Haward Technology Middle East

COURSE OVERVIEW FM0220
Financial Analysis, Modelling & Forecasting

Course Title
Financial Analysis, Modelling & Forecasting

Course Date/Venue
September 13-17, 2026/Online Virtual Training

Course Reference
FM0220

Course Duration/Credits
Five days/2.75 CEUs/27.5 PDHs

Course Description

This practical and highly-interactive course includes various practical sessions and exercises. Theory learnt will be applied using the "MS Excel" application.

This course is designed to provide participants with a detailed and up-to-date overview of Financial Analysis, Modelling and Forecasting. It covers the break-even, operating leverage and contribution margin; the discounting and compounding analysis techniques; the capital investment proposals leading to decision making and financial position; the techniques for analyzing operating performance, financial structure of the firm and variance analysis as a financial tool; the business segments and tools and techniques for analyzing cash, accounts receivable and inventory; and the portfolio investment analysis, financial planning and techniques for analyzing mergers and acquisitions.

During this interactive course, participants will learn the forecasting and financial planning as management tools, forecasting methods for financial planning and forecasting with regression and Markov methods; the financial forecasting, planning and budgeting techniques and forecasting cash inflows for budgeting; the financial modeling, techniques to develop optimal budgets and using spreadsheet and financial modeling packages; and the business valuation methods and security valuation.

Course Objectives/Outcomes & Benefits for the Participants

Upon the successful completion of the course, participants will be able to:-

- Apply and gain an in-depth knowledge on financial analysis, modelling and forecasting
- Use break-even, operating leverage and contribution margin and apply discounting and compounding analysis techniques
- Evaluate capital investment proposals leading to decision making and analyze financial position
- Employ techniques for analyzing operating performance, analyze the financial structure of the firm and use variance analysis as a financial tool
- Evaluate business segments and apply tools and techniques for analyzing cash, accounts receivable and inventory
- Carryout portfolio investment analysis, financial planning and techniques for analyzing mergers and acquisitions
- Implement forecasting and financial planning as management tools, forecasting methods for financial planning and forecasting with regression and Markov methods
- Apply financial forecasting, planning and budgeting techniques and forecasting cash inflows for budgeting
- Illustrate financial modeling, techniques to develop optimal budgets and using spreadsheet and financial modeling packages
- Carryout business valuation methods and security valuation

Who Should Attend

This course provides an overview of all significant aspects and considerations of financial analysis, modelling and forecasting for chief financial officers (CFO), finance directors, head of finance, corporate strategy managers, finance managers, FP&A (financial planning & analysis) managers, corporate finance managers, treasury managers, investment managers, business finance managers, budget managers, financial controller, business development managers, strategic planning managers, project finance professionals, risk management professionals and other technical staff.

Training Methodology

All our Courses are including **Hands-on Practical Sessions** using equipment, State-of-the-Art Simulators, Drawings, Case Studies, Videos and Exercises. The courses include the following training methodologies as a percentage of the total tuition hours:-

30% Lectures
20% Practical Workshops & Work Presentations
30% Hands-on Practical Exercises & Case Studies
20% Simulators (Hardware & Software) & Videos

In an unlikely event, the course instructor may modify the above training methodology before or during the course for technical reasons.

Learning Design & Customization

This course can be customized to the exact requirements of clients. Haward Technology is so proud of our huge capabilities in tailoring our courses to the training needs of our valued clients.

Course Certificate(s)
Internationally recognized certificates will be issued to all participants of the course who completed a minimum of 80% of the total tuition hours.

Certificate Accreditations
Haward's certificates are accredited by the following international accreditation organizations:

- British Accreditation Council (BAC)

  Haward Technology is accredited by the **British Accreditation Council** for **Independent Further and Higher Education** as an **International Centre**. Haward's certificates are internationally recognized and accredited by the British Accreditation Council (BAC). BAC is the British accrediting body responsible for setting standards within independent further and higher education sector in the UK and overseas. As a BAC-accredited international centre, Haward Technology meets all of the international higher education criteria and standards set by BAC.

- The International Accreditors for Continuing Education and Training (IACET - USA)

  Haward Technology is an Authorized Training Provider by the International Accreditors for Continuing Education and Training (IACET), 2201 Cooperative Way, Suite 600, Herndon, VA 20171, USA. In obtaining this authority, Haward Technology has demonstrated that it complies with the **ANSI/IACET 2018-1 Standard** which is widely recognized as the standard of good practice internationally. As a result of our Authorized Provider membership status, Haward Technology is authorized to offer IACET CEUs for its programs that qualify under the **ANSI/IACET 2018-1 Standard**.

