CITY INVESTMENT TRAINING

FULL-TIME PROGRAM

8 WEEKS
IN-CLASS / ONLINE

TRAINING PROGRAM THAT HELPS STUDENTS LAND JOBS IN BANKING

CITY INVESTMENT TRAINING

APPLICATION PROCESS

Eligibility Calculator

1 Take the Eligibility Score Assessment

- Start your journey by completing the “Banking Eligibility Calculator”
- **We are looking for a minimum of 40 on the eligibility calculator**

2 Send us your CV to info@cityinvestmenttraining.com with subject “Interview”

- If shortlisted, advance to next round to phone interview

3 Phone/Face to Face Interview

- Final round interview with our CEO, Sameer Merchant

4 Receive Final Offer

- Successful candidates will receive an offer to join our program

CITY INVESTMENT TRAINING

SAMEER MERCHANT, CFA

CEO AND LEAD TRAINER:

EDUCATION:

CFA Institute

London Business School

OFFERS

UBS

EXANE BNP PARIBAS

WORK EXPERIENCE:

Goldman Sachs

BARCLAYS

PEEL HUNT

CITY INVESTMENT TRAINING

OUR TRAINERS COMPRISE OF SENIOR BANKERS

DR KEN LEE

EX-HEAD of BARCLAYS
EUROPEAN EQUITY RESEARCH

ARGYRIS CHATZILLAS

EX HEAD of HSBC's PRIVATE EQUITY
& LEVERAGE FINANCE

GEORGE GALANOPOULOS

Partner: Venero Capital Advisors
EX- DIRECTOR OF M&A ROTHSCHILD

Haresh Balani - Ex Hedge Fund Manager

Formerly at Bessent Capital & Cheyne Capital
Graduate of the Wharton School of Finance

