

Financial Valuation & Modelling

DAY ONE

14.00 - 14.15

Introduction

- Objectives

14.15 - 14.45

Basic financial concepts :

- Balance sheet interpretation
- Profit and loss account
- Cash flow and funding
- Financial performance ratios [ROS, ROCE, ROA]
- Valuation tools [Payback, NPV, DCF, IRR]

14.45 - 15.15

Building the financial model :

- Good practice
- Level of detail
- Financial model structure

15.30 - 17.00

Market sales and forecasting

- Market size and growth
- Competition
- Market share and volume
- Price
- Sales Forecast

17.00 - 18.00

Profit and Loss

- Sales
- Cost of goods [including overhead allocation]
- Distribution
- Royalty

DAY TWO

09.00 - 10.15

Cash flow

- Calculation of cash flow
- Capital expenditure
- Licence fees, milestone payments
- Payback, NPC, DCF, IRR

10.15 - 11.15

Risk Analysis

- Multiple scenarios
- Decision trees.