

Public Courses

Practical financial skills to get you desk ready

New York City - Core and Advanced Skills

Contents

Why AMT Training	3
About us	3
Public courses	4
Financial Statement Analysis I	6
Financial Statement Analysis II	8
Three Statement Operating Modeling with Excel	10
Valuation	12
M&A Analysis/Modeling and LBO Analysis/Modeling	14
Equity Capital Markets	16
Debt Capital Markets	18
Advanced Three Statement Modeling	20
M&A Modeling	22
LBO Modeling	24
Private Equity Masterclass	26
Why should you attend?	29
What you will receive on the course	30
What to bring	30

Why AMT Training?

- over 70,000* finance professionals globally have trained with us
- our courses are delivered by past and present bankers for future bankers
- we use practical application and real-life examples
- our training is fast paced, information intensive and hands on
- we make number crunching, fun, lively and relevant to your work

**Figures taken from 2012 to 2017*

About us

For over 20 years we have been equipping analysts and associates with core skills for banking and finance. Our clients include the top ten investment banks and some of the biggest private equity firms in the world.

CPD – whenever you need it

Throughout their careers, finance professionals need access to continuing professional development. We provide training to help financial professionals develop their skills from their internship or new hire program, right through to board level one-on-one sessions. AMT is the preferred training partner for the majority of the world's leading financial organisations. Our highly regarded in-class training, online resources and support materials are available whenever and wherever you need them – which explains our hard-earned reputation as the leader in our chosen field.

Global experts

AMT's network of offices spans EMEA, APAC and the Americas. Our people have first-hand experience of investment banking and the diversity of our team reflects the regions, sectors, subject areas, languages and cultures in which we work. Experienced client service managers, working out of our offices in London, New York and Hong Kong, provide local support for customers across the world's largest financial centres.

Aligned with business objectives

Working with your Learning and Development team, our client service managers identify and define specific learning requirements, matching program content with your business objectives. We believe in building long-term relationships based on full understanding of our clients' businesses, allowing us to deliver comprehensive, cost-effective learning programs for organizations of all sizes; we offer complete consistency of service whether delivering limited local interventions or large scale international programs.

Extensive personal support

AMT's global client service team manages training calendars, course logistics, venues, attendance, evaluation and invoicing. Our client service managers provide individual support for delegates, guiding our clients through AMTO and answering their questions before, during and after their programs. At a personal level, you can expect the same long-term approach to understanding your needs and tailoring your learning accordingly.



Public courses

Our public courses enhance your technical knowledge and help build financial models with ease. You will learn Excel shortcuts - formulas, consistency and flexibility; as well as how to structure transactions and work through financing options with colleagues. You also pick up tips on how to deliver pitches confidently and in an orderly and logical manner.

New York City

Core Skills
Financial Statement Analysis I
Financial Statement Analysis II
Three Statement Operating Modeling with Excel
Valuation
M&A Analysis/Modeling and LBO Analysis/Modeling

Advanced Skills
Equity Capital Markets
Debt Capital Markets
Three Statement Modeling
M&A Modeling
LBO Modeling
Private Equity Masterclass LBO Modeling Focus NEW

N.B. AMT Training reserves the right to cancel/postpone sessions or change content if registrations are insufficient to continue 2 weeks prior to the scheduled commencement date. Delegates will be given at least 5 business days' notice of such changes.

Financial Statement Analysis I

Location	New York
Level	Core Skills
No. of days	1
Time	9:00am – 5:00pm
Price	USD 850

Description

The aim of this session is to provide delegates (particularly those who have no prior knowledge of finance) with an introduction to financial statement analysis. The income statement, balance sheet and cash flow statement are introduced, and the key interactions between the income statement and balance sheet are explained. Delegates will build simple financial statements using a list of transactions.

Throughout this module delegates analyze a group of companies in the food manufacturing industry in order to calculate several income statement metrics. The matching/accruals concept and its impact on the income statement is covered in detail and the link between the income statement and the retained earnings account is investigated. Profitability is analyzed in various ways, using real companies' financials to calculate key indicators of operating and financial performance. Delegates complete a full profitability comparison for the peer group.

This module provides delegates with an understanding of the importance of working

capital in the context of a company's financing structure and cash flows. The difference between working capital and operating working capital is analyzed using several ratios. Delegates complete a working capital analysis for the peer group.

