



KnowledgeCorp Corporate Finance & Investment Banking Program

Agenda

- Introduction
- Key Offerings
- The Team

■ KnowledgeCorp's Corporate Finance Offerings – a Snapshot



The key measure of financial success tends to focus on numbers: revenue, margins, net income, enterprise value, working capital, etc. Everyone within the business needs to understand these metrics and how their actions impact the numbers. For managers and senior professionals, it is especially critical to have a high level of financial literacy and use financial knowledge to make informed business decisions. **KnowledgeCorp, in partnership with Invictus Corporate Solutions LLP, provides training on areas of finance to both students and managers for their future development.**

- **KnowledgeCorp** provides leading financial training solutions for organizations around the world. Our courses are designed by globally experienced professionals who are both educators and industry practitioners. Our training program includes courses for both non-financial managers and financial professionals.
- Courses offered by KnowledgeCorp will help you **develop talent, upskill your workforce, and elevate your organization**. Learners will participate in interactive exercises, real-life case studies, and test their learning in final assessments.

■ Who we are ...



- We are a team of practicing Investment Bankers and Corporate Finance Specialists that brings to the table a comprehensive mix of experience and expertise in all aspects of financial services planning, management and execution.
- We provide students and young professionals with the necessary skills and understanding to cope with the challenges of the fast evolving environment in the financial dynamics of business.
- We have developed a proprietary knowledge bank and training software library worth several thousand man-hours.

■ What we do ...

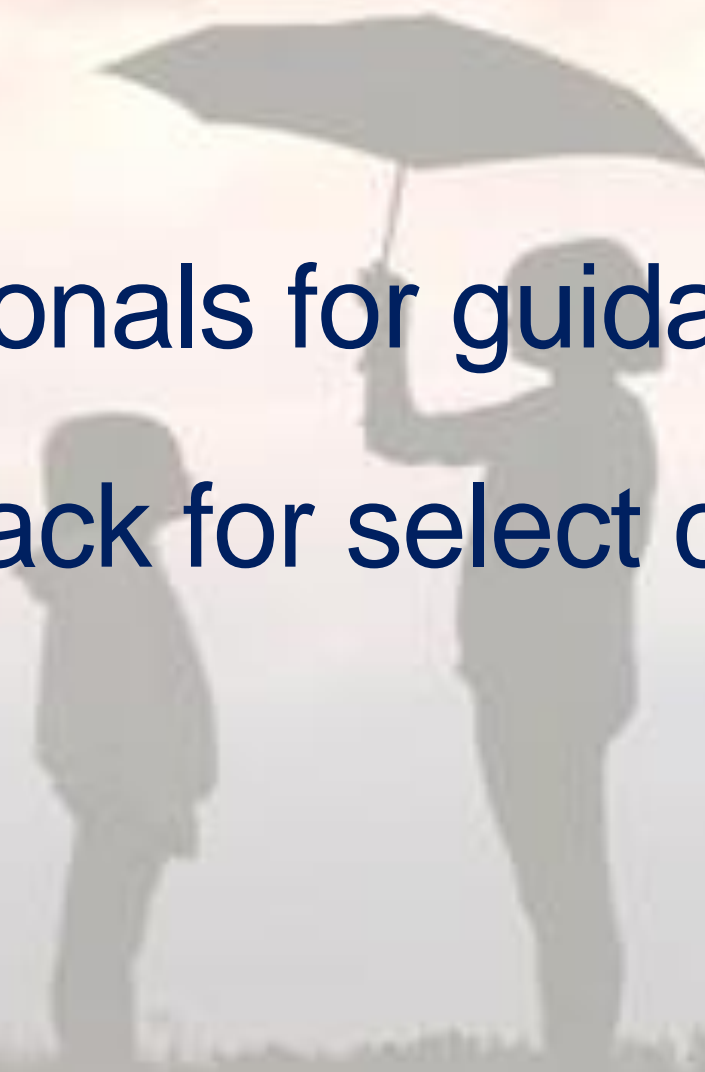


- We have developed focused training modules for outgoing CA and MBA students as well as for young professionals that cover a wide range of disciplines in the field of Investment Banking and Corporate Finance.
- We provide our students with the ideal mix of theoretical basis of concepts & principles and real life application methodologies from our own experience.
- We cover key topical subjects in professional Investment Banking including M&A and PE funding, resource raising, business/intangibles valuation, financial modelling, etc.

