MERITSHOT

Program Delivery Plan

The Investment Banking Course

A Complete timeline guide for the 9 Month Certified Investment Banking Operations Professional (CIBOP™) offered at Meritshot

Course Outline

The Investment Banking Course

Financial Systems
(4 Weeks)

Excel and Advance Excel
(4 Weeks)

Valuation Techniques
(4 Weeks)

Financial Markets
(4 Weeks)

Corporate Transactions
(4 Weeks)

Startup Ecosystem & Due Diligence
(4 Weeks)

Due Diligence & Compliance
(4 Weeks)

Regulatory Framework & Advance Topics
(4 Weeks)

Final Project & Personality Development
(4 Weeks)

Investment Roles

Week 1	• **Overview of Global Financial Systems**
	  ○ Financial Systems & Investment Banking Roles
	  ○ Key Participants: Retail, Institutional, Regulators
	  ○ Banking Structure: Commercial, Investment, and Shadow Banking
	  ○ **Case Study: Investment Banking in IPOs**

Week 2	• Introduction to Forex Markets
	  ○ Forex Market Participants & Products
	  ○ Exchange Rate Determinants
	  ○ Interest Rate Parity & Purchasing Power Parity
	  ○ **Case Study: Impact of Global Events on Exchange Rates**

Week 3	• Risk Management
	  ○ Financial, Operational, and Currency Risks
	  ○ Hedging Strategies
	  ○ Credit Risk & Market Risk Models
	  ○ **Case Study: 2008 Financial Crisis & Risk Management**

Week 4	• Practical Application & Case Studies
	  ○ Basel Norms & Risk-Weighted Assets
	  ○ Role of Tech in Financial Risk Management (AI & Blockchain in Finance)
	  ○ Stress Testing & Scenario Analysis
	  ○ **Final Assessment: Real-World Financial Crisis**

Excel and Advanced Excel

Week 1	• Excel Fundamentals
	  ○ VLOOKUP, PivotTables, Logical Functions
	  ○ Data Cleaning & Formatting Techniques
	  ○ Conditional Formatting & Data Validation
	  ○ **Hands-on Exercises: Sales Data Analysis**

Week 2	• Advanced Excel Techniques
	  ○ INDEX-MATCH, Array Formulas
	  ○ Dynamic Charts & Data Visualization
	  ○ Power Query & Power Pivot
	  ○ **Case Study: Financial Data Visualization**

Week 3	• Financial Modeling Basics
	  ○ Ratio Analysis, Revenue Forecasting
	  ○ Building Financial Statements (Balance Sheet, P&L, Cash Flow)
	  ○ Sensitivity & Scenario Analysis
	  ○ **Case Study: Financial Modeling for a Retail Company**

Week 4	• LBO & M&A Modeling
	  ○ Buyout Modeling Basics
	  ○ **Case Study: Valuation of a Real-World M&A Deal**

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Valuation Techniques

Week 1	- Business Valuation Methods
	    ○ Income, Market & Cost Approaches
	    ○ Precedent Transactions & Comparable Company Analysis
	    ○ **Case Study: Startup Valuation vs. Established Firm Valuation**

Week 2	- Equity Pricing & DCF Method
	    ○ Discounted Cash Flow (DCF)
	    ○ WACC & Terminal Value Calculation
	    ○ Multiples & Comparable Transactions
	    ○ **Case Study: Real-World DCF Valuation**

Week 3	- Synergies & Control Premiums
	    ○ Buyer vs. Seller Perspectives
	    ○ Private vs. Public Company Valuation
	    ○ Deal Structuring in Valuation
	    ○ **Case Study: Synergies & Control Premiums in an M&A Deal**

Week 4	- Real-World Valuation Applications
	    ○ Live Valuation Exercises (Startups, Real Estate, Large Corporations)
	    ○ **Final Assessment**

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Financial Markets

Week 1	• Equity Markets
	  ◦ Primary vs. Secondary Markets
	  ◦ IPO Process & Trading Settlement
	  ◦ Equity Research & Stock Analysis
	  ◦ **Case Study: IPO Process & Stock Performance Analysis**

Week 2	• Derivative Markets
	  ◦ Forwards, Futures, Options, Swaps
	  ◦ Hedging Strategies in Derivatives
	  ◦ Options Trading Strategies
	  ◦ **Case Study: Hedging Strategies in Derivatives – Managing Airline Fuel Costs**

Week 3	• Equity & Derivatives Valuation
	  ◦ Pricing Models for Derivatives
	  ◦ Option Greeks & Black-Scholes Model
	  ◦ Monte Carlo Simulations in Derivative Pricing
	  ◦ **Case Study: Pricing Derivatives Using Black-Scholes Model & Monte Carlo Simulations**

Week 4	• Trading & Market Strategies
	  ◦ Case Study on Hedge Funds & Market Manipulation
	  ◦ Behavioral Finance & Market Psychology
	  ◦ Algorithmic & High-Frequency Trading (HFT)
	  ◦ **Case Study: Hedge Funds & Market Manipulation**