CITY INVESTMENT TRAINING

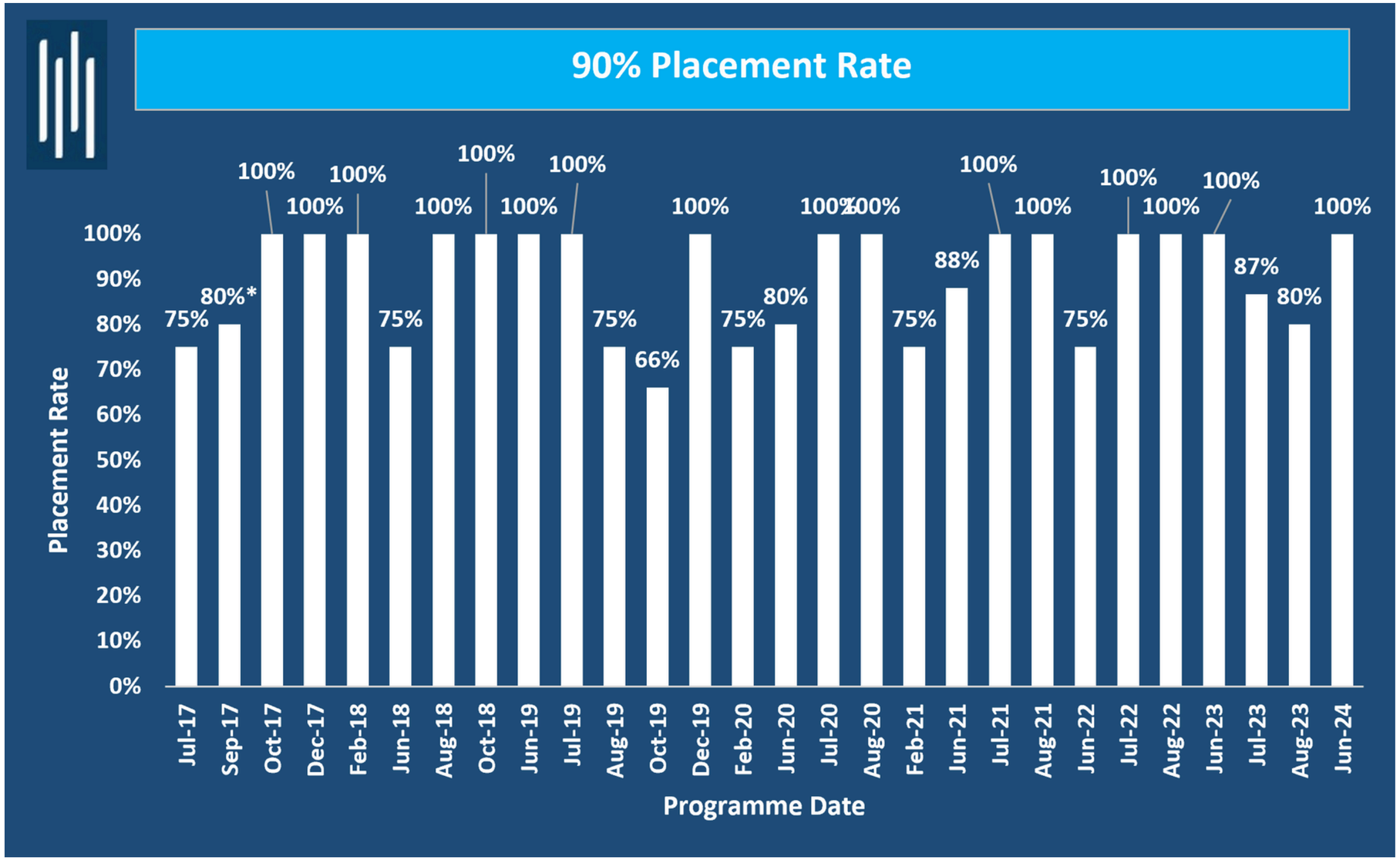
PLACEMENTS

BEST IN-CLASS PLACEMENT OF 90%

CITY INVESTMENT TRAINING

90% PLACEMENT RATE

CELEBRATING STUDENT SUCCESS SINCE 2017



*90% OF STUDENTS WHO ENTERED THE JOB MARKET IMMEDIATELY AFTER COMPLETING THE PROGRAM .

CITY INVESTMENT TRAINING

OUR STUDENTS WORK FOR MARQUEE INVESTMENT BANKS

BULGE BRACKET

Goldman Sachs
citi
J.P.Morgan
Morgan Stanley
UBS
Deutsche Bank

LEADING BOUTIQUES

NOMURA
Jefferies
Houlihan Lokey
Moelis
Julius Bär
BERENBERG
Rothschild & Co

PRIVATE EQUITY

Blackstone
BainCapital PRIVATE EQUITY
BNP PARIBAS FORTIS
Park Hill
EUROPEAN INVESTMENT FUND
STIFEL

ASSET MANAGEMENT

Schroders
Fidelity INVESTMENTS
ALANDA
WELLINGTON MANAGEMENT
AON

CITY INVESTMENT TRAINING

PROGRAM CONTENT

8 WEEKS IN-CLASS / ONLINE

TRAINING PROGRAM THAT HELPS STUDENTS LAND JOBS IN BANKING

CITY INVESTMENT TRAINING

WEEK 1 - ACCOUNTING 101

Accounting is the language of Business

- ✅ **OVERVIEW OF THE 3 FINANCIAL STATEMENTS**
- ✅ **ADVANCED INCOME STATEMENT CONCEPTS**
  - REVENUE RECOGNITION METHODS
  - TYPES OF DEPRECIATION
  - HOW TO VALUE BUSINESSES USING INCOME STATEMENT
- ✅ **ADVANCED BALANCE SHEET CONCEPTS**
  - INVENTORY ACCOUNTING
  - PP&E SCHEDULE
  - LEASES
- ✅ **RATIO ANALYSIS**

CITY INVESTMENT TRAINING

FINANCIAL MODELLING WEEKS 2 & 3

Build a step by step Financial Model on BMW

- ✅ **SETTING UP A FINANCIAL MODEL**
- ✅ **BUILDING THE HISTORICALS FOR IS AND BS**
- ✅ **FORECASTING IS TO EBITDA**
- ✅ **BUILDING DETAILED SCHEDULES ON**
  - INVENTORY
  - SHAREHOLDERS EQUITY
  - PP&E AND INTANGIBLE ASSETS
  - DEBT
- ✅ **FORECASTING SMALLER LINE ITEMS ON BS**
- ✅ **FORECASTING CASH FLOW STATEMENT**
- ✅ **BALANCING THE FINANCIAL MODEL**