  Haward Technology's courses meet the professional certification and continuing education requirements for participants seeking **Continuing Education Units** (CEUs) in accordance with the rules & regulations of the International Accreditors for Continuing Education & Training (IACET). IACET is an international authority that evaluates programs according to strict, research-based criteria and guidelines. The CEU is an internationally accepted uniform unit of measurement in qualified courses of continuing education.

  Haward Technology Middle East will award **2.75 CEUs** (Continuing Education Units) or **27.5 PDHs** (Professional Development Hours) for participants who completed the total tuition hours of this program. One CEU is equivalent to ten Professional Development Hours (PDHs) or ten contact hours of the participation in and completion of Haward Technology programs. A permanent record of a participant's involvement and awarding of CEU will be maintained by Haward Technology. Haward Technology will provide a copy of the participant's CEU and PDH Transcript of Records upon request.

Course Instructor(s)

This course will be conducted by the following instructor(s). However, we have the right to change the course instructor(s) prior to the course date and inform participants accordingly:

Mr. Alex Hardy, MBA, BA (Honours), CFA, is a **Senior Financial Analyst** with over **20 years** of extensive experience in the areas of **Financial** Modelling, **Financial & Sales** Reporting, **Forecasting & Budgeting**, **Commercial Tariff** Design, **Tariff** Components & Pricing Structures, **Pricing** Strategy, **Tariff** Optimization Techniques, Big Data Analysis & Finance/Operations, **FP&A & Capital-raising**, Leveraging Public & Private Markets, **Managerial Economics**, Marketing, Technology & Innovation Strategy, Real Estate & Social Finance, **Corporate Valuation**, **Entrepreneurial Finance**, International Financial Management, **Private Equity**, Variance Analyses & Cash Flow Forecasting, **Demand** Analysis, Bookkeeping, New Acquisition Integration, Minority-Investor Buyouts & Ongoing Cash Flow Forecasting, **Compliance & Portfolio Accounting**, Treasure & Investor Relations, Sales Performance Presentations, Market Penetration Rates & Revenue Outcomes, Online Wealth Management, Blog Monetization & Social Gaming, **Cashflow Forecasting & Liquidity** Management, **Budgeting & Estimation** Skills, **Budgeting & Cost Control**, **Accounting** Principles and Business Valuation.

During his career life, Mr. Hardy has gained his practical and field experience through his various significant positions and dedication as the **Senior Director**, **Principal**, **Senior Finance Manager**, **Finance Manager**, **Senior Financial Analyst**, **Business Analyst**, **Research Analyst & Chief Compliance Officer** and **Strategy Intern** from various companies such as the Whitman Capital, Viacom International Media Networks, Pulse Advisory, BBC Studios Americas, Sonar Entertainment, Red Arrow Studios, FTI Consulting and 12Data Consulting.

Mr. Hardy has a **Master** of **Business Administration** (**MBA**) and a **Bachelor** of **Arts** (**BA**) with Honours in **Political Science** from the **University** of **Oxford** and **Stanford University**, **USA**, respectively. Further, he is a Certified **Chartered Financial Analyst** (**CFA**) from the CFA Institute and has delivered numerous trainings, seminars, conferences and workshops internationally.

Course Fee

US$ 2,750 per Delegate + **VAT**.

Virtual Training (If Applicable)

If this course is delivered online as a Virtual Training, the following limitations will be applicable:-

Certificates	Only soft copy certificates will be issued to participants through Haward's Portal. This includes Wallet Card Certificates if applicable
Training Materials	Only soft copy Training Materials (PDF format) will be issued to participant through the Virtual Training Platform
Training Methodology	80% of the program will be theory and 20% will be practical sessions, exercises, case studies, simulators or videos
Training Program	The training will be for 6 hours per day starting at 0800 and ending at 1400
H-STK Smart Training Kit	Not Applicable
Hands-on Practical Workshops	Not Applicable
Site Visit	Not Applicable
Simulators	Only software simulators will be used in the virtual courses. Hardware simulators are not applicable and will not be used in Virtual Training

Course Program

The following program is planned for this course. However, the course instructor(s) may modify this program before or during the workshop for technical reasons with no prior notice to participants. Nevertheless, the course objectives will always be met:

