

Overview of Business Valuation **Course Outline – Half-day**

Date: 18 April 2007 Singapore

Duration: Half-day (1430-1730)

Level: Foundation

Pre-Requisites: No pre-course requirements

Fee: USD 400 + GST

Learning in Teams: For every 4 delegates you enroll onto this course, the 5th person attends **FREE**

Enrolment Deadline: Friday March 23rd 2007

Course Description:

This course, designed for operations personnel, focuses on the fundamentals of business valuation. In Overview of Business Valuation, participants will learn how businesses are valued and apply those concepts to actual business valuations in the marketplace using case studies. The program will cover relative valuation techniques (comps) as well as discounted cash flow techniques. It will include a comprehensive discussion of cost of capital and cash flow forecasting. The course is interactive and is comprised of a lecture, a case study, and articles about recent developments in business valuation techniques.

Course Objectives:

- Define and describe mechanics of business valuation
- Describe shareholder value creation
- Create a framework for choosing the appropriate valuation techniques
- Compare and contrast advantages and disadvantages of different valuation techniques
- Calculate the cost of debt and WACC

Overview of Business Valuation

Course Outline – Half-day

Session 1: Introduction to Business Valuation

- What determines how a business is valued
- How the use of different methodologies affect results
- The role of the public markets in business valuation
- Common valuation methodologies

Session 2: DCF Valuation

- Cash flow vs. free cash flow
- Determining free cash flow: direct and indirect methods
- Reconciling free cash flow with the consolidated statement of cash flow
- Value Drivers
- Projections

Article

Session 3: Determining the Weighted Average Cost of Capital (WACC)

- Introducing the WACC equation
- Calculating the after-tax expected cost of debt

Session 4: Determining the Terminal Value

- Defining terminal value and its impact on the DCF valuation
- Methods for determining terminal value

Session 5: Case Study DCF Approach

- Measuring shareholder value creation
- Discounting to find the value of operations
- Enterprise Value
- Market Value

Case Study

Summary Conclusion and Question and Answer Session