



2017 EVENTS
A\$1,500_{+GST}

MASTERING FINANCIAL MODELLING

OVERVIEW

This course is for everybody who uses Excel in a business context. Apply powerful combinations of Excel formula, harness array structures and cover essential valuation formula all within a 100% hands-on environment. We apply best practice modelling and focus on productivity tips-and-tricks and how to avoid errors.

TRUST

“When all you have is a hammer, everything can appear to be a nail” - over two days you will add new tools and learn how to employ aspects you already know in more powerful ways whilst maintaining transparency.

TESTING

KEY LEARNING OUTCOMES

- Learn how to develop sophisticated transparent formula.
- Learn how to apply Arrays{ } in business analysis.
- Empower your use of Excel, with professional productivity tips.
- Develop an advanced multi-sheet scenario manager.
- Extract, lookup, manipulate, handle and report Data.
- Calculate essential valuation formula from first principles.
- Harness Range Names and multi-layered formula.
- Improve your best practice modelling and Excel productivity.
- Minimise errors and learn how to spot them quickly.

TRANSPARENCY

YOUR TRAINERS

Your course is delivered by Vector’s Principals, Nick Crawley and Ben Buckland. Nick is a 20-year veteran, a thought leader in the financial modelling industry and co-founded Corality. Nick, started his career as a Theoretical Astrophysicist in London and has been modelling since 1996. Ben, has been providing elegant analytical solutions, as a consultant, to major corporates for 20 years and is an expert in handling and manipulating data in the business environment. Their combined recent experience includes sophisticated FX and stock valuation projects, board reporting and cashflow forecasting for some of Australia’s largest and most complex businesses.

FLEXIBILITY

THE PERFECT LEARNING ENVIRONMENT

Effective learning happens in small, inclusive, informal groups where questions are welcomed and learning outcomes are shared. You will engage in a realistic two-day case study on your own laptop, building your own model. We know that slides send people to sleep - so we train by application and discussion over two intense, collaborative, days.

To ensure an unbeatable learning experience the course facilitated by both Vector principals, Ben Buckland and Nick Crawley.

EFFICIENCY

ALPHA SPREADSHEET ENGINEERING

Great financial modelling is not about being an Excel nerd, in fact that often results in a confusing and risky model. It is about understanding requirements of the various stakeholders and finding elegant transparent solutions that deliver confidence in significant investment decisions. We do this using Alpha Spreadsheet Engineering which is a fusion of best practice modelling, agile development, UX (user experience) and test-driven-development concepts.

As a professional financial modelling consultancy, Vector hunts down spreadsheet errors; this is reflected in our training courses. Accordingly, our courses promote elegant, transparent and where necessary sophisticated use of relatively basic components of Excel.

01 BEST PRACTICE ESSENTIALS

Throughout the course we introduce and reinforce the pillars of good financial modelling. These guidelines lower modelling risk and improve efficiency and understanding.

- Setting out and declaring inputs
- Worksheet/book architecture
- Consistent presentation via Styles
- Referencing on and off-sheet
- Incorporating checks

02 WORKING WITH DATA

Extracting, referencing and manipulation data is arguably the most useful tool for financial modelling. We cover a host of functions and combine them.

- SUMIFS with dynamic conditions
- INDEX(MATCH,MATCH)
- OFFSET - basic and advanced
- INDIRECT()
- Handling text, dates and times
- Data cleansing (duplicates, errors)

03 FORMULA STRUCTURE

Formula are the 'atoms' of a financial model. The presentation of a formula is the single most important aspect of modelling - we focus on this throughout the course.

- Brackets and calculation order
- Layering multi-line formula
- Using Range Names (properly)
- Thinking in Array{ } form
- Creating and editing Arrays{}
- Evaluating and debugging formula

"You can leverage your financial modelling capabilities with just a handful of incredibly useful Excel tools such as arrays and ranges combined with proven best-practice guidelines. Our mission is to empower analysts with these tools by sharing our knowledge in an enjoyable and memorable format."

