Corporate Financial Modelling: Building Forecasts & Cash Flows

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Rome (Italy)

UK Traininig
PARTNER



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Why This Course

Corporate financial modelling is a critical skill for finance professionals who support planning, investment decisions, business valuation, budgeting, funding analysis, and strategic decision-making. A well-built financial model helps organizations understand financial performance, forecast future outcomes, evaluate scenarios, and make more confident decisions.

Inaccurate or poorly structured models can lead to weak forecasts, misleading cash flow projections, and poor business decisions. Finance professionals need the ability to build models that are clear, flexible, reliable, and easy to update. They must also know how to connect financial statements, identify key business drivers, test assumptions, and communicate model outputs effectively.

This intensive 1-week course equips finance professionals with advanced skills in corporate financial modelling. Through practical exercises, model-building workshops, forecasting activities, scenario analysis, and presentation practice, participants will learn how to build robust financial models that support strategic planning and corporate finance decisions.

What You'll Learn and Practice

By joining this program, you will:

- Understand financial modelling principles, structure, and best practices.
- Build integrated three-statement financial models.
- Apply efficient Excel techniques for model development.
- Understand the relationship between the income statement, balance sheet, and cash flow statement.
- Develop accurate revenue and expense forecasts.
- Build cost models and working capital projections.
- Incorporate key business drivers into financial projections.
- Construct detailed cash flow statements.
- Model operating, investing, and financing cash flows.
- Develop free cash flow projections for decision-making.
- Apply sensitivity analysis and scenario modelling techniques.
- Build flexible models for different business cases.
- Understand the basics of Monte Carlo simulation.
- Model debt and equity financing assumptions.
- Create dashboards and present financial model outputs clearly.



The Program Flow

Day 1: Foundations of Financial Modelling

- Introduction to financial modelling principles and best practices.
- Understanding model structure, logic, consistency, and transparency.
- Excel techniques for efficient model building.
- Understanding financial statements and their interrelationships.
- Linking income statement, balance sheet, and cash flow statement.
- Building a basic integrated financial model.
- Practical exercise: Creating the foundation of a three-statement model.

Day 2: Advanced Forecasting Techniques

- Revenue forecasting methodologies.
- Forecasting based on volume, price, growth rates, market assumptions, and business drivers.
- Expense projections and cost modelling.
- Fixed, variable, direct, and indirect cost assumptions.
- Working capital forecasting.
- Incorporating business drivers into projections.
- Workshop: Building revenue, cost, and working capital forecast schedules.

Day 3: Cash Flow Modelling

- Constructing detailed cash flow statements.
- Modelling operating, investing, and financing cash flows.
- Understanding the impact of working capital, capital expenditure, debt, and financing activities.
- Free cash flow projections.
- Cash flow analysis for decision-making.
- Identifying cash flow risks and funding needs.
- Practical exercise: Building and analyzing a cash flow forecast.

Day 4: Model Flexibility and Scenario Analysis

- Building flexibility into financial models.
- Designing assumptions that can be easily updated.
- Sensitivity analysis techniques.
- Testing the impact of changes in key variables.
- Scenario modelling for different business cases.
- Monte Carlo simulation basics.
- Workshop: Creating base case, best case, and downside case scenarios.



Day 5: Advanced Topics and Model Presentation

- Debt and equity financing in financial models.
- Modelling interest, repayments, equity injections, and funding structures.
- Valuation basics in financial models.
- Creating effective model outputs and dashboards.
- Presenting financial model results to decision-makers.
- Best practices for model review, error checking, and documentation.
- Final activity: Presenting a complete financial model and key recommendations.

Individual Impact

- Build confidence in developing comprehensive financial models.
- Improve your ability to create accurate forecasts and cash flow projections.
- Strengthen Excel-based modelling skills and model structuring techniques.
- Enhance your ability to test assumptions using scenarios and sensitivities.
- Improve financial analysis and decision-support capabilities.
- Gain confidence in presenting model outputs clearly to stakeholders.

Work Impact

- Improve the quality of financial planning, forecasting, and business analysis.
- Strengthen strategic decision-making through reliable financial models.
- Support better budgeting, funding, valuation, and investment evaluation.
- Improve cash flow visibility and scenario planning.
- Reduce modelling errors through stronger structure, controls, and review practices.
- Enhance communication between finance teams, management, and decision-makers.

Training Methodology

This program uses a practical and hands-on approach focused on building real financial modelling capability. Participants will work through model-building exercises and business scenarios throughout the course. Learning methods include:

- Interactive discussions and guided facilitation.
- Excel-based financial modelling workshops.
- Three-statement model-building exercises.
- Revenue, expense, and working capital forecasting activities.
- Cash flow modelling and free cash flow analysis.
- Sensitivity and scenario analysis practice.
- Dashboard and model output design exercises.
- Peer review, facilitator feedback, and practical model presentation.



Beyond the Course

Upon completion, participants will be prepared to build and use corporate financial models with greater confidence, accuracy, and strategic insight. They will return ready to:

- Build comprehensive and reliable financial models.
- Create accurate financial forecasts for business planning.
- Project and analyze cash flows across different business scenarios.
- Apply sensitivity and scenario analysis to support decision-making.
- Present financial model outputs clearly to management and stakeholders.
- Handle more complex financial modelling tasks in corporate finance environments.