Learning outcomes

- Understanding the interaction between income statement and balance sheet
- Building financial statements
- Matching/accruals concept and its impact on the income statement
- Different ways to analyze profitability
- Difference between working capital and operating working capital

Program outline

Accounting Fundamentals

- The structure of financial statements
 - The income statement
 - Balance sheet
 - Cash flow statement
- Key links between the financial statements
- How business transactions are reflected in the financial statements

The Income Statement

- Sales recognition
- Fixed and variable costs
- Accrual accounting and link between earnings and cash flow
- Expenses or assets – key concepts explained
- Adjusting cost of goods sold and selling, general & administrative expenses for depreciation and amortization
- Adjusting earnings for non-recurring items to produce normalized earnings estimates
- EBITDA, EBIT, net income and EPS
- Margin calculations

Working Capital

- Inventories, receivables, payables, prepaid items and accruals
- Definition of working capital and operating working capital
- Operating working capital and the cash cycle
- Working capital ratios and day calculations

For further information on dates or to enrol on to our courses, please visit amtraining.com, call **+1 646 757-4632** or email james.slattery@amtraining.com

“

Not only was I **impressed with the clarity** with which the material taught was presented by the trainer, but also that **we had lively discussions on relevant developments** and thus the training combined both theoretical and practical aspects.

Associate, private equity firm

Financial Statement Analysis II

Location	New York
Level	Core Skills
No. of days	1
Time	9:00am – 5:00pm
Price	USD 850

Description

This session illustrates the difference between tangible and intangible assets and their use in a business. Delegates learn about purchasing, depreciating/amortizing, selling tangible and intangible assets, and how these transactions are reflected in the financial statements.

In this session delegates learn how companies finance their operations. The characteristics of debt and equity are analyzed, including how to account for new debt and equity issues. Various kinds of debt instruments are identified, and the main equity accounts are examined. Finally, some of the most important ratios are covered.

Delegates learn how to build cash flow statements using historical and forecast balance sheets. The relationship between cash and changes in assets, liabilities and equity accounts is analyzed in detail, allowing delegates to understand the full integration of the income statement, balance sheet and cash flow statement. The cash flow session is particularly relevant as a foundation for modeling skills.

Learning outcomes

- Difference between tangible and intangible assets
- Purchasing, depreciating and amortizing
- Build cash flow statements
- Relationship between cash and changes in assets, liabilities and equity accounts
- Understand the integration of income statement, balance sheet and cash flow statement
- Characteristics of debt and equity
- Debt instruments identified and equity account examined

Program outline

Non-Current Assets

- Difference between tangible and intangible assets
- Difference between identifiable intangibles and goodwill
- Finite life vs. indefinite life intangibles
- Capital expenditure and asset sales
- Depreciation, amortization and impairments
- Impairment testing
- Finding information in the financials

- Account analysis - inflows and outflows (B-A-S-E)
- Asset efficiency ratios

Debt and Equity

- Debt disclosure in published financial data
- Bank debt and bond issues
- Net debt
- The difference between authorized, issued and outstanding shares
- Common stock and additional paid-in capital accounts
- Share issues and repurchases
- Dividends and interest payments
- Coverage and leverage ratios

Cash Flow Statements

- The components of the cash flow statement
- Why the cash flow statement is a reconciliation of two balance sheets
- How to divide a company's balance sheet into operating, investing and financing activities
- Calculate a cash flow statement from two balance sheets and an income statement
- Asset sales and impairments/restructuring
- EBITDA as proxy of operating cash flow and potential pitfalls

For further information on dates or to enrol on to our courses, please visit amtraining.com, call **+1 646 757-4632** or email james.slattery@amtraining.com

“

It's **great to have access to the AMT online platform.** I found the videos and quizzes **really useful to refer back to** after my public course. The videos in particular were **simple and easy to understand.**

Analyst, private equity firm

Three Statement Operating Modeling with Excel

Location	New York
Level	Core Skills
No. of days	1
Time	9:00am – 5:00pm
Price	USD 850

Description

Delegates will learn how to model and integrate the income statement, balance sheet and cash flow of a fast food business using Excel. In addition to learning the steps necessary to build a three statement financial model, delegates will also cover how to build models accurately and efficiently through a series of best practice modeling rules. Delegates also learn how to stress test the assumptions used, to check their work efficiently and to document it.