Corporate Transactions

Week 1	• Leveraged Buyouts (LBOs)
	   ◦ Structure, Valuation, & Debt Financing
	   ◦ LBO Modeling & Return Metrics
	   ◦ **Case Study: Leveraged Buyout (LBO) of Hilton Hotels by Blackstone**

Week 2	• Mergers & Acquisitions (M&A)
	   ◦ Horizontal vs. Vertical Mergers
	   ◦ Deal Structuring & Integration
	   ◦ Hostile Takeovers & Defense Strategies
	   ◦ **Case Study: Disney's Acquisition of 21st Century Fox (2019)**

Week 3	• Cross-Border M&A & Regulatory Challenges
	   ◦ Currency & Tax Implications
	   ◦ Case Study: Notable Cross-Border M&A Deals
	   ◦ **Case Study: Vodafone's Acquisition of Hutchison Essar (2007)**

Week 4	• **Practical Case Study on LBO/M&A** ◦ **Live Deal Analysis & Presentation**

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Startup Ecosystem & Due Diligence

Week 1	- Startup Types & Valuation Methods - Bootstrapped vs. Venture-Backed Startups **Case Study: Unicorn Valuation**
Week 2	- Funding Stages & Term Sheets - Seed to Series C Funding - Investor Due Diligence & Negotiation Techniques **Case Study: Airbnb's Funding Journey from Seed to Series C**
Week 3	- Deal Structuring & Exit Strategies - IPOs, Acquisitions, & Investment Banking Roles **Case Study: Facebook's Acquisition of Instagram – A Strategic Exit Strategy**
Week 4	**Case Study on Startup Valuation** **Practical Startup Analysis & Fundraising Strategy**

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Due Diligence & Compliance

Week 1	- Due Diligence Process
	    ○ Financial, Legal, Tax & Market Due Diligence
	    ○ **Case Study: Due Diligence in Tata Steel's Acquisition of Corus**

Week 2	- Risk Management & Deal Renegotiation
	    ○ Identifying Red Flags in Deals
	    ○ **Case Study: Risk Management & Deal Renegotiation in Vodafone's Acquisition of Hutchison Essar**

Week 3	- Ethical Considerations & Reporting
	    ○ Regulatory Compliance in M&A
	    ○ **Case Study: Ethical Considerations & Regulatory Compliance in M&A – The Wells Fargo Scandal**

Week 4	- **Case Study on Failed M&A Deals**

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Regulatory Framework & Advanced Topics

Week 1
- Key Regulations & Basel Accords
- Securities Act, FEMA, Basel Norms
- **Case Study: The 2008 Financial Crisis & Basel Accords Implementation**

Week 2
- Compliance Requirements
  - Insider Trading & Transaction Monitoring
  - **Case Study: The Raj Rajaratnam Insider Trading Scandal**

Week 3
- Global Regulations & Hedge Funds
- IOSCO, MiFID, International Regulations
- **Case Study: The Impact of MiFID II on Hedge Funds**

Week 4
- **Case Study on Compliance Violations & Financial Fraud Investigations**

Advance Topic and Case Studies

Week 1	- Recapitalization Strategies
	  - Debt Restructuring & Recap Modeling
	  - **Case Study: Tesla's 2019 Debt Recapitalization Strategy**

Week 2	- Trade Regulations & Anti-Dumping
	  - Countervailing Measures & Tariffs
	  - **Case Study: U.S. vs. China – The Solar Panel Anti-Dumping Dispute**

Week 3	- Real-World Case Studies (LBO, M&A, Startup Exits) - **In-Depth Deal Analysis & Presentation Skills**

Week 4	- Final Project & Personality Development
	  - **Live Case Study & Assessment**
	  - Soft Skills, Leadership & Communication Training

Industry Projects

1. Mergers & Acquisitions (M&A) Deal Analysis

Objective-
Analyze a real-world M&A transaction and evaluate its impact on the companies involved.

Tasks-
- Research a recent M&A deal (e.g., Microsoft-Activision, Disney-21st Century Fox).
- Analyze financial statements before and after the deal.
- Identify synergies, cost savings, and revenue growth expectations.
- Perform valuation using Discounted Cash Flow (DCF) and Comparable Company Analysis.
- Assess the deal structure (cash vs. stock, debt financing, regulatory approvals).
- Provide a recommendation on whether the acquisition was beneficial.

Outcome-
A detailed report with financial models, valuation techniques, and strategic insights.

Industry Projects

2. Leveraged Buyout (LBO) Model for a Private Equity Deal

Objective-

Build a full LBO model for a target company and analyze investment returns.

Tasks-

Select a company suitable for an LBO (e.g., a mid-cap company with stable cash flows).