Day 1: Sunday, 13th of September 2026

0800 – 0830	*Registration, Coffee, Welcome & Introduction*
0830 – 0845	***PRE-TEST***
0845 – 0930	***How to Use Break-even, Operating Leverage & Contribution Margin*** *Break-even Analysis • Measuring and Examining the Effects of Operating Leverage • Contribution Margin Analysis*
0930 – 0945	*Break*
0945 – 1030	***Applying Discounting & Compounding Analysis Techniques*** *Future Value of $1 • Future Value of an Annuity of $1 • Future Value of an Annuity Due of $1 • Present Value of $1 • Present value of an Annuity Due of $1 Perpetuities • Use of Financial Calculators and Spreadsheet Software*
1030 – 1200	***How Evaluating Capital Investment Proposals Leads to Sound Decision Making*** *Accounting (Simple) Rate of Return • Payback Period • Discounted Payback Period • Net Present Value • Profitability Index • Contingent Proposals • Internal Rate of Return (Time-Adjusted Rate of Return) • Nondiscretionary Projects • Comparison of Methods • Capital Budgeting Process • Risk and Uncertainty*

1200 – 1215	Break
1215 – 1350	***How to Analyze Financial Position*** *Analyzing Asset Quality ● Liabilities ● Liquidity Analysis ● Appraisal of Solvency ● Analyzing the Statement of Cash Flows ● Potential for Business Failure*
1350 – 1400	***Recap*** *Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow*
1400	*End of Day One*

Day 2: Monday, 14th of September 2026

0800 - 0900	***Techniques for Analyzing Operating Performance*** *Quality of Earnings ● Analysis of Discretionary Costs ● Cash Flow from Operations ● The Role of Taxable Income ● Residual Income ● Accounting Estimates ● Internal Control and Management Honesty ● Auditor Relations and Reports*
0900 - 0930	***How to Analyze the Financial Structure of the Firm*** *How to Measure the Stability of Earnings ● Stability Elements ● Product Line Characteristics ● Measuring a Company's Success ● Risk ● Industry Characteristics ● Economic Factors ● Political Factors*
0930 – 0945	Break
0945 – 1100	***Using Variance Analysis as a Financial Tool*** *Usefulness of Variance Analysis ● Standard Setting ● Sales Variances ● Cost Variances ● Variances to Evaluate Marketing Effort ● Nonfinancial Performance Measures*
1100 – 1200	***How to Evaluate Business Segments*** *Appraising Manager Performance ● Cost Center ● Investment Center*
1200 – 1215	Break
1215 – 1350	***Tools & Techniques for Analyzing Cash, Accounts Receivable & Inventory*** *Evaluating Working Capital ● Cash Management ● Cash Models ● Management of Accounts Receivable ● Inventory Planning and Control*
1350 – 1400	***Recap*** *Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow*
1400	*End of Day Two*

Day 3: Tuesday, 15th of September 2026

0800 - 0900	***Portfolio Investment Analysis Information You Need*** *Accounting Aspects ● Analytical Implications ● Obtaining Information ● Risk Versus Return ● Financial Assets ● Real Assets ● Portfolio Analysis ● Mutual Funds ● Fundamental Analysis ● Technical Analysis*
0900 - 0930	***How to Finance the Business*** *Financial Planning ● Short and Intermediate Team Financing Sources ● Comparing Short- to Long-Term Financing ● Long-Term Financing ● Cost of capital*

0930 – 0945	Break
0945 – 1100	***Techniques for Analyzing Mergers & Acquisitions*** *Mergers ● Deciding on Acquisition Terms ● Acquisition of Another Business ● Impact of Merger on Earnings per Share and Market Price per Share ● Risk ● Holding Company ● Divestiture*
1100 – 1200	***Forecasting & Financial Planning as Management Tools*** *Who Uses Forecasts? ● Forecasting Methods ● Selection of forecasting Method ● The Qualitative Approach ● Common Features and Assumption Inherent in Forecasting ● Steps in the Forecasting Process*
1200 – 1215	Break
1215 – 1350	***Forecasting Methods for Financial Planning*** *Naïve Models ● Smoothing Techniques ● The Computer and Exponential Smoothing ● Forecasting Using Decomposition of Time Series*
1350 – 1400	***Recap*** *Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow*
1400	End of Day Three