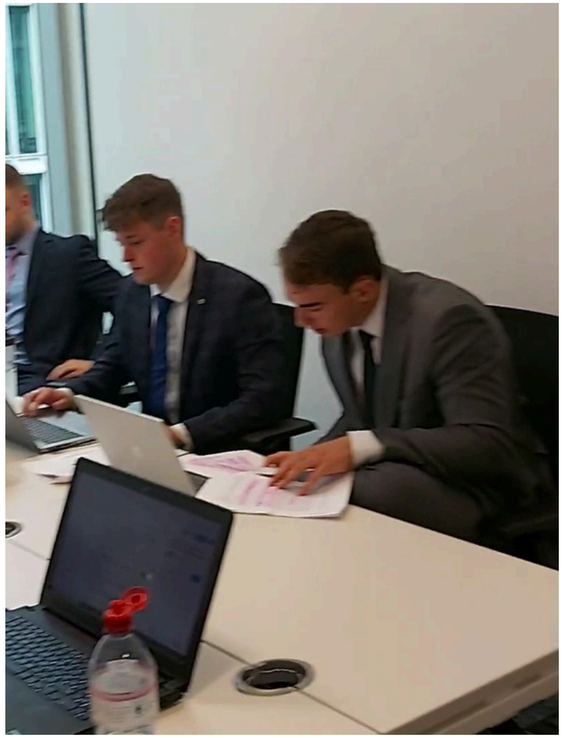
CITY INVESTMENT TRAINING

VALUATIONS - WEEK 4

We cover the waterfront of valuation techniques

✅ DISCOUNTED CASH FLOW

- BUILDING FCFF
- FORECASTING FCFF
- CALCULATING WACC
  - COMPUTING COST OF EQUITY AND DEBT
- COMPUTING PV OF FCFF
- FINDING TERMINAL VALUE
- COMPUTING FAIR VALUE OF THE FIRM (EV)
- VALUING THE BUSINESS
- EVALUATING UPSIDE/DOWNSIDE



CITY INVESTMENT TRAINING

VALUATIONS - WEEK 4

Build LBO models like a private equity analyst

✅ 5 STEPS OF BUILDING A LBO MODEL

- BUILDING PRE TRANSACTION STRUCTURE OPERATING MODEL
- COMPUTE TRANSACTION STRUCTURE
- BUILDING POST TRANSACTION STRUCTURE OPERATING MODEL
- COMPUTE IRR
- OPTIMISE THE MODEL

CITY INVESTMENT TRAINING

VALUATIONS - WEEK 4

M&A Accretion/Dilution - BMW acquisition of Porsche

✅ M&A ACRRETION/DILUTION ANALYSIS

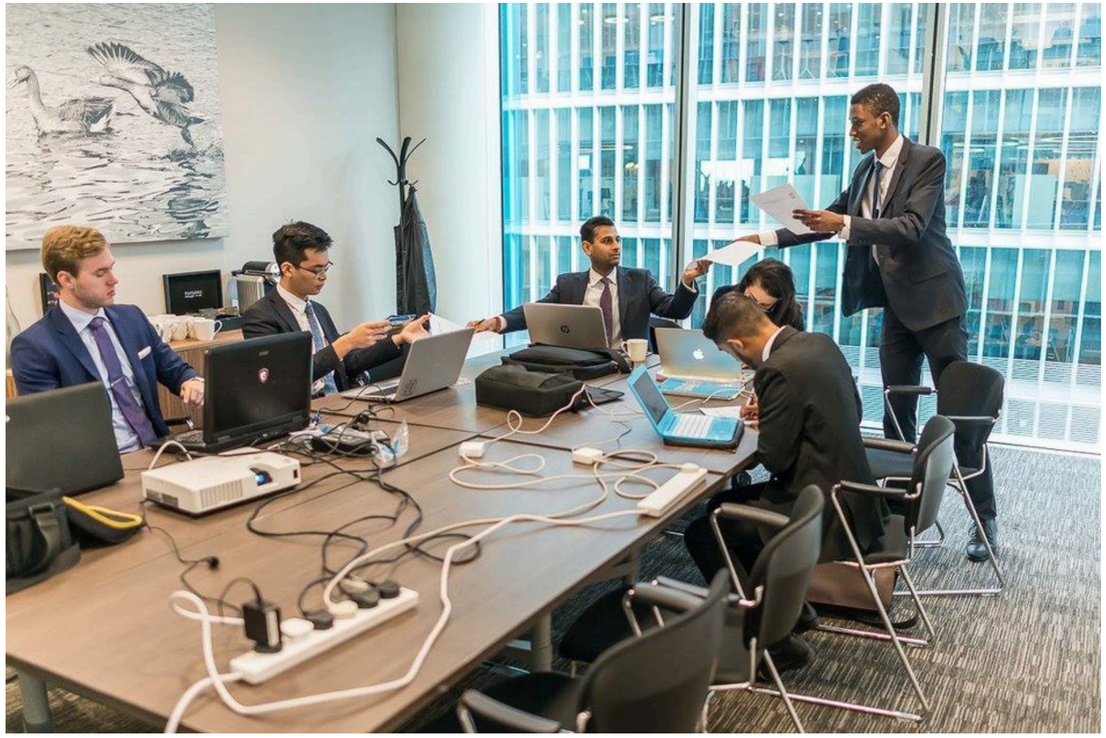
- COMPUINTG EPS FOR BMW'S ACQUISITON OF PORSCHE
- ADJUSTING EPS ACCRETION/DILUTION FOR ..
  - DEBT RELATED DEALS
  - WRITE UP OF PP&E
  - TRASACTION AND OTHER RELATED FEES
  - UNDERSTANDING HOW EPS ACCRETION IMPACTS ACQUISITION DECISION