Through the process of building a more complex three statement model, delegates are taught how to model operating cash and calculate interest using average debt and average cash balances. The class will address in detail how to work with intentional circular references. The issue of non-intentional circular references is covered and delegates are taught modeling rules that are designed to help avoid them. The session is designed to expose delegates to different three statement

modeling styles: multi-sheet, tower and different income statement layouts. Exposure to a mix of modeling styles will help prepare them to work on in-house models or models they may inherit from other finance professionals.

Common errors are covered from balancing a non-balancing balance sheet to debugging a model that is non-intentionally circular.

Learning outcomes

- Understanding corporate valuation in the context of investment banking
- Common valuation methodologies
- Enterprise value and equity value
- Multiple valuation and discounted cash flow valuation
- Build a discounted cash flow valuation model
- Exit multiple method and perpetuity growth method
- Sensitivity and scenario analysis

Program outline

Financial Modeling Fundamentals

- Using keyboard shortcuts
- Setting Excel up for maximum efficiency
- Working with key modeling formulas and structures
- Building three statement projections
- Modeling cash and revolver
- Addressing standards for good models
- Constructing the income statement, balance sheet and cash flow statement
- Introduction to checking methodologies
- Performing audit trails
- Incorporating interest income and expense

Three Statement Modeling

- Modeling operating cash, excess cash and the revolver
- Calculating interest on cash and debt balances
- Working with intentional circular references
- Avoiding non-intentional circular references
- Building models with different styles and layouts
- Calculating ratios

Integrity Error Checking

- Troubleshooting techniques for cash flow statements
- Finding errors and integrity checking
- Using Excel tools to help with integrity checking
- Finding unidentified hard numbers quickly and easily
- Using Excel's 'jump tool' to trace through formulas with ease
- Using Excel to show the formulas underlying output
- Using Excel to find inconsistencies in the model
- Using Excel's auditing tool to trace formulas

“

Proved extremely enriching, especially when discussing **case studies**, current affairs or other **practical applications** of the theory. **Of course MS Excel**, the major tool in finance, played an extensive role on the course.

1st year financial analyst, global investment firm

Valuation

Location	New York
Level	Core Skills
No. of days	1
Time	9:00am – 5:00pm
Price	USD 850

Description

The session lays the foundations to build a solid understanding of corporate valuation in the context of investment banking. The most common valuation methodologies are introduced, explaining the difference between a company's fundamental value, and how much an acquirer would pay for the business. The concepts of enterprise value and equity value are explained, using simple but rigorous exercises. Finally, the basics of multiple valuation and discounted cash flow valuation are introduced. Exercises are used throughout the session.

Delegates learn how to build a discounted cash flow valuation model. The session starts with an overview of the valuation methodology, and the steps required in setting up a valuation model. We then focus on the calculation of free cash flow. A detailed ratio analysis is used to establish the reasonableness of the forecasts and to identify when the target company reaches steady state. We analyze the weighted average cost of capital, breaking it down into its components.

We complete the valuation model by calculating terminal values, using both the exit multiple method and the perpetuity growth method. The free cash flows are

discounted to arrive at enterprise values and the implied share price. Once the valuation is complete delegates perform several checks on the analysis using key ratios, sensitivity and scenario analysis.

Learning outcomes

- Understanding of corporate valuation in investment banking
- Concepts of enterprise value and equity value
- Multiple valuation and discounted cash flow valuation

Program outline

Valuation Fundamentals

- The importance of valuation in the investment banking industry
- Fundamental value vs. how much an acquirer will pay
- Overview of the major valuation methods
 - Trading comparables analysis
 - Discounted cash flow analysis
 - Transaction comparables analysis
 - LBO analysis
- Enterprise vs. equity value
- Book values vs. market values

- Derivation of enterprise value using market values
- Derivation of enterprise value using a fundamental valuation approach

DCF Valuation

- Calculating unlevered free cash flows
 - Drivers of cash flow
 - Ratio analysis
- Weighted average cost of capital
 - Optimal capital structure using peer analysis
 - Establishing the company's forward-looking cost of debt
 - Cost of equity: understanding the risk-free rate, the equity risk premium and beta
 - Unlevering and re-levering the beta
 - Calculating WACC for the case company
- Calculating the terminal value
 - Perpetuity growth (Gordon Growth model) method
 - Exit multiple method
- Building a discounting model
 - Mid-year adjustments
- Calculating enterprise and equity values
- Sanity checks
 - Reinvestment rate and ROIC
 - Implied multiples and growth rates
 - Percentage of value in the terminal period

For further information on dates or to enrol on to our courses, please visit [amttraining.com](https://www.amttraining.com), call **+1 646 757-4632** or email james.slattery@amttraining.com

“

I attended AMT's **financial modeling courses** and they helped bring me up to speed with a few new techniques and tricks. I've certainly **strengthened my financial skills** feel that I can make a real difference in my team.

