



International Training  
Center Paris

# TRAINING SCHEDULE

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# ADVANCED VALUATION TECHNIQUES TRAINING COURSE

## Overview:

The Advanced Valuation Techniques Training course is designed to provide participants with an in-depth understanding of valuation methodologies and their applications in various contexts, including corporate finance, mergers and acquisitions, and private equity. The course covers key topics such as discounted cash flow (DCF) analysis, relative valuation techniques, and option pricing models. Participants will also gain an understanding of advanced valuation topics such as valuation adjustments, deal structuring, and valuation for complex securities.

### Objectives:

- Understand the principles and applications of valuation techniques in corporate finance, mergers and acquisitions, and private equity.
- Learn how to apply DCF analysis and other advanced valuation methodologies to value companies, assets, and securities.
- Develop an understanding of relative valuation techniques such as multiples analysis and the use of comparable company and precedent transaction analysis.
- Gain familiarity with option pricing models and their applications in valuing financial derivatives.
- Learn how to make valuation adjustments and conduct sensitivity analyses to account for uncertainty and risk.
- Understand how to structure deals and evaluate the impact of deal terms on valuation.
- Learn how to value complex securities such as convertible bonds, preferred shares, and employee stock options.

Overall, this Advanced Valuation Techniques Training course is suitable for professionals in corporate finance, investment banking, private equity, and asset management who wish to deepen their knowledge of valuation techniques and their applications in various contexts. The course provides a comprehensive overview of advanced valuation topics and their

practical applications, and includes case studies and group exercises to help participants apply their learning in real-world situations. By the end of the course, participants should be able to effectively apply various valuation methodologies to value companies, assets, and securities in different contexts

## Targeted Groups:

- Valuation analysts
- Investment professionals
- Business appraisers
- M&A analysts
- Professionals focused on advanced valuation methods

## Planning:

### Day 1: Introduction to Advanced Valuation Techniques

- Overview of valuation methodologies
- Advantages and disadvantages of different valuation techniques
- Valuation approaches: income, market, and asset-based
- Real-world case studies

### Day 2: Advanced Discounted Cash Flow (DCF) Analysis

- Understanding the time value of money
- Developing accurate cash flow forecasts
- Estimating appropriate discount rates
- Sensitivity analysis and scenario modeling
- Real-world case studies

### Day 3: Relative Valuation Techniques

- Understanding the concept of multiples
- Identifying and selecting appropriate multiples
- Common multiples: P/E, EV/EBITDA, P/B, etc.

- Adjusting for differences in company size, growth rates, and risk
- Real-world case studies

#### **Day 4: Mergers and Acquisitions (M&A) Valuation**

- Overview of M&A and its impact on valuation
- Types of M&A transactions: asset, stock, merger, and acquisition
- Valuing target companies in an M&A context
- Real-world case studies

#### **Day 5: Special Topics in Valuation**

- Valuing complex securities: derivatives, convertible bonds, warrants, etc.
- Valuing distressed companies and assets
- Valuing intangible assets: patents, trademarks, goodwill, etc.
- Real-world case studies