CITY INVESTMENT TRAINING

VALUATIONS - WEEK 4

COMPARABLE VALUATIONS

- ✅ **OPERATIONAL COMPS VERSUS FINANCIAL COMPS**
- ✅ **PUBLIC AND TRANSACTION COMPS USING....**
  1. **PE**
  2. **EV/EBIT**
  3. **EV/EBITDA**
  4. **EV/REVENUE**
  5. **EV/SUBSCRIBERS**



CITY INVESTMENT TRAINING

SECOND FOUR WEEKS

INTERNSHIP TRAINING

Replicating and building on real-life internships

CITY INVESTMENT TRAINING

M&A WEEK (WEEK 5)

NEGOTIATE REAL-LIFE M&A DEALS

- ✅ **WRITE A DETAILED M&A PITCHBOOK ON REAL-LIFE DEALS**
- ✅ **REPLICATE THE ROLE OF AN M&A ANALYST ADVISING MARS CHOCOLATE ON THE ACQUISITION OF WRIGLEY**
- ✅ **CALCULATE M&A GOODWILL USING THE PPA METHOD ON THE ACQUISITION OF TIME WARNER BY AOL**

CITY INVESTMENT TRAINING

EQUITY RESEARCH WEEK (WEEK 6)

BUILD DETAILED FINANCIAL MODELS

- ✅ WRITE A DETAILED EQUITY RESEARCH REPORT
- ✅ BUILD AN ADVANCED BMW FINANCIAL MODEL WITH A DETAILED REVENUE BREAKDOWN SHEET
- ✅ VALUE BMW USING SUM OF THE PARTS METHOD
- ✅ USE ADVANCED TECHNIQUES TO COMPUTE VALUATIONS OF FAST GROWING INTERNET STOCKS

CITY INVESTMENT TRAINING

PRIVATE EQUITY WEEK (WEEK 7)

NEGOTIATE REAL-LIFE PE DEALS

- ✅ **SPEND A WEEK REPLICATING THE ROLE OF A PRIVATE EQUITY ANALYST AT BAIN CAPITAL/KKR'S ACQUISITION OF TOYS R US**

- ✅ **BUILD A DETAILED TEN SPREADSHEET LBO MODEL AND MAKE A PRESENTATION TO THE INVESTMENT COMMITTEE ON THE ATTRACTIVENESS OF TOYS R US AS AN LBO TARGET.**

KKR

BainCapital

ToysRUs

CITY INVESTMENT TRAINING

VENTURE CAPITAL WEEK (WEEK 8)

NEGOTIATE VC DEALS

- ✅ **PUT TOGETHER TERM SHEETS AND CAP TABLES FOR FOLLOW ON INVESTMENTS IN WEBTRACKER.**
- ✅ **CALCULATE START-UP VALUATIONS FOR NORDIC TECHNOLOGIES**
- ✅ **NEGOTIATE WITH FELLOW STUDENTS ON RAISING FUNDS FOR NORDIC TECHNOLOGIES AND WEBTRACKER**

NORDIC TECHNOLOGIES

webtracker

CITY INVESTMENT TRAINING

HOW WE PLACE STUDENTS?

PLACEMENT ASSISTANCE

- ✅ CV & CL WORKSHOP
- ✅ MOCK INTERVIEWS AND COACHING
- ✅ NETWORKING EVENTS
- ✅ PROPREITARY JOB PORTAL
- ✅ LINKEDIN MASTERCLASS - USING LINKEDIN OUTREACH TO SECURE BANKING JOBS
- ✅ BOUTIQUE CLIENTS THAT HIRE FROM CITY INVESTEMENT TRAINING

CITY INVESTMENT TRAINING

MOCK INTERVIEWS

- FIRST MOCK INTERVIEW WITH SAMEER TO PREPARE STUDENTS FOR SENIOR BANKERS

- STUDENTS CHOSE FROM SENIOR BANKERS SPECIALISING IN..