**Research analyst,
management consultancy**

M&A Analysis/Modeling and LBO Analysis/ Modeling

Location	New York
Level	Core Skills
No. of days	1
Time	9:00am – 5:00pm
Price	USD 850

Description

This session covers the basic steps of analyzing an acquisition - covering the impact of a deal on the financial statements with a particular focus on EPS, PE and contribution analysis. By the end of the session, the class builds an accretion/dilution model using EPS forecasts and acquisition assumptions, proforma leverage ratios and a proforma balance sheet.

Delegates are introduced to the basic concepts underlying leveraged buyouts. The session starts by establishing why private equity firms can create value through leveraged buyouts and how the levered valuation fits into the valuation roadmap. Using a simple free cash flow forecast, delegates establish how much a financial buyer could pay for the target company. Delegates then build a simple LBO model.

Learning outcomes

- Impact of a deal on financial statements
- Basic concepts underlying leveraged buyouts
- Create value through leveraged buyouts
- Build an LBO model

Program outline

M&A Analysis and Modeling Fundamentals

- Big picture: what is the transaction impact on acquirer and target shareholders?
- Preparing key acquisition data
- Building a flexible funding structure
- Modeling acquisition adjustments
- Calculating the accretion/dilution effects of the deal
- Understanding the significance of relative P/Es
- Calculating and understanding contribution analysis
- Ownership issues
- Income statement contribution

- Credit issues and leverage ratios
- The strategic implication of different financing alternatives
- Synergies and synergies needed to break even
- Proforma balance sheet
- Sensitivity and scenario analysis

LBO Valuation

- What an LBO is and how it can create value
- LBO valuation as an alternative valuation methodology
- Characteristics of suitable LBO candidates
- Estimating cash flows available to capital holders
- Estimating debt capacity
- Simplified debt/equity split for entry capital structure
- Sources and uses of funds
- Debt structure
- Estimating the exit value
- Calculating the IRR
- Sensitizing the model

“

I like that the **public courses are supported by online training**. I can learn at my own pace and time, which has **helped increase my confidence** in the work that I do.

Research analyst, global financial institution

For further information on dates or to enrol on to our courses, please visit amtraining.com, call **+1 646 757-4632** or email james.slattery@amtraining.com

Equity Capital Markets

Location	New York
Level	Advanced Skills
No. of days	1
Time	9:00am – 5:00pm
Price	USD 850

Description

We will discuss the two main types of financing available, debt and equity, with the aim of comparing debt and equity, and their impact on the company. We will use a case study to aid analysis and also introduce debt products, by describing their typology, with the details to come in later sections.

We will drill down on the characteristics of equity. We will focus on the life cycle of equities, starting with the IPO, including the pros and cons of going public. We will also look to the secondary market, including motivations of investors, as drivers of the cost of equity. We will also take a look at follow on placements, in particular rights issues. We will assess share price and rights price. We will use drill questions based on case studies throughout.

The aim of this session is to focus on convertible bonds and variations. We look at what they are and provide examples of companies who've issued them. We focus on terminology, the pros and cons to issuers. The class will also look at accounting and modeling the convertible from issuance to conversion/maturity. We will conclude by discussing other forms of CBs.

Learning outcomes

- Impact that debt and equity has on a company
- Lifecycle of equities
- What are convertible bonds and their variations

For further information on dates or to enrol on to our courses, please visit amtraining.com, call **+1 646 757-4632** or email james.slattery@amtraining.com

Program outline

Overview of Capital Markets

- Risk reward for shareholders, dividends, owners of company and subordinated in claim
- Return on/cost of equity
- Risk reward for debt creditors, interest, debt maturity and superiority of claim
- Tax shield on debt
- Return on/cost of debt
- Impact of different capital structures to be explored through case study/model
- General discussion on the current climate and impact on funding

Equities and ECM

- Types of shares
- Initial public offering – company life cycle, pros & cons
- Initial public offering process – quick overview of process
- Follow on placements & block trades
- Rights issues

Equity Linked

- Convertible bond terminology
- Pros and cons
- Accounting & modeling

“

Proved extremely enriching, especially when discussing **case studies**, current affairs or other **practical applications** of the theory. **Of course MS Excel**, the major tool in finance, played an extensive role on the course.

