



FINANCIAL MODELLING

Name Of Trainer : Teo Joo Tse

Program Title : Financial Modeling

Program Duration : 2 days

Program Description / Introduction : This course is an intensive two-day course designed for individual with a need to consider or use financial models for the business purposes. The course assumes that all delegates will have at least a basic level of Excel knowledge and ability as it begins by using at least some techniques and functions.

Participants will be required to bring a laptop to the course.

Program Objective : By the end of this course, delegates will be able to

- Build and analyse basic financial models
- Identify and forecast the components of budget
- Evaluate forecasts of financial and other data

Expected Outcome :

- After the training, delegates will be able to work and immediately apply the tips, tricks and techniques that will be demonstrated.
- Delegates will be able to analyse and value companies.

Program Outline : **Module 1 :**
- Accounting Fundamental

- Constructing an Income Statement
- Constructing a Balance Sheet
- Constructing a Cash Flow Statement



Module 2 :

- Understanding Financial Statements

- Read Annual Report
- Balance Sheet
- Related notes to the financial statements

Module 3 :

- Fundamental Analysis

- Key components of the income statement
- Perform horizontal and vertical analysis
- Benchmark against other companies in the industry

Module 4 :

- Building a 3 Statement Financial Model in Excel

- Historical data
- Assumptions and drivers
- Forecast revenues & cost down to EBITDA
- Forecast working capital
- Forecast capital assets
- Forecast capital structure
- Complete cash flow statement
- Review and audit

Module 5 :

- Budgeting & Forecasting

- Budgeting within a Strategic Framework
 - Building a Robust Budgeting Process
 - A practical Guide to Developing Budgets
 - Forecasting Techniques
 - Tracking Budget Performance with variance analysis
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ONE ALLIANZ CONSORTIUM SDN BHD
(278553-V)

018-277 3957

INFO@ONEAZ.COM.MY



Module 6 :

- **Dashboards and Data visualization**
 - Context
 - Visuals
 - Focusing Attention

Training Methodology : Lecture, Presentation Slides, Case study illustration, Demonstration in-class

Target Audience : Leaders or general accountants

What is included in the program : Notes, Certificate, Excel templates



TRAINER PROFILE



Name : Teo Joo Tse
Age : 34
Year of Birth : Malaysian
Languages : English, Mandarin

A competent and committed finance professional who has hands on knowledge and experience in equity research as well as fund management over 9 years. Experienced in all aspects of business formation, operation, finance, and management. Visionary product developer with deep education in research and analytics. Effective communicator and motivator who identifies and leverages assets in teammates to reach organizational goals. Relentless optimist who believes there is no failure, only feedback.

AREAS OF EXPERTISE

- Business Analytics, Research & Strategy
- Business Financial Modeling
- Business Valuation
- Equity Value Investing
- Equity Technical Analysis

TRAINING TITLES

- Financial Modeling (Forecast of Income Statement, Balance Sheet & Cash Flows Statement)
- How to enhance Business Value
- What numbers CEO must know

CLIENTS SERVED

- | | |
|-----------------------------------|--|
| • Menteri Besar Selangor | Property Market Research |
| • Fivestars Academy | Training |
| • ES Fashion Sdn Bhd Tracking | Financial Modeling, Corporate Strategy & Performance |
| • DTS Group | Financial Modeling & Corporate Strategy |
| • Elianto Sdn Bhd | Corporate Plan Deck |
| • Station One | Financial Modeling & Corporate Strategy |
| • One Food Arena Sdn Bhd | Financial Modeling & Corporate Strategy |
| • BCT Advisory Sdn Bhd | Research Reports |
| • Ricksman MS Sdn Bhd | Financial Modeling & Corporate Strategy |
| • CHY Autoworld Sdn Bhd | Financial Modeling & Corporate Strategy |
| • Ignition Hub Berhad Tracking | Financial Modeling, Corporate Strategy & Performance |
| • Big Onion Food Caterer Sdn Bhd | Financial Modeling, Corporate Strategy |



WORK EXPERIENCE

Laurelcap Sdn. Bhd.

Head of Research

Oct 2017- present

- Develop new market research and business valuation products
- Contribute towards developing the Business Planning agenda for small-medium companies by strengthening the impact of the business planning agenda
- Design, manage and execute research projects using a variety of qualitative and quantitative research methodologies
- Analyze data sets to uncover trends, patterns and insights for customer-use
- Deliver compelling presentations with Business Partners driving clear understanding and accountability for respective projects
- Provide strategic leadership, troubleshooting and direction to project delivery
- Proposed township development for a 1,320-ac land in Bukit Beruntung and 3 pocket landbanks in Klang Valley worth more than RM600m

Manulife Asset Management Services Berhad

Equity Analyst, Manager

Jan 2014- Sept 2017

- Researching and analyzing investment ideas with at least 70% of right calls.
- Writing internal reports with regards to investment ideas and business analysis.
- Contributing investment ideas to regional peers biweekly.
- Coverage included F&B, Retail, Packaging, Property, REIT, Plantation and Oil & Gas.
- Preparing presentation materials.
- Managing funds with close to RM40m AUM and above benchmark by >200bps.
- Preparing factsheets, interim and annual reports.
- Identifying and inconsistencies and bringing them to attention.
- Involved in the development of investment process and strategy.

Kenanga Investment Bank Berhad

Research Analyst, Executive Associate

Feb 2011- Dec 2013

- Researching and analyzing investment ideas.
- Writing reports with regards to investment ideas and business analysis.
- Building, analyzing and maintaining financial models.
- Making presentations and recommendations to both institution and retail clients.
- Coverage included F&B, Retail, Packaging and Property.
- Coordinating meeting between clients and corporates.

Public Investment Bank Berhad

Research Analyst

Sep 2010- Feb 2011

- Analyzing investment ideas using both technical and fundamental analysis.
- Writing reports with regards to investment ideas and business analysis.
- Building, analyzing and maintaining financial models.
- Making presentations and recommendations to branches.

Capital Dynamics Asset Management



Quantitative/Technical Analyst

Mar 2009- Sep 2010

- Analyzing investment ideas using technical analysis.
- Measuring fund performance of a local close-end fund, two global funds and over 80 discretionary accounts.
- Knowledge of Bloomberg, Metastock and Nextview.
- Coordinating and translating newsletter.
- Speaker for Technical Analysis Seminar for over 200 participants.

QUALIFICATIONS

Education

Veritas University College

Present

Pursuing Master of Business Administration

DePaul University, Chicago, Illinois

2006 - 2008

Bachelor of Science in Actuarial Science with Magna Cum Laude (High Distinction)

CGPA 3.72/4.00

Professional Qualifications

International Certified Valuation Specialist (ICVS)

Completed professional and systematic training in business valuation and meet the international requirements for competency and professionalism in business valuation.

Passed the following Security Commission Licensing Examinations

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| Module 12 | Investment Management and Corporate Finance |
| Module 19a | Advisory Services (Rules and Regulations) – Part A |
| Module 9 | Funds Management Regulation |
| Module 10 | Asset and Funds Management |

ACHIEVEMENTS

- Part of the award-winning team with 8 awards from The Edge/Thomson Reuters Lipper Malaysia 2017 especially the Best Overall Award for EPF-approved funds
- The Edge Best Analyst Call Awards 2012 – Dutch Lady
- The Edge Best Analyst Call Awards 2012 – GW Plastics
- Dean's List at DePaul University – Fall 2006, Winter 2007, Spring 2007, Winter 2008 and Spring 2008
- Dean's Award for Scholastics Excellence at DePaul University