- Research capital structure and industry trends.
- Build a 5-year financial projection.
- Apply debt financing to optimize capital structure.
- Calculate IRR (Internal Rate of Return) and MOIC (Multiple on Invested Capital).
- Assess exit strategies (IPO, secondary buyout, or strategic sale).

Outcome-

A complete LBO financial model with return calculations and investment recommendations.

Industry Projects

3. Startup Valuation and Fundraising Strategy

Objective–
Conduct a startup valuation and create an investor pitch deck.

Tasks–

Select a startup (or create a hypothetical one).

- Research industry benchmarks for multiples (EV/Revenue, EV/EBITDA).
- Use DCF and Precedent Transactions to estimate valuation.
- Develop a funding strategy (Angel, Series A, B, C).
- Create an investor pitch deck covering business model, financials, and funding needs..

Outcome–
A startup valuation model and a professional investor pitch deck.

Industry Projects

4. IPO Analysis and Valuation of a Public Offering

Objective-

Analyze an IPO process and determine the fair value of a newly public company.

Tasks-

Choose a company that recently went public (e.g., Reddit, Instacart).

- Analyze its IPO pricing strategy, demand, and roadshow process.
- Evaluate financials and revenue projections.
- Compare pre-IPO and post-IPO performance.
- Identify major investors and institutional buyers.

Outcome-

A report analyzing the IPO success, valuation, and market performance.

Industry Projects

5. Hedge Fund Investment Strategy & Portfolio Management

Objective-
Build a hedge fund portfolio with a mix of equities, derivatives, and bonds.

Tasks-
Design an investment strategy (long-short equity, event-driven, arbitrage).

- Select a diversified portfolio of 10-15 assets.
- Use technical and fundamental analysis to pick assets.
- Perform risk analysis (VaR, Beta, Sharpe Ratio).
- Track portfolio performance over time.

Outcome-
A simulated hedge fund portfolio and performance report.

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Industry Projects

6. Risk and Reward Analysis in Investment Portfolios

Objective-

Analyze risk and reward in investment portfolios and create an optimized asset allocation strategy.

Tasks-

Design Strategy: Define investment goals and select asset classes.

- Portfolio Selection: Choose 10–15 assets across equities, bonds, and derivatives.
- Risk Analysis: Compute VaR, Beta, and Sharpe Ratio.
- Performance Evaluation: Compare returns with benchmarks and simulate stress scenarios.

Outcome-

A risk-optimized portfolio with a performance report and investment recommendations.

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Industry Projects

7. Portfolio Management & Asset Allocation

Objective-

Develop and manage a diversified investment portfolio to optimize returns while managing risk.

Tasks-

Define Investment Goals: Set risk tolerance, time horizon, and expected returns.

- Asset Selection: Choose 10–15 assets across stocks, bonds, real estate, and derivatives.
- Portfolio Construction: Allocate assets using Modern Portfolio Theory and risk-adjusted strategies.
- Risk-Return Analysis: Calculate Sharpe Ratio, Beta, and Value at Risk (VaR).
- Performance Monitoring: Track portfolio returns, rebalance periodically, and compare against benchmarks.

Outcome-

A well-diversified investment portfolio with a risk-return analysis and performance report.

Industry Projects

8. Profit & Loss Analysis in Business Decision Making

Objective–
Analyze the financial performance of a company by evaluating profit and loss statements to optimize business strategies.

Tasks–

- Data Collection: Gather historical financial statements of a selected company.
- Revenue & Expense Breakdown: Identify major revenue streams and cost components.
- Profitability Metrics: Calculate Gross Profit Margin, Operating Profit Margin, and Net Profit Margin.
- Trend Analysis: Compare past performance trends and identify key profit drivers.
- Scenario Planning: Simulate changes in revenue and costs to assess profitability impact.

Outcome-
A detailed profit and loss analysis report with insights on improving profitability and business efficiency.

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Conclusion

This comprehensive 9-month structured program is designed to provide participants with a well-rounded understanding of financial systems, valuation techniques, financial markets, compliance regulations, and corporate transactions. By integrating both theoretical knowledge and practical application, the program ensures that participants build a strong foundation in investment banking, risk management, and financial modeling.

Each module is structured to cover core financial concepts while incorporating real-world case studies, industry best practices, and hands-on exercises. Participants will develop technical expertise in Excel, financial modeling, M&A structuring, and regulatory frameworks, equipping them with the skills needed to navigate complex financial landscapes.

Furthermore, the program emphasizes experiential learning through hands-on projects, allowing participants to apply their knowledge in portfolio management, due diligence, risk assessment, and deal structuring. Engaging in research assignments and case studies will enhance their analytical and critical-thinking abilities, preparing them for real-world financial decision-making.

In addition to technical skills, the program incorporates personality development, communication training, and problem-solving workshops, ensuring that participants emerge as well-rounded finance professionals. By the end of the program, graduates will be well-prepared to excel in investment banking, corporate finance, private equity, and risk management roles.