1st year financial analyst,
global investment firm

Debt Capital Markets

Location	New York
Level	Advanced Skills
No. of days	1
Time	9:00am – 5:00pm
Price	USD 850

Description

We will spend two sessions on debt as the challenges are the variety of debt and bond maths. In this first section, we will start by taking a look at the time value of money, through government and the wholesale (LIBOR and mid-swap) yield curves to explain the base cost of money over time. The aim is to understand the foundation of the cost of debt, and its dependence on debt maturity. However, we will also explore re-financing risk through the homework case study.

The delegates will go through the steps of credit risk assessment, shadowing the rating agencies Moody's and S&P's methodology. We will explain key risk factors, both qualitative and quantitative. We will focus on key credit ratios and cash flow calculations.

This is the second part of the debt section, focusing on credit premium and corporate debt products. We will explore a company's specific risk (credit risk) and the required risk premium over and above the base time value of money as the company's cost of debt.

We will explore the classic debt securities, commercial paper and bonds. We will look at stand alone bonds vs. issuances under a note programme. We will look at bond

agreements, bond placement process and terms and conditions.

We will discuss the bank debt market, focusing on revolving credit facility and term loans, focusing on investment grade debt at this point. We will contrast bond documents with loan documents, particularly on any differentiation in terms and conditions. We will look at the loan syndication process. We will conclude by looking at other types of debt products, including structured finance.

Learning outcomes

- Understand the foundation of the cost of debt
- Steps of credit risk assessment
- Understand a company's specific risk and the required risk premium
- Loan syndication process

Program outline

Debt and DCM (Part 1)

- Bond maths including present and future valuing, rates and yields
- Government yield curve
- LIBOR and the wholesale yield curve (LIBOR and mid-swap)
- Bonds and their characteristics

- Debt maturity profile and assessing re-financing risk

Credit Analysis

- Profitability and cash generation
- Working capital, capex: sources vs. uses of funds
- Cash flow statement focusing on key stages, including funds from operations, free operating cash flow and discretionary cash flow
- Financial leverage and operational leverage
- Senior vs. subordination (legal)
- Key credit ratios including: debt coverage, interest coverage and asset coverage
- Re-financing risk and creditor relations
- Business strategy, management and impact on credit risk

Debt and DCM (Part 2)

- Credit spread and cost of debt
- Commercial paper
- Bonds, bond placements, and bond documents
- Bank debt including revolving credit facility and term loans
- Credit facility agreement
- Loan syndication process
- Debt terms and conditions including financial covenants

Key case study

Financing strategy, quantitative and qualitative considerations in debt financing, cost of debt based on yield curve and re-financing risk. Case study to be based around the program case company.

Case assignment description:

- Kellogg's short-term debt: 25% of total debt
- Suppose Kellogg's intends to replace 15% of its ST debt with longer-dated debt

“

It's **great to have access to the AMT online platform.** I found the videos and quizzes **really useful to refer back to** after my public course. The videos in particular were **simple and easy to understand.**

Analyst, private equity firm

Advanced Three Statement Modeling

Location	New York
Level	Advanced Skills
No. of days	1
Time	9:00am – 5:00pm
Price	USD 850

Description

Delegates will learn how to build a three statement model using a detailed revenue forecast with price and volume drivers. A full debt schedule, including a cash sweep, is incorporated into the model. In addition to the main class case model, delegates are given exercises to help them understand more complex modeling issues (e.g. detailed depreciation schedules and working capital items). Common errors are covered from balancing a non-balancing balance sheet to debugging a model that is non-intentionally circular.

In reality, more time is wasted trying to find out why your model does not balance than the time you took to build it in the first place. This program focuses on useful tips and tricks that can be used to interrogate the data in financial models and useful methods for finding errors quickly. It will also provide tips and tricks to reduce errors in the first place.