■ Our Value Propositions ...



- Relevant and real time industry experience
- Scientifically designed courses to ensure comprehensive theoretical understanding
- Deal specific case studies and case analysis
- Opportunity to work in real life projects as Intern with a Leading Investment Banker in India
- Interaction with Industry Professionals for guidance and mentoring
- Post-curricular review and feedback for select candidates



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Business Modelling



Course Objective

- Provide students with the ability to organize and analyze large volumes of numerical data.
- Equip students with the skill sets to develop and justify assumptions relating to projected financial performance of a business.
- Enable them to prepare robust and dynamically connected 3-statement models.

Program Content & Structure

- Basic requirements – sector landscape & comparator analysis, evaluation of operating parameters on the basis of industry norms & past performance, etc.
- Structuring and designing– postulate and justify assumptions, step-wise development of revenue and cost drivers, preparation of working capital matrix, depreciation statement, etc.
- Integrating financial statements – linking the statements to present meaningful output
- Presentation of output – cohesive & utilitarian presentation to enable decision making

Deliverables & Program Outcome

- **Deliverables:** 20 hours of face to face sessions with practicing industry experts & proprietary KnowledgeCorp course material
- **Program Outcome:** On completion of the program, the candidates should be able to develop well-structured, robust and dynamic financial models to enable informed decision making at the managerial levels.



Business Valuation



Course Objective

- This course provides participants with the skills needed to perform detailed business valuation modeling using three main methods: Comps, Precedents and DCF Analysis.
- Ideal programme for outgoing CA or MBA students to acquire industry relevant valuation methodologies and techniques to apply in their professional careers.

Program Content & Structure

- Introduction to Corporate Valuation – the concepts and theories
- Development and use of DCF models
- WACC Calculation and finalization of the underlying determinants of WACC
- Equity Value vs. Enterprise Value
- Development of Comparator Matrix and use of Valuation Multiples
- Analysis of Results

Deliverables & Program Outcome

- **Deliverables:** 30 hours of face to face sessions with practicing industry experts & proprietary KnowledgeCorp course material
- **Program Outcome:** On completion of the programme, the candidates should be able to perform independent business valuation exercises for their corporate finance and investment banking assignments at work.

■ Private Equity



Course Objective

- This course is designed for students and professionals who want to acquire private equity skills for practical application in professional careers.
- It provides expert conceptual and practical insights on the entire gamut of private equity from both buy and sell side strategies.

Program Content & Structure

- Understanding the concept of Private Equity – the GP-LP structure, AIFs, Feeder Vehicles, Co-investment, capital commitments, fund management fees and carry, etc.
- Deal creation – when is a business PE ready? how does it develop the investment story? what does a PE investor look for in a business?
- Deal process – the PE deal calendar and key deal components including valuation, negotiation, due diligence and documentation

Deliverables & Program Outcome

- **Deliverables:** 20 hours of face to face sessions with practicing industry experts & proprietary KnowledgeCorp course material
- **Program Outcome:** A firm grasp on the nuances of private equity deal creation and deal execution both from the buy side and the sell side.

■ Insolvency Resolution



Course Objective

- Develop a comprehensive understanding of the Regulatory Environment governing the Insolvency Resolution process in India.
- Familiarize students with the functioning of support services providers to Insolvency Professionals (IP) and aspects involved in the CIRP process.

