



## Understanding & Communicating Company Value

Member price: \$445  
Non-member price: \$495

### OUTCOMES

- ✓ Appreciate how companies are valued
- ✓ Be able to identify key valuation drivers
- ✓ Learn how to communicate for value

### PRE-REQUISITES

Capital Markets Essentials

**PROGRAM** – 4 hours including two short breaks

#### **How Companies are Valued using DCF**

- Key valuation concepts and principles
- Evaluating market and sector prospects
- Valuation using DCF
- Key inputs to analysts' models
- Forecasting issues and the importance of guidance
- Short cuts used by Lex (FT), Heard on the Street (WSJ), and Breakingviews for valuing synergies in M&A
- Influencing valuation using communications

#### **How Companies are Valued using Multiples**

- Equity and enterprise multiples and which to use
- Understanding price targets and recommendations
- Which sector, which methodology?
- Commonly used multiples in M&A
- Evaluating deals – impact on EPS and on value creation
- Equity and debt funded deals and why a mixture is often most appropriate
- Using communications to influence valuation

### ONLINE COURSES FOR FOLLOW-UP

Understanding DCF Valuation (Specialist Short Course)  
Understanding Valuation Using Multiples (Specialist Short Course)  
Evaluating M&A from a Financial Point of View (Specialist Short Course)