Learning outcomes

- Learn how to build a three statement model
- Understand complex modeling issues
- Identify common errors
- Tips and tricks to interrogate data in models

Program outline

Financial Modeling and Forecasting

- Complex three statement models
- Modeling a detailed revenue forecast
- Modeling a cash sweep
- Modeling a detailed debt schedule include a cash sweep
- Consolidating and re-applying knowledge of circularity, iteration and a toggle switch
- Building cash flow statements from scratch
- Troubleshooting techniques for cash flow statements
- Finding errors and integrity checking

Integrity and Error Checking

- Understanding the keys to integrity and efficiency in modeling
 - The importance of matrix integrity
 - Building copyable formulas where possible

- Sanity checking
- Matrix integrity checking
- Stress testing
- Debugging models
- Using Excel tools to help with integrity checking
- Finding unidentified hard numbers quickly and easily
- Using Excel's 'jump tool' to trace through formulas with ease
- Using Excel to show the formulas underlying output
- Using Excel to find inconsistencies in the model
- Using Excel's auditing tool to trace formulas
- Dealing with circular references
 - Finding unintentional circularities
 - Sorting out model 'blow-ups' caused by iteration and circularities
 - Protecting the model from 'blow-ups' using 'circularity' switches
 - Using Excel's circular reference toolbar
 - Circularity macros
- Error diagnostics
- Using a series of sixteen models with one error in each, delegates will go through the most time efficient process for error diagnosis
- Delegates will be given a full model with many errors and will use the 'balance sheet check' method to quickly find the reasons why the balance sheet is not balancing

For further information on dates or to enrol on to our courses, please visit amtraining.com, call **+1 646 757-4632** or email james.slattery@amtraining.com

“

Not only was I **impressed with the clarity** with which the material taught was presented by the trainer, but also that **we had lively discussions on relevant developments** and thus the training combined both theoretical and practical aspects.

Associate, private equity firm

M&A Modeling

Location	New York
Level	Advanced Skills
No. of days	1
Time	9:00am – 5:00pm
Price	USD 850

Description

During this session, delegates build a fully integrated merger model which combines financial statement forecasts for the acquirer and the target. Practical consolidation issues are addressed. The deal analysis focuses on the financing structure, pricing, earnings and credit impact and value creation.

Learning outcomes

- Build a fully integrated merger model

Program outline

- The advantages of a full blown merger model
- Preparing the stand alone data for acquirer and target
- Preparing key deal data
- Building a flexible funding structure using a source and uses of funds table
- Calculating goodwill
- Dealing with fair value adjustments to the target's net assets
- Dealing with refinancing of target's debt
- Modeling fees (advisory, debt-issuance and equity-issuance)
- Consolidating the financial statements of acquirer and target

- Synergies
- Earnings accretion/dilution and relative P/E analysis
- Assessing the value creation potential of the deal using return on invested capital (ROIC) analysis
- Contribution analysis
- Analysis at various prices (AVP)
- Net present value of synergies vs. control premium
- Identifying the maximum offer price and a suitable financing mix

For further information on dates or to enrol on to our courses, please visit amtraining.com, call **+1 646 757-4632** or email james.slattery@amtraining.com

Crunch The Numbers series

Our Crunch The Numbers series of books describe the essentials of modeling techniques, valuation methods and M&A analysis.

Investment Banking Fundamentals

Get the low down on how investment banks operate. Bring the basics to the table and start your learning journey here.

To find out more, please visit
www.amttraining.com/bookstore

LBO Modeling

Location	New York
Level	Advanced Skills
No. of days	1
Time	9:00am – 5:00pm
Price	USD 850

Description

This program aims to teach delegates how to structure an LBO and model the financial impact of the financing structure. This session will concentrate on understanding the implications (both modeling and deal) implications of the finance structuring.

