Business Valuation Masterclass:

LBO | Mergers | Acquisitions

22 - 23 October 2025

This isn't just a workshop, it's a powerful experience that turns financial knowledge into strategic capability.

Overview

In today's high stakes business landscape, smart financial decisions demand more than number crunching they require insight, precision, and the ability to act decisively.

Whether you're structuring a leveraged buyout, negotiating a merger, or evaluating a potential investment, the right tools and techniques can turn uncertainty into opportunity and deals into long-term value.

This immersive two day executive workshop is designed to equip finance professionals and senior leaders with the technical modelling expertise and strategic thinking necessary to navigate complex financial transactions with confidence.

Through hands-on learning, real world simulations, and advanced Excel modelling labs, participants will gain deep proficiency in:

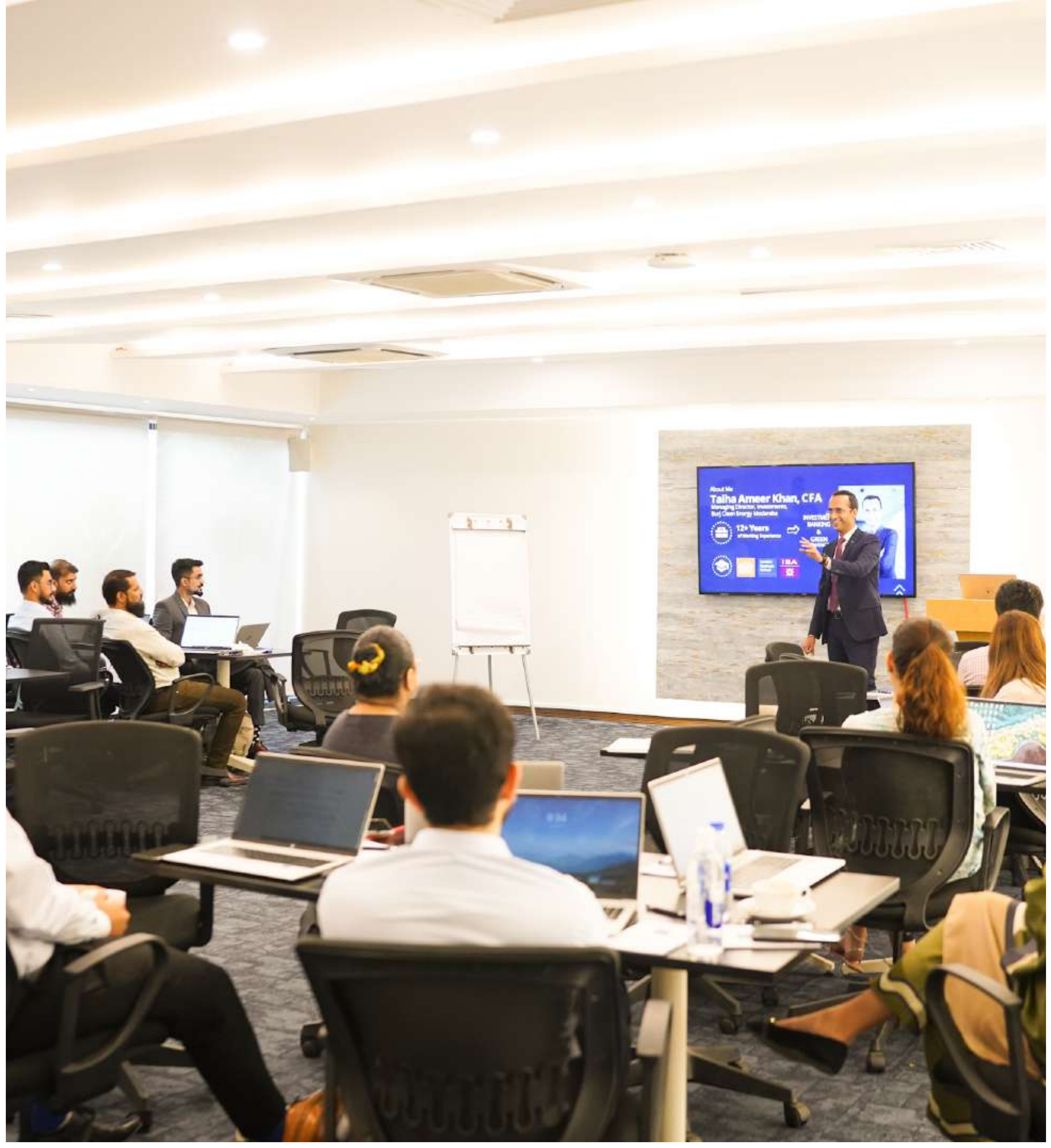
- Building robust integrated financial models
- Executing advanced valuation techniques
- Structuring and analysing leveraged buyouts (LBOs)
- Leading through mergers & acquisitions (M&A)
- Negotiating deals under real world conditions

