

# Strategic Corporate Valuation

By Wong Kah Teck, CFA, MBA (Chicago Booth), BSc (Wharton School) and BA (University of Pennsylvania)

## Program Overview

*What is the value of my company? How can I maximize its value? Why are others valuing my company differently? How do we value today's tech behemoths? How do we value a private company? How is a start-up's value derived? How does corporate strategy affect valuation?*

The **Strategic Corporate Valuation** program provides valuable frameworks to address such questions and more. What's unique about this Program is that we take a *holistic* and *critical* look at corporate valuation and integrate it with the strategic choices a company faces. In this Program, we will adopt the perspectives of a business owner, senior management, an investor and an entrepreneur. We first examine corporate valuation frameworks and then proceed to more specialized settings such as private companies and start-ups. Topics covered include corporate valuation methodologies, valuation of private companies and start-ups and using valuation to support strategic and investing decisions.

This Program is essential for anyone keen on maximizing the value of their business, acquiring or disposing a business, providing advice on such matters, making better investment decisions or looking to raise funds for a start-up. This includes business owners, CEOs, CFOs, entrepreneurs, bankers, investment managers/analysts, management consultants and legal/compliance professionals.

**This Program emphasizes application and critical thinking over theory.** Business school cases based on real world companies and spreadsheet simulations will form the core of the learning experience. This gives participants opportunities to critically assess a company's value, effectively communicate it and make strategic and investing decisions using corporate valuation frameworks.

## Key Program Takeaways

- Apply discounted cash flow, relative valuation and precedent transactions valuation analysis
- Analyse what drives changes in corporate valuation and quantify the importance of each driver
- Adapting valuation methods to various settings such as tech firms, private firms and start-ups
- Integrate valuation frameworks to maximize the value of a business
- Value a private firm and implement adjustments to account for control and illiquidity
- Contrast private firm valuation with listed firm valuation
- Value an start-up and highlight the challenges faced
- Integrate corporate valuation frameworks with strategic and investment decision making
- Effectively communicate a valuation to stakeholders (e.g. Board of Directors, Investors, Financiers, Employees, etc.)
- Reconcile differences in perceived value among different investors
- Critique a valuation

## How Will You Learn

- Business school case study discussions and presentations
- Spreadsheet simulations and reading materials
- Interactive lectures; group discussion and role plays

## Date and Venue

8 – 9  
JAN

Tues –Wed 09:00 – 17:30

Perdana Room,  
Royal Lake Club, Kuala Lumpur

## Fee

Standard	RM 3,200
Early Registration*	RM 3,000

10% discount applies for group registration of 3 or more from the same organization

\* by 7 Dec 2018

## SIDC CPE and HRDF

10 SIDC CPE points

Eligible for HRDF claim

## **Prerequisites**

- A strong desire to challenge oneself and participate via case-based learning
- Ideally, a basic knowledge of financial statements
- Collected and read the assigned cases before the Program

Participants are encouraged to bring along their laptops equipped with Microsoft Excel 2007 or higher.

## **Enquiries**

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E [fmtcs.sb@gmail.com](mailto:fmtcs.sb@gmail.com)

## Program Outline

### Day 1

#### Session 1: Introduction

- What is valuation?
- Valuation rationales
- The intrinsic value concept

#### Session 2: Discounted Cash Flow (DCF) Valuation

- Intuition of DCF
- Free Cash Flow Valuation
- Rationales for using Free Cash Flow Valuation
- The Cost of Capital concept
- Discounted cash flow valuation framework
- Sensitivity analysis: what drives DCF valuation?
- Advantages and disadvantages of DCF valuation

Case: Performing a DCF valuation

#### Session 3: Relative Valuation

- Logic of relative valuation
- Rationales for using relative valuation
- Distinguishing between equity and corporate multiples
- Relative valuation techniques
- Advantages and disadvantages of relative valuation

Case: Performing a relative valuation

#### Session 4: Additional Valuation Considerations

- Precedent transactions analysis
- Choosing the optimal valuation technique to use in a given situation
- Effectively communicating and justifying a valuation

Exercise: Applying valuation to evaluate the investment attractiveness of tech behemoths

Case: Integrating Valuation with Strategic Decisions to Maximize a Business's Value