Learning outcomes

- Structure an LBO and model

Program outline

- General overview of a levered transaction: what it is and basic principles
- Drivers of value creation in a levered transaction
 - How leverage increases the return on equity
 - What makes a good LBO candidate
 - The concept of cash flow lending
 - The lender's perspective: risk, return and exit routes
- Structural subordination
- Financial instruments used in levered transactions
 - Senior debt (revolving facility, terms A, B and C)
 - Second lien
 - Mezzanine loans

- High yield bonds
- PIK notes
- Preferred shares, shareholder loans and vendor loan notes
- Ordinary equity
- Build a full LBO model from a template
 - Main deal assumptions: focus on cash flow drivers and how to sanity check preliminary assumptions
 - Sources and uses of funds table
 - Ownership structure
 - Goodwill calculation
 - Creating the opening balance sheet
 - Deal adjustments – amortization of debt issuance fees
 - Dealing with tax losses carried forward
 - Calculating cash flows for debt servicing
 - Setting up a repayment schedule for individual debt instruments
 - Making accelerated payments using a cash sweep mechanism
 - Modeling the revolving credit facility
 - Dealing with the circularities created by the interest calculation
 - Dealing with PIK interest
 - Calculating credit ratios

- Calculating and interpreting returns to the equity investors
- Calculating and interpreting returns to mezzanine investors
- Sensitizing the outputs of the analysis
- Modeling different operational scenarios using the OFFSET function

“

I like that the **public courses are supported by online training**. I can learn at my own pace and time, which has **helped increase my confidence** in the work that I do.

Research analyst, global financial institution

For further information on dates or to enrol on to our courses, please visit **amtraining.com**, call **+1 646 757-4632** or email **james.slattery@amtraining.com**

Private Equity Masterclass LBO Modeling Focus

Location	New York
Level	Advanced Skills
No. of days	2.5
Time	9:00am – 5:00pm
Price	USD 2,500

Description

A strong understanding of private equity and deal structuring has become a necessity for most finance professionals. Private equity or venture capital is needed to fund growth strategies for most financial organisations. Private equity has an integral role to play in M&A and LBOs.

The Masterclass will cover several deal structuring techniques relating to private equity, venture capital and buyout deals. Deal structuring issues and solutions will be illustrated and discussed for various stages and components of private equity transactions. Hands on exercise and real life examples will be used to maximize clarity of understanding.

Learning outcomes

The course offers a compact deep dive into the Private Equity world including significant financial modeling. You will be able to build any complex LBO model from scratch, critically evaluate LBO models as well as run and evaluate scenarios.

Who should attend this course?

- Investment Officers and Investment Committee Members
- Private Equity, Venture Capital and Hedge Fund Investment Managers
- Bankers, Investment Bankers and Security Analysts
- Private Bankers and Wealth Managers
- Structured finance professionals
- Risk Managers

For further information on dates or to enrol on to our courses, please visit amtraining.com, call **+1 646 757-4632** or email james.slattery@amtraining.com

Program outline

Day 1

LBO Valuation

- What an LBO is and how it can create value
- LBO valuation as an alternative valuation methodology
- Characteristics of suitable LBO candidates
- Estimating cash flows available to capital holders
- Estimating debt capacity
- Simplified debt/equity split for entry capital structure
- Sources and uses of funds
- Debt structure
- Estimating the exit value
- Calculating the IRR
- Sensitizing the model

Day 1 & Day 2

Debt Structuring, Capital Structure, Rating and Financing

- Debt structuring
- Covenant vs. cash flow based debt capacity
- Structural vs. contractual subordination
- Capital structure decisions in the context of corporate strategy
- What is capital structure analysis?
- The impact of financial leverage on earnings and returns
 - Using ratios to measure leverage
 - Leverage increases earnings volatility
 - Capital structure in the context of WACC
 - Impact of leverage on EPS and the importance of the use of debt proceeds
 - Using leverage to increase ROE
- The impact of financial leverage on corporate value
- The value of the tax shield on interest expense
- Does an optimal capital structure exist?

- Capital structure and ratio analysis
- Ratio analysis for credit ratings
- Investment grade vs. high yield
- Key items of terms sheets
- The concept of cash flow lending
 - The lender's perspective: risk, return and exit routes
- Advanced structural vs. contractual subordination - case studies
- Financial instruments used in IG and levered transactions
 - Senior debt (revolving facility, terms A, B and C)
 - Second lien
 - Mezzanine loans
 - High yield bonds
 - PIK notes
 - Preferred shares, shareholder loans, vendor loan notes
 - Ordinary equity

