

## FINANCIAL ANALYSIS, MODELLING & VALUATION

A practical foundation for SRI/ESG professionals

### OUTCOMES

The course is practical and designed to help ESG/SRI analysts understand the key thought processes involved in building an investment thesis. It centres on real-life examples, applications exercises and guidance on soft skills and will leave analysts able to communicate effectively with and influence 'mainstream' investment decision-makers and companies.

After taking this course, participants will:

- ✓ Have a solid technical foundation in financial analysis, valuation, report writing and investment communication
- ✓ Be equipped to engage with 'mainstream' investment analysts and introduce sustainability factors to investment decision-making discussions
- ✓ Be able to communicate confidently with clients and other stakeholders about the investment valuation context of your sustainability activities

### WHO SHOULD PARTICIPATE

- ✓ ESG / SRI analysts from asset managers or research providers

### COURSE ELEMENTS

The programme is divided between:

- ⚙ Technical sessions and
- ✳ Application to sustainable investment sessions

as follows:

- ✳ Introductory session: Introduction to integration (2h)
- ⚙ Technical session #1: Financial accounting, modelling & valuation A (4h)
- ✳ Application session #1 (2h)
- ⚙ Technical session #2: Financial accounting, modelling & valuation B (4h)
- ✳ Application session #2 (2h)
- ⚙ Technical session #3: Investment thesis development (4h)
- ✳ Wrap-up session: Conclusion (2h)

### BOOKING DETAILS

Duration	20h over 7 days
Upcoming dates (2021)	27 Apr – 27 May 8 Jun – 8 Jul 7 Sep – 7 Oct
Costs	€3,500 / £3,125
Training Providers	SITA & Denny Ellison
Other details	Discounts available for groups

## SESSIONS & MODULES

### Introductory session:

#### Introduction to integration

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09:00	Introduction
09:30	Identifying the many outcomes of sustainable investment
09:45	Identifying issues & value drivers
10:45	Introduction to the course programme
11:00	Homework setting

### Application Session #1:

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09:00	Recap of Technical Session #1
09:15	Homework review
09:30	Q&A
09:45	Presentation
10:00	Asking the right questions
10:45	Homework setting

### Application Session #2:

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09:00	Recap of Technical Session #2
09:15	Homework review
09:30	Q&A
09:45	Using research provision effectively
10:00	Exercise
10:45	Homework setting

### Wrap up Session

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09:00	Recap of Technical Session #3
09:15	Homework review
09:30	Reframing engagement
10:15	Developing your career internally & externally (presentation)
10:25	Final questions & tips

### Technical session #1:

#### Financial accounting, modelling & valuation A

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09:00	Introduction
09:05	Industry Data Analysis
09:25	Company Financial Statements
09:55	Company Models and Forecasts
10:55	Break
11:10	Operational & Financial Performance Analysis
12:40	Q&A

### Technical session #2:

#### Financial accounting, modelling & valuation B

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09:00	Introduction
09:05	Valuation Analysis
10:35	Break
10:50	Sector screens
12:20	Portfolio performance
12:50	Company results
13:00	Q&A

### Technical session #3:

#### Building an investment thesis

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09:00	Introduction
09:05	Valuation Analysis
09:20	Break
10:00	Sector screens
10:20	Portfolio performance
10:35	Company results
10:50	Q&A
11:00	Presentation of the 'Investment Case Summary (ICS)' template
11:05	Investment Case Example
12:55	Q&A

At SITA, we pride ourselves on continuously developing courses as the market evolves and to suit client needs. We may not deliver exactly the modules that are listed here. However, if we do make changes, they will be improvements.

## UPCOMING SESSION DATES

### Spring 2021: 27 April – 27 May 2021

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Introductory session:	27 Apr	9:00 – 11:10
Technical session #1:	29 Apr	9:00 – 13:00
Application Session #1:	4 May	9:00 – 10:55
Technical session #2:	11 May	9:00 – 13:20
Application Session #2:	18 May	9:00 – 10:55
Technical session #3:	25 May	9:00 – 13:15
Wrap up Session	27 May	9:00 – 10:40

### Spring 2021: 8 June – 8 July 2021

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Introductory session:	8 Jun	9:00 – 11:10
Technical session #1:	10 Jun	9:00 – 13:00
Application Session #1:	15 Jun	9:00 – 10:55
Technical session #2:	22 Jun	9:00 – 13:20
Application Session #2:	29 Jun	9:00 – 10:55
Technical session #3:	6 Jul	9:00 – 13:15
Wrap up Session	8 Jul	9:00 – 10:40

### Spring 2021: 7 September – 7 October 2021

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Introductory session:	7 Sep	9:00 – 11:10
Technical session #1:	9 Sep	9:00 – 13:00
Application Session #1:	14 Sep	9:00 – 10:55
Technical session #2:	21 Sep	9:00 – 13:20
Application Session #2:	28 Sep	9:00 – 10:55
Technical session #3:	5 Oct	9:00 – 13:15
Wrap up Session	7 Oct	9:00 – 10:40

## ABOUT US

The Sustainable Investment Training Associates is a partnership between highly-experienced and currently practicing sustainable investment professionals with a shared belief that training must be engaging, motivating, intellectually-stimulating and practically-relevant. Together we provide engaging, high-quality, results-orientated training from experienced sustainable investment practitioners

Our purpose is to deliver the highest-quality sustainable investment training to all parts of the sustainable investment value chain by engaging the most experienced practitioners in the industry to deliver practical, engaging and commercially-relevant training through multiple formats to firms and people that want to develop.