BEN BUCKLAND, PRINCIPAL, TRAINER

Testing Productivity **Transparency** **Passionate** Financial mathematics
 Super scenarios Consistency INDEX(MATCH) Presentation MIRR() **STYLES**
MULTI-LAYERING Data tables OFFSET() Discounting **War stories** Speed
 Range names SUMIFS() Valuations Terminal value INDIRECT() Text handling Error trapping
 First principles IRR **Trusted** Best practice Circular references Range names
 CTRL SHIFT [Managing external links TRANSPOSE() Dynamic arrays Visual basic Goal seek

04 SCENARIOS & SENSITIVITIES

From the outset of the case study we incorporate the ability to flex key inputs and build a comprehensive scenario manager. We take this up a notch with a scenario manager which accepts 'sheets' not cells'.

- Building in sensitivity cells
- A standard scenario manager
- A "super" scenario manager
- All-Scenarios-always -Data Tables

05 VISUAL BASIC

In the right situations VBA is incredibly useful. Learn how to record and manually create VBA macros like a professional. Ben has been developing applications for 20 years in .NET and VBA.

- Goal-Seek to a tolerance
- Cut, Copy and Paste data
- Control a circular reference
- Importing external data from a file

06 VALUATION FORMULA

When valuing cashflows it is important to know that Excel NPV and IRR functions give unexpected results. We cover how to avoid this and how to calculate from first principles.

- Discounting from first principles
- NPV(), XNPV(), first principles
- IRR(), XIRR(), MIRR(), estimation
- Terminal value & annuity maths

07 DATA TABLES

Data Tables are not just tables! They are incredibly powerful when combined with sensitivities and scenarios. We apply 1D and 2D tables to the case study building powerful analysis.

- Develop a scenario manager
- Incorporate time-based scenarios
- "All scenarios - All the time"
- Global error checks

08 PRODUCTIVITY

Throughout we explain the habits of working professionally with models, from speed to avoiding errors.

- Keyboard commands & shortcuts
- Avoiding errors and finding them
- "Hygiene" links, errors, names etc
- Maintaining transparency
- Use of Styles for consistency
- Managing external links



"Ben and Nick developed a financial model that not only helped us with our investment fundraising round, but also helped us to gain key insights into our business that ultimately changed our thinking quite significantly. Quite simply, we now use the Vector model to run our business. I wish I had met Ben and Nick a year earlier!"

Ron Novak, President and CEO, Caring Village LLC

"Nick has set the industry benchmark in tier one Financial Modelling Training for over a decade. **His structured, friendly and patient approach along with his depth of knowledge ensures that all participants learn techniques that will stay with them throughout their career.** Nick understands the challenges of major firms and their requirement for efficient and accurate financial modelling; a context that makes the training even more useful. I highly recommend Vector's training to any finance professional."

Chris Holman, Partner, Azure Capital

SHARING

Events are run in central CBD locations and run for two days.

We limit participants to ensure a quality learning environment.

We also offer in-house and tailored training; check our website for schedule and FAQ.

TESTING

"I've witnessed Nick's work since 2001, he has forged a brutal reputation for finding those errors everybody else will miss. As an Investment Banker I appreciate that modelling errors can be easily made. Nick's incredible experience is a powerful risk mitigant.

Jay Hipolito, Executive Director, Scotia Bank formerly JP Morgan (Australia)

EXPERIENCE

"As a Chairman I demand absolute professionalism and confidence in our partners – Nick and Ben deliver this in a friendly, energetic and refreshing manner.

Nick's experience as a Board Director is evident when he communicates to senior stakeholders.

I relied upon Nick to present at a Board Meeting; his assuring, professional and calm style gave my Board the same confidence in the modelling process as I had."

Jim McKertie, Chairman Manalto - ASX listed global cloud based media management business

EFFICIENCY

BOOKING INFORMATION

Take advantage of our introductory offer - A\$1,500^{-GST} for 2017 events.
2% of your booking fee will be donated to charity - find out more on our website.

Schedule VectorFinancialModelling.com.au/Training
Event FAQ VectorFinancialModelling.com.au/Training-FAQ

Learn more about us at VectorFinancialModelling.com.au

Book with Nick directly on 0416 215 581 or email Nick@VectorFinancialModelling.com.au

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TRANSPARENCY