Learning Objectives

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

1. Build Robust Integrated Financial Models

- Review three statement models with debt schedules, depreciation, and working capital assumptions.
- Apply forecasting, scenario planning, and sensitivity analysis best practices.



2. Master Advanced Valuation Techniques

- Execute Discounted Cash Flow (DCF), trading comparable, and precedent transaction valuation.
- Interpret valuation outputs and understand the assumptions driving them.

3. Execute Leveraged Buyout (LBO) Analysis

- Build LBO models including purchase price allocation, debt financing, and IRR waterfalls.
- Evaluate key value drivers like leverage, exit multiples, and operational improvements.

4. Navigate Complex M&A Transactions

- Understand the full M&A process from initial assessment to closing.
- Quantify synergies, conduct accretion/dilution analysis, and assess strategic fit.

5. Enhance Strategic Negotiation Skills

- Engage in high pressure, team based simulations to test negotiation tactics.
- Manage deal risk, structure bids, bridge valuation gaps, and communicate with stakeholders.

Learning Methodology

Our training goes beyond traditional lectures. This workshop is built on **experiential, practical, and collaborative learning** ensuring participants develop actionable skills they can immediately apply:

Interactive Lectures & Group Discussions

- Targeted presentations introducing key modelling, valuation, and deal strategy concepts.
- Facilitator led discussions drawing on real-world examples and participant insights.

Hands-On Excel Modelling Labs

- Live instructor guided sessions where participants build models from the ground up.
- Learn Excel best practices, modeling shortcuts, and logic structuring for accuracy.

Real-World Case Study Analysis

- Deep dive into a leveraged buyout case: model build out, debt structuring, IRR analysis, and valuation.
- Group exercises to reinforce hands on application and critical thinking.

Harvard Business School M&A Simulation

- Experience the acclaimed "Finance Simulation: M&A in Wine Country V2" in real time.
- Negotiate as buyers and sellers under time pressure, uncertainty, and strategic trade offs.

Collaborative Group Exercises & Presentations

- Work in teams to solve complex financial challenges and present strategic solutions.
- Receive facilitator and peer feedback to sharpen communication and analytical skills.

Engaging Quizzes & Real-Time Polling

- Live Kahoot quizzes and Mentimeter polls to reinforce concepts, test retention, and keep energy high.

Facilitated Debriefs & Guided Reflection

- After every activity, gain insights into best practices and common pitfalls.
- Reflect on key takeaways and how to apply

Who Should Attend

- Corporate finance professionals
- Investment analysts and bankers
- Private equity and venture capital professionals
- Strategy consultants
- CFOs, controllers, and finance leaders
- Senior executives involved in capital allocation or deal-making

Program Format

Duration:
2 Days | In-Person

Location:
KSBL Campus, Karachi

Includes:
Refreshments & Lunch on both days
Program materials, resources & e-certificate

KSBL reserves the right to make changes in the program, policies, dates, and fee at any time.

Lead Facilitator

Talha Ameer Khan

Adjunct Faculty, Financial Modelling & Security Analysis

Talha Ameer Khan, CFA is a seasoned investment professional with 12+ years of experience in investment banking, corporate finance, and green energy. As Managing Director, Investments at Burj Clean Energy Modaraba Pakistan's first Shariah-compliant green listed fund—he spearheads renewable energy investments and has led the fund's IPO and capital mobilization from key institutional investors. A CFA charter holder and executive-level trainer, Talha teaches Financial Modelling and Sustainable Finance and delivers workshops for professionals across the finance and energy sectors.

Contact Us

Email: execed@ksbl.edu.pk
Contact: 0335-0276689 | 0333-2161255

Join us to transform how you analyse deals, structure investments, and create lasting value.