Program Content & Structure

- Evolution of the Insolvency ecosystem within India.
- Overview of the IBC and corollary topics including initiation of the NCLT process, etc.
- Roles & Responsibilities of the Resolution Professionals and Support Services Providers (IPEs).
- Elaboration of all components of the process and methodologies of driving the CIRP process from the point of view of the IP as well as the Corporate Debtor.

Deliverables & Program Outcome

- **Deliverables:** 30 hours of classroom instructions and exercises
- **Programme Outcome :** At the end of the course, the student should be well versed with the operational and regulatory aspects of the Insolvency Resolution process in India and would be in a position to provide meaningful decision inputs to senior stakeholders in a Corporate Creditor, Corporate Debtor or an Insolvency Resolution Professional.

■ Basics of Merger & Acquisition



Course Objective

- Prepare students for the M&A process, its strategies and challenges.
- Provide the basic skill sets to successfully conceive, develop, plan and execute an M&A assignment from the buy-side or the sell side.

Program Content & Structure

- Position Review & Planning – analyze the position of the business either from the buy side or the sell side and evaluate the possibilities of a deal
- Strategic Assessment – potential synergies, pain value of losing a deal, impact of a deal on future cash flows, etc.
- Negotiation Strategies – valuation and terms of the deal, ensure position of strength
- Post-transaction Integration – rebuilding the business model to factor in the deal
- Group Assignments – mock negotiation and deal discussion sessions between “acquirer” and “seller” in a simulated environment

Deliverables & Program Outcome

- **Deliverables:** 30 hours of face to face sessions with practicing industry experts and case studies
- **Program Outcome:** Upon completing the course, a candidate should be able to handle the key aspects of an M&A transaction to represent either the buy side or the sell side

■ Working Capital Management



Course Objective

- Provide participants with a basic understanding of a company's working capital structure.
- Introduce them to strategies for management of working capital to increase profits.
- Explain the basic tenets of the calculation of the cash conversion cycle.

Program Content & Structure

- An Overview of Working Capital
- Components of Working Capital
- Understanding the Operating Cycle
- Assessment of Working Capital
- Working Capital Finance and its Structuring

Deliverables & Program Outcome

- **Deliverables:** 20 hours of face to face sessions with practicing industry experts & group discussion sessions for interactive learning
- **Program Outcome:** On completion of the programme, the candidates should be able to assess the working capital for fund based and non-fund based products and understand the sources of working capital and its structuring

■ Security Analysis, Derivatives & Risk Management



Course Objective

- Provide students with an overview of the securities markets, portfolio mgmt. and risks
- Develop a basic understanding of financial derivatives
- Train students to use derivative instruments as a financial tool

Program Content & Structure

- Introduction to financial securities, markets and portfolio management
- Concepts of Beta and market risks
- Understanding forwards, futures, swaps and options
- Concepts of hedging, arbitraging, spot and forward markets, currency and interest rate swaps
- Options terminology, payoff matrices, synthetic options, exotic options
- Trading strategies, pricing of options, Greeks, Black-Scholes equation.

Deliverables & Program Outcome

- **Deliverables:** 30 hours of classroom instructions and exercises
- **Programme Outcome :** At the end of the course, the student should be able to understand securities market parameters and assess the payoff and risks for any given derivative instrument. She should be able to structure a derivative instrument for a given financial outcome.

■ The Training Process



Understanding
Training Needs

Identifying
Training Modules

Customizing
modules within
given timelines

Seamless
execution of
program

**INCREASE
IN ROI**

**COMPETITIVE
ADVANTAGE**

■ What we bring to the table ...