### Day 2

#### Session 1: Valuation of Private Firms

- Motivations for valuing private firms
- Challenges in private firm valuation
- What's unique about valuing private firms

#### Session 2: Valuation Frameworks for Private Firms

- Adapting conventional valuation frameworks to private firms
- Adjustments required for private firms, e.g. cost of capital, control premiums, minority discounts, liquidity discounts

Case: A Comprehensive Valuation of a Private Firm

#### Session 3: Start-Up Valuation

- Challenges in valuing start-ups
- Key terms in start-up valuation
- Approaches for dealing with high uncertainty in start-up valuation
- Using valuation to quantify the key success factors of a start-up venture

Case: Valuing a Start-Up

#### Session 4: Summary and Conclusion

- Limitations of corporate valuation techniques
- Reconciling differences in perceived valuations
- Question and answer
- Course summary and conclusion

## Trainer's Profile



Kah Teck has more than a decade of capital markets experience. He was a portfolio strategist in CIMB Investment Bank and Am Investment Bank where he was responsible for spearheading investment advisory and product development initiatives and also played an active role in evaluating numerous plain vanilla and hybrid fund raising options. He has also worked for the Securities Commission in research and formulating capital market development policies.

Now the Managing Director and Principal Trainer for FMTCS Sdn Bhd, Kah Teck passionately shares his knowledge and experience with professionals in many of Malaysia's leading financial institutions and government-linked institutions. His trainees frequently credit him with the ability to make finance interesting and demystify complex finance concepts.

Kah Teck graduated *summa cum laude* with a dual degree in finance and economics from the University of Pennsylvania's Wharton School and School of Arts and Sciences, and holds an MBA (with Honors) from the Booth School of Business, University of Chicago. He is also a Chartered Financial Analyst (CFA) charterholder. Kah Teck was also awarded the prestigious ASEAN scholarship to pursue pre-university studies in Singapore.

His teaching and research interests are in corporate finance, derivatives, securities valuation, financial risk management, financial modelling and financial analysis.

### What our past participants say about Kah Teck's training delivery:

- *"Covers many topics in fun ways and knows how to make a supposedly dry and complex topic like finance simple yet engaging"*
- *"He has immense knowledge of finance and is very passionate and eager to teach and share-it amazes me how one can make finance so interesting and easy to comprehend"*
- *"Effectively uses case studies, computer simulations and real-life examples to bridge the gap between financial theory and practice"*

## Registration Form

### Strategic Corporate Valuation

on 8-9 Jan 2019, Perdana Room, Royal Lake Club, Kuala Lumpur

09:00 – 05:30

Registration commences at 08:30

Fee: RM3,200 (RM3,000 by 7 Dec 2018)

**Name** : \_\_\_\_\_

**Designation** : \_\_\_\_\_

**Company** : \_\_\_\_\_

**Contact Tel. No.** : \_\_\_\_\_

**Fax No.** : \_\_\_\_\_

**Email Address** : \_\_\_\_\_

**Training Dept.** : \_\_\_\_\_

**Name:** : \_\_\_\_\_

**Contact Tel. No.** : \_\_\_\_\_

**Email Address** : \_\_\_\_\_

### Payment Details

**BY CHEQUE** Cheques should be made payable to “FMTCS Sdn Bhd”. Please indicate the following details at the back of your cheque.

- Your Full Name as per registration detail
- Contact Number & Email Address

**BY TELEGRAPHIC TRANSFER**

- Participants will bear all bank telegraphic transfer charges.
- Once we receive your registration form, we will provide you with an invoice and bank-in details.

### Cancellation and refund policy

Cancellations are allowed up to 15 working days before the date of the program.

Cancellation made with less than 15 working days will not receive a refund but may nominate a substitute.

### Enquiries

Please contact +6 016 633 2883 or email us at [fmtcs.sb@gmail.com](mailto:fmtcs.sb@gmail.com)

### Disclaimer

FMTCS Sdn Bhd (“FMTCS”) reserves the right to alter any part of the published program or faculty. In the event of program cancellation by FMTCS due to unforeseen circumstances, FMTCS limits its liabilities to refunding tuition fee of the program.

Fee includes tuition, documentation, lunch and refreshments. Participants are responsible for their own flights and accommodation. An invoice will be sent upon receipt of registration form.