Day 4: Wednesday, 16th of September 2026

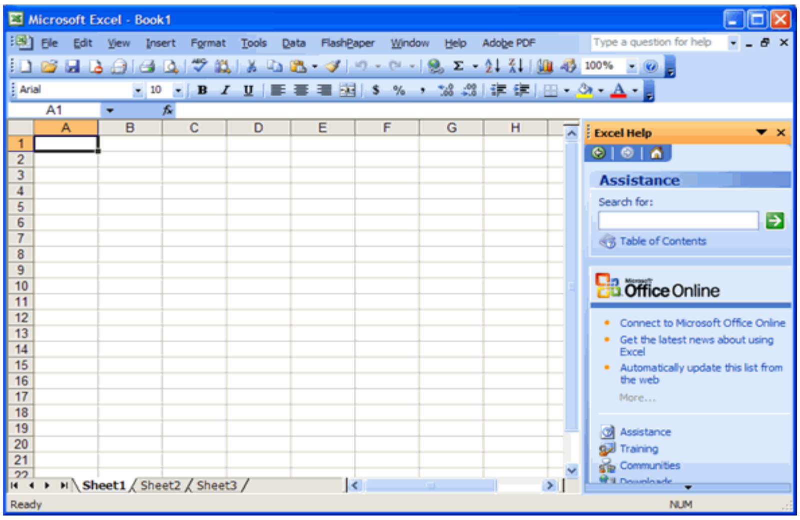
0800 - 0900	***How to Forecast with Regression & Markov Methods*** *Regression Analysis for Sales and Earnings Projection ● Regression Statistics ● Statistics to Look for in multiple Regressions ● Evaluation of Forecasts ● Checklists – How to Choose the Best Forecasting Equation ● Use of a Computer Statistical Package for Multiple Regression ● Models Based on Learned Behavior-Markov Model*
0900 - 0930	***Financial Forecasting, Planning & Budgeting Techniques*** *Financial Forecasting ● Budgeting and Financial Planning ● How the budget Works: An Example ● A Shortcut Approach to Formulating the Budget ● Computer-Based Models and Spreadsheet Program Models for Budgeting ● Zero-Based Budgeting ● The CPA's Involvement and Responsibility with Prospective Financial Statements*
0930 – 0945	Break
0945 – 1100	***How to Forecast Cash Inflows for Budgeting*** *Probability Matrix Approach ● Regression Approach ● Is Cash Flow Software Available?*
1100 – 1200	***Financial Modeling*** *Financial Model ● Applications and Uses of Financial Models ● Putting Financial Modeling into Practice ● Quantitative Techniques Used in Financial Models ● Developing Financial Models ● Model Specification ● Comprehensive Financial Model*
1200 – 1215	Break
1215 – 1350	***Techniques to Use to Develop Optimal Budgets*** *Linear Programming ● Goal Programming*
1350 – 1400	***Recap*** *Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow*
1400	End of Day Four

Day 5: Thursday, 17th of September 2026

0800 – 0930	***Using Spreadsheet & Financial Modeling Packages*** *Use of Spreadsheet Programs for Financial Modeling • Forecasting Business Failures with Z Scores • Z-Score Model • Words of Caution • Budgeting and Planning Software*
0930 – 0945	*Break*
0945 – 1100	***How to Use & Apply Management Games for Executive Training*** *Executive Management Games • Advantages and Disadvantages of Executive Games • Validating the Game • A New Role for Computerized Executive Games*
1100 – 1200	***Corporate Valuations*** *Steps in Valuation • Business Valuation Methods*
1200 – 1215	*Break*
1215 – 1330	***Security Valuation*** *How to Value a Security • How to Value Bonds • How to Value Common Stock • How to Forecast Stock Price – A Pragmatic Approach • What are the Determinants of the Price-Earnings Ratio? • How to Read Beta • What Does It Mean When a Firm's Stock Sells on a High or Low P/E Ratio?*
1330 – 1345	***Course Conclusion*** *Using this Course Overview, the Instructor(s) will Brief Participants about the Course Topics that were Covered During the Course*
1345 – 1400	***POST-TEST***
1400	*End of Course*

Simulator (Hands-on Practical Sessions)

Practical sessions will be organized during the course for delegates to practice the theory learnt. Delegates will be provided with an opportunity to carryout various exercises using "MS-Excel" application.



MS-Excel

Course Coordinator

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