Day 2 & Day 3

Complex Modeling and Sponsor Management

- Sponsors and their investment perspective
- Overview of different type of financial sponsors
- Sovereign wealth funds - how do they differ from more traditional sponsors?
- Deal and market update - What is currently happening in the sponsors' space?
- Sponsor exits
 - Timing considerations
 - Routes to exit
 - Advantages and disadvantages of full exit vs. staged exit
 - Dual track vs. other combined or 'hybrid' exit routes
 - Lessons learned from 'exits gone wrong'
- Sponsor return analysis
 - IRR vs. money multiple
 - IRR vs. MIRR vs. XIRR

- Capital structure and rating implications for the sponsor
- The concept of cash flow lending
 - The lender's perspective: risk, return and exit routes
- Structural vs. contractual subordination
- Financial instruments used in sponsor transactions
- Key pros and cons of various leveraged instruments from a sponsor perspective
 - Senior debt (revolving facility, terms A, B and C)
 - Second lien
 - Mezzanine loans
 - High yield bonds
 - PIK notes
 - Preferred shares, shareholder loans, vendor loan notes
 - Ordinary equity
- Hands on analysis of all items discussed
 - Sources and uses of funds table
 - Ownership structure
 - Management and Mezzanine entry vs. exit
 - How to analyze and negotiate warrants
 - Goodwill calculation - sponsors view on goodwill
 - Deal adjustments, including amortization of debt issuance fees
 - Cash flows available for debt servicing
 - Repayment schedules for individual debt instruments
 - Acceleration of debt payments using a cash sweep mechanism
 - RCF - how can the sponsor decide the correct amount to be provided by the banks
 - PIK interest
 - Sensitizing the various chosen debt instruments
 - Sensitizing the capital structure
 - Detailed return analysis to sponsor, management and mezz provider

Day 3

LBO Modeling Issues

- Leveraged recapitalization
- Multiple capital structure scenarios
- Management ratchets
- Incorporate a revolving credit facility in the sources and uses of funds
- Date related IRRs (XIRR)

For further information on dates or to enrol on to our courses, please visit amtraining.com, call **+1 646 757-4632** or email james.slattery@amtraining.com

Why should you attend?

Undergraduates, Interns and Graduates

Invest in your future and stand out from the crowd

Securing a graduate scheme at a top financial organization without work experience can be challenging. Ideally, they would like you to have intern experience and to be passionate about finance. Financial institutions will often select only the best prepared candidates to be fast tracked into their graduate scheme.

If you aspire to work in corporate finance, M&A, private equity, asset management, private banking, global markets or sales and trading, you will need to be numerate and excel at analyzing financial and market information. By attending an AMT public course, you will learn about financial statement analysis, financial modeling and valuation. You will gain the knowledge and skills for those all important interviews.

Experienced finance professionals

Enhance your skills and stay ahead in your career

Working for a leading financial institution means that you'll be working in a highly competitive environment. In order to stay ahead you'll need to keep pace with the current standards of others in the finance industry.

AMT's courses ensure that you maintain and enhance the knowledge and skills you need to deliver a professional service to your clients. You become more effective in the workplace. This assists you to advance in your career and move into new positions.

What you will receive on the course

Study materials

While this is a face to face training course, a blended learning approach is taken and delegates will be provided with access to AMT Online. Our study materials contain both the knowledge and practice materials required to assist with the learning process and help you in your job role. Course materials include:

- printed course binder with copy of the slides
- laminated summary sheets:
 - 24/7 access to AMT Online (AMTO)
 - class recordings
 - course notes
 - quizzes
 - electronic homework/study files

What to bring

You need to bring a Windows based laptop to the training with Excel and Adobe installed on your system to access your course files. Our teaching materials are designed for PCs and not Mac based systems. Download details for the necessary files will be emailed a few days before the course. You can use any version of MS Excel in class, however please inform us of your Excel version when booking your course.

This course is non-residential. The venue will provide light refreshments. For our full terms and conditions please visit www.amttraining.com/terms-and-conditions

Pre-requisites

A working knowledge of Financial Statements and Financial Modeling is desirable.



AMT Training

Wilmington Professional

EMEA

5th floor
Whitechapel Building
10 Whitechapel High Street
London
E1 8QS
Office: +44 20 7324 2385
Email: info@amttraining.com

Americas

31 W. 34th Street
8th floor #8080
New York
NY 10001
Office: +1 646 757-4632
Email: info@amttraining.com

AsiaPacific

Office Units 503-04
5th floor
Haleson Building
1 Jubilee Street
Central
Hong Kong
Office: +852 3905 3059
Email: info@amttraining.com