVESTMENT COMPANIES

Advanced Financial Modeling & Forecasting

Investment Studies Center (ISC) @ Union of Investment Companies, is delighted to invite you to a training program to provide participants with advanced skills and techniques in financial modeling and forecasting. Participants will learn how to build complex financial models, analyze historical data, develop accurate forecasts, and make informed business decisions based on financial insights, according to the following details:

يسر مركز دراسات الاستثمار لدى اتحاد شركات الاستثمار الإعلان عن تنظيم برنامج تدريبي يعنى بتزويد المشاركين بالمهارات والتقنيات المتقدمة في النماذج والتوقعات المالية. سوف يتدرب المشاركون على كيفية بناء نماذج مالية معقدة، وتحليل البيانات التاريخية، وتطوير توقعات دقيقة، واتخاذ قرارات عملية بناءً على الرؤى المالية، وذلك وفقاً للتفاصيل الآتية:

Training Program: Advanced Financial Modeling & Forecasting البرنامج التدريبي:

Instructor: Alaa Ghanem المحاضر:

Dates: (Sunday - Thursday) 19th – 23rd May 2024 (5 days) التاريخ:

Timing: 09:00AM – 03:00PM الوقت:

Language: In Person at UIC Premises لغة البرنامج:

Venue: Arabic/ material in English المكان:

Course Details, Registration & Fees in link below تفاصيل البرنامج، التسجيل والرسوم في الرابط أدناه

<http://unioninvest.org/upcomingevents.aspx>

Registration is open according to availability

Discounted Fees for UIC Members KWD 400 الرسوم بعد الخصم لأعضاء الاتحاد

Non-Members KWD 450 غير أعضاء الاتحاد

Advanced Financial Modeling & Forecasting

Introduction:

This revolutionary training will transform your career.

The learning techniques delivered in this training is based on a 20-year-experience in building financial models and generating forecasts for listed companies and privately held firms in Kuwait, GCC and the MENA region.

With the increasing complexity of financial markets and the need for accurate predictions, companies are looking for professionals who can effectively analyze data and make informed decisions.

Advanced financial modeling allows organizations to create detailed projections and scenarios that can help them plan for the future, identify potential risks, and optimize their resources. By mastering these skills, individuals can enhance their career prospects and stand out in a competitive job market.

Outline:

1. Build financial model from scratch

- ❖ Transform qualitative factors into numbers to be used in the model
- ❖ Develop links, formulas and ratios using excel

2. Line-by-line projections for the Income Statement, Balance Sheet and Cash Flow items

- ❖ Revenues
- ❖ COGS
- ❖ Depreciation
- ❖ Operating expenses
- ❖ Finance cost and income
- ❖ Net income

- ❖ Terminal growth
- ❖ Dividends
- ❖ Cash
- ❖ Receivables
- ❖ Inventory
- ❖ PPE
- ❖ Capex
- ❖ Loans
- ❖ Payables
- ❖ Reserves
- ❖ Retained earnings
- ❖ CFO
- ❖ CFI
- ❖ CFF

3. Methods used to report income from investment in subsidiaries

- ❖ Dividend
- ❖ Equity
- ❖ Consolidation

4. Researching the macro factors (global, regional or local) that impact the company performance and learn how to get these information

- ❖ Population
- ❖ GDP
- ❖ GDP per capita
- ❖ Inflation
- ❖ Raw material cost
- ❖ Unemployment rate
- ❖ Interest rates
- ❖ Regulation
- ❖ Taxes

5. Study the company specific factors

- ❖ Capacity
- ❖ Utilization rate
- ❖ Future plans
- ❖ Market share
- ❖ Employees
- ❖ Management

6. Market structure analysis

- ❖ SWOT analysis
- ❖ Competition
- ❖ Economic cycle
- ❖ Price elasticity
- ❖ Nature of products

7. Scenario development

- ❖ Base case assumption
- ❖ Worst case – risky situation
- ❖ Best case

8. Detect how ratio analysis is used in generating accurate forecasting

- ❖ Profitability ratios
- ❖ Liquidity
- ❖ Solvency
- ❖ Coverage
- ❖ Activity

Skills Gained:

- ❖ Financial modeling
- ❖ Fundamental analysis
- ❖ Valuation
- ❖ Investment
- ❖ Research skills
- ❖ Risk assessment
- ❖ Scenario forecasting
- ❖ Analytical skills

Target Audience:

- ❖ Equity analysts
- ❖ Financial advisors
- ❖ Investment bankers
- ❖ Portfolio managers
- ❖ Financial risk experts
- ❖ Venture capital specialists
- ❖ Management consultants



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Expert's Profile: Alaa Ghanem

Alaa Ghanem is the CEO of Advisory and Business Company. Alaa has more than 16 years of experience at international and regional conglomerates. He developed and established the financial and equity research departments and the economic advisory units in leading companies in the MENA region like Bank Audi. He participated in tens of financial and economic global conferences and wrote thousands of investment notes and research papers that were published by international and regional newspapers like Bloomberg and Zawya. Alaa graduated in 2007 with distinction from the Lebanese American University in collaboration with George Washington University in USA, with double major in Finance and Economics. He completed his CVA in 2008 and his CFA in 2009. Alaa attended several executive education courses at INSEAD University, University of Cambridge and Yale University.