- **Our end-to-end and customized skilling programs enable businesses to synchronize their talent pool to their respective strategic priorities.**
- **We provide access to industry experts for relevant and actionable insight in the core issues of the present day business environment.**
- **We provide focused and tailor-made inputs for enhancing the employability and efficiency of our students.**
- **Our programs in Corporate Finance and Investment Banking training are backed up by combined hand-on experience of close to 100 years.**



We also offer End-to-End Human Capital Enhancement Programs



Soft Skills

- Personal Development & Goal Setting
- Time Management
- Motivation
- Conflict Management
- Negotiation Skills
- Communication Skills
- Presentation Skills
- Leadership Skills
- Team Building Skills
- Stress Management
- Customized training modules
- Psychometric Tests & Psychological Counseling

Market Skills

- Consultative Selling Skills
- Customer Relationship & Retention Management
- Customer service Management
- Product Training
- Process Training
- Go to market strategy - Planning and execution strategy

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- Debashish is a practicing professional specializing in Investment Banking and Corporate Finance.
- Debashish is a gold medallist from IIM Calcutta and is an Economics Graduate from Presidency College, Calcutta.
- He has led multiple assignments across equity and debt capital markets, private equity, transaction support (incl. valuation & due diligence), M&A and advisory both for private sector clients (Indian and Global) as well as for the Government of India.
- Debashish has worked in leadership positions in leading investment banks and advisory services providers like HSBC Investment Banking, Ernst & Young, SBI Capital Markets and Tata Strategic Management Group (TSMG)
- His last assignment was with ICICI Bank as Jt. General Manager in charge of the Infrastructure Equity Group, mandated with taking equity positions in infrastructure businesses (including education).
- He currently runs his own investment banking boutique and is based in Mumbai.



- Kalyan is a senior investment banker and deal maker with more than 25 years of experience in the fields of capital markets, debt syndication, PE and M&A transactions and structuring and dealing in complex financial instruments.
- Kalyan holds a Post Graduate Diploma in Management, from IIM, Calcutta and has completed his Graduation from St. Xavier's College, Calcutta.
- He has managed more than 50 capital market transactions.
- He has been active in global fund raising across three continents.
- Kalyan has served in senior positions in leading corporate houses and investment banking institutions like the Duncans Group, SBI Capital Markets, the Manaksia Group, etc.
- Kalyan is also an acclaimed author with a large fan following.
- Kalyan has served as faculty in several business schools, bank training centres and at educational institutes like ICAI, ICWAI, ICSI, etc.



- Arijit is a key member of the core faculty team of KnowledgeCorp. He is a Fellow Chartered Accountant (FCA), MBA (Finance), MIIA, a Diploma Holder in Information Systems Audit (DISA), a Certified Internal Auditor and a Quality Assurance Reviewer (IIA). He has also successfully completed a Management & Leadership Program from Harvard University.
- Arijit brings to the table extensive domain and training experience across a wide range of businesses and industries including:
 - Aviation & aerospace , Infrastructure
 - Banking, NBFC and Insurance
 - Steel, Manufacturing
 - Telecom, IT / ITES
 - Education and Learning Solutions Delivery
- Arijit has successfully managed and coordinated training programmes for marquee corporate clients including Reliance Communications, New India Assurance, National Insurance, Emami Ltd., Tata Ryerson, the BK Birla Group, the Aditya Birla Group, ICAI, ICSI, ICWAI, etc.



Sougata Sengupta



- A Company Secretary and MBA (Finance) by training, Sougata is a seasoned professional with a track record of almost 20 years in the area of capital markets and banking and finance.
- Sougata spearheaded Adhunik Group's entire initial public offering in 2005. He also led the Rs 4,000 crore-group's secretarial and mergers and acquisitions team. He has also served the Aditya Birla Group in a senior position with focus on acquisition of mining assets for various group companies.
- He is also a food entrepreneur. His company Tista Hospitality Pvt. Ltd. runs a food catering and retail business under the Feast @ East brand.
- Sougata currently handles a wide range of corporate finance and strategic functions at one of the oldest and most reputed conglomerates in India and works closely with Debashish across multiple areas of investment banking.



We'd love to hear from you ...

Reach us at:

Kolkata:

Anindya Chatterjee

anindya@knowledgecorpasia.com

Mumbai:

Debashish Ghoshal

debashish@invicutsadvisors.net

Sougata Sengupta

sougata@invictusadvisors.net

Please visit us at:

<http://www.knowledgecorpasia.com/>