

COMPANY VALUATION

“Mastering Techniques for Accurately Valuing Businesses and Investments”

Schedule

Date	Venue	Fees (Face-to-Face)
17 – 19 Feb 2026	Doha, Qatar	USD 2495 per delegate

► Available delivery methods: Face-to-Face & Online Training

Introduction

Company valuation is an essential skill for investors, financial analysts, corporate managers, and anyone involved in mergers, acquisitions, investments, or strategic decision-making. Proper valuation enables stakeholders to assess the true worth of an organization based on financial performance, market conditions, and potential future returns.

This 3-day course will provide participants with the knowledge and practical tools needed to perform accurate company valuations. Covering a wide range of valuation methods, including discounted cash flow (DCF), comparable company analysis (CCA), and precedent transaction analysis, participants will gain hands-on experience and be able to apply these techniques effectively in real-world scenarios.

Objectives

By the end of this course, participants will be able to:

- Understand the core principles and concepts of company valuation
- Perform a comprehensive business valuation using multiple methods
- Apply discounted cash flow (DCF) analysis to value companies
- Analyze comparable companies and precedent transactions for market-based valuations
- Evaluate the risk and uncertainty associated with business valuations
- Communicate valuation results clearly to stakeholders and decision-makers

Why Attend

- Master the core valuation methods used by top investment professionals
- Gain practical, hands-on experience in financial modeling and forecasting
- Learn how to assess the financial health and market position of companies
- Enhance your decision-making in corporate finance, M&A, and investment strategies
- Develop confidence in presenting and defending your valuations to investors or stakeholders

Target Audience

This program is designed for:

- Financial analysts, investment professionals, and portfolio managers
- Corporate finance managers, CFOs, and financial directors
- Business consultants and advisors
- Private equity and venture capital professionals
- M&A professionals and corporate development teams
- Anyone involved in company appraisals, financial reporting, or due diligence

Individual Benefits

Key competencies that will be developed include:

- Proficiency in using multiple valuation methods
- Ability to build and analyze financial models for valuation purposes
- Understanding how market conditions and financial data affect company value
- Enhanced ability to communicate valuation findings to clients, investors, and stakeholders
- Knowledge of risk factors and discount rates in valuations

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- More accurate and reliable company valuations for strategic decision-making
- Better investment evaluations and M&A transactions
- Enhanced financial and operational decision-making based on accurate company values
- Reduced risks and more informed business strategies
- Improved transparency and communication with investors and stakeholders

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings – Core concepts of company valuation and the different approaches used in the industry
- Hands-On Exercises – Financial modeling and valuation case studies based on real companies
- Case Studies – In-depth analysis of real-world company valuations and the assumptions behind them
- Workshops – Group work to build valuation models, including DCF and market comparisons
- Peer Exchange – Group discussions and feedback to share experiences and strategies
- Tools – Financial spreadsheets, valuation templates, and real-life business data for modeling

Course Outline

Detailed 3-Day Course Outline

Training Hours: 7:30 AM – 3:30 PM Daily Format: 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Introduction to Company Valuation and Valuation Approaches

- **Module 1: Introduction to Company Valuation (07:30 – 09:30)**
 - The importance of company valuation in investment and corporate decision-making
 - Overview of valuation methods: DCF, market multiples, and precedent transactions
 - Understanding value drivers: cash flow, market conditions, and industry trends
- **Module 2: The Discounted Cash Flow (DCF) Method (09:45 – 11:15)**
 - Basics of DCF: time value of money, free cash flow projections, and discount rates
 - Building a DCF model and making realistic assumptions
 - Sensitivity analysis and terminal value calculations
- **Module 3: Comparable Company Analysis (CCA) (11:30 – 01:00)**
 - Identifying and selecting comparable companies for valuation
 - Using multiples (P/E, EV/EBITDA, EV/Sales) for comparison
 - Adjusting for size, growth, and risk differences between companies
- **Module 4: Workshop – Building a Basic DCF Model (02:00 – 03:30)**
 - Hands-on session to create a simple DCF model
 - Group discussion on assumptions, discount rates, and cash flow projections

Day 2: Market-Based Approaches and Adjustments

- **Module 5: Precedent Transaction Analysis (07:30 – 09:30)**
 - Using historical transactions to determine company value
 - Adjusting for market trends, deal structures, and synergies
 - Comparing and analyzing premiums in acquisition transactions
- **Module 6: Risk and Sensitivity in Company Valuation (09:45 – 11:15)**
 - Understanding risk factors and how they affect valuations
 - Sensitivity analysis for different assumptions (e.g., WACC, growth rates)
 - Adjusting valuations for uncertainty in financial forecasts
- **Module 7: Valuation of Startups and Early-Stage Companies (11:30 – 01:00)**
 - Valuation challenges for companies with limited financial history
 - Methods for valuing startups: venture capital approach, risk-adjusted return models
 - Practical application of market comps and DCF for early-stage companies
- **Module 8: Workshop – Market Comparison and Precedent Transactions (02:00 – 03:30)**
 - Hands-on group work comparing multiple companies and applying precedent transactions
 - Discussions on how to select relevant multiples and transaction data

Day 3: Advanced Valuation Techniques and Real-World Application

- **Module 9: Integrated Valuation Models and Cross-Methodology Comparisons (07:30 – 09:30)**
 - Combining DCF, CCA, and precedent transactions for a comprehensive valuation approach
 - Weighting and reconciling results from different valuation methods
 - Addressing discrepancies between methods and cross-checking values
- **Module 10: Valuation Adjustments and Negotiation Tactics (09:45 – 11:15)**
 - Adjustments for non-operating assets, liabilities, and off-balance-sheet items
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- How valuation impacts mergers and acquisitions (M&A) negotiations
- Techniques for presenting valuation results in negotiations
 - **Module 11: Best Practices in Valuation and Financial Reporting** (11:30 – 01:00)
 - Creating clear, concise valuation reports for internal and external stakeholders
 - Communicating assumptions and results effectively
 - Using valuation outcomes to influence investment and strategic decisions
 - **Module 12: Workshop - Building a Complete Company Valuation Report** (02:00 – 03:30)
 - Final project: Participants build a full company valuation report for a real company
 - Presenting findings and justifications to the class
 - Instructor feedback and discussion

Certification

Participants will receive a **Certificate of Completion in Company Valuation** , validating their proficiency in performing accurate company valuations using multiple approaches and techniques.

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