✅ M&A
✅ PORTFOLIO MANAGEMENT
✅ PRIVATE EQUITY AND
✅ EQUITY RESEARCH

GEORGE G MOCK INTERVIEW

CITY INVESTMENT TRAINING

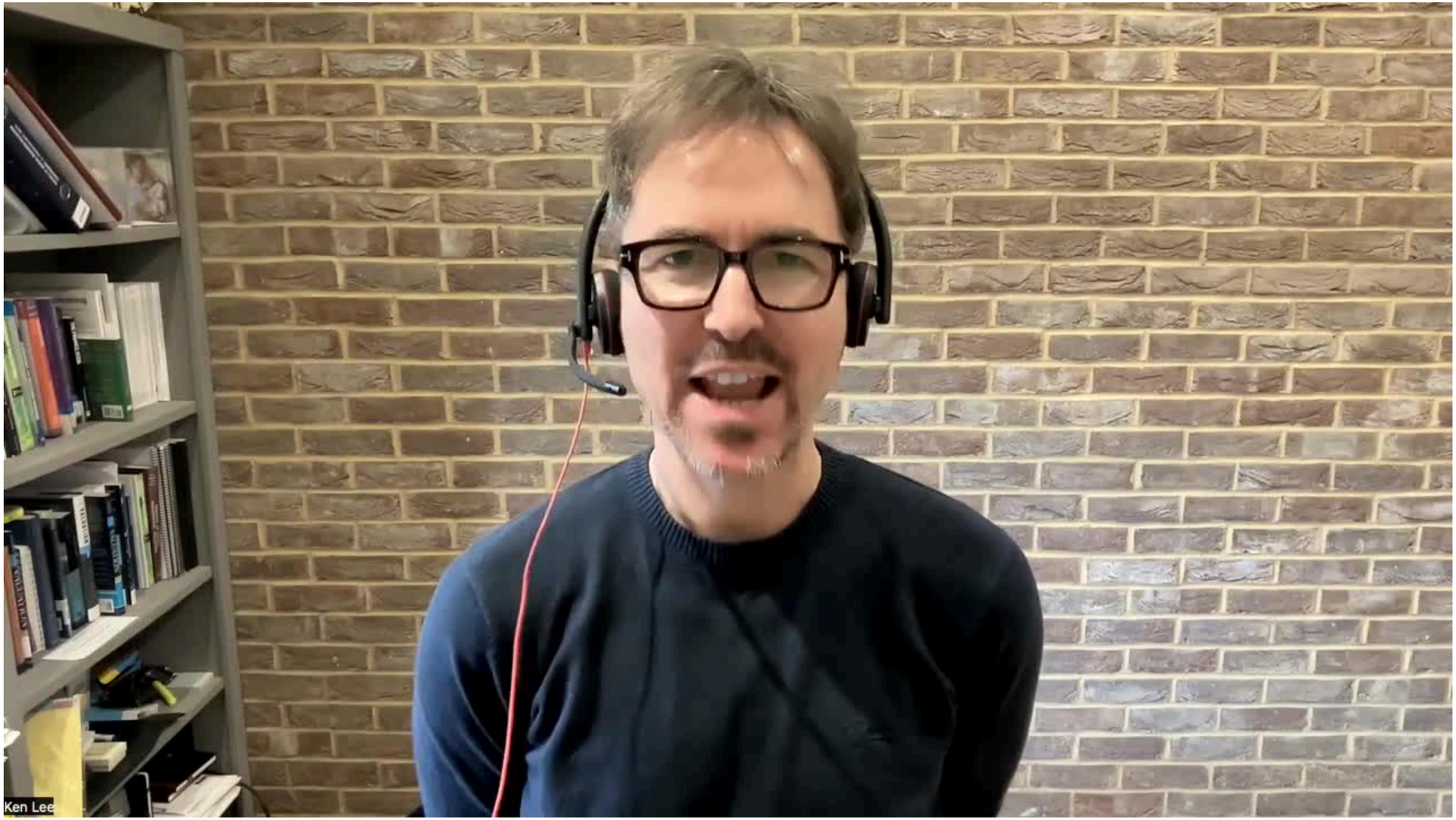
CV WORKSHOPS

- 💼 CREATING A BANKING FOCUSED CV WORKSHOP
- 💼 20-30 MINS 1 ON 1 CV WORKSHOP WITH SAMEER
- 💼 HOW TO USE AI TO WRITE A KILLER BANKING CV
- 💼 LEARN FROM PAST CVS THAT MADE IT TO..

- ✅ GOLDMAN SACHS
- ✅ JP MORGAN
- ✅ UBS
- ✅ MORGAN STANLEY
- ✅ AND MANY OTHERS

CITY INVESTMENT TRAINING

DR KEN LEE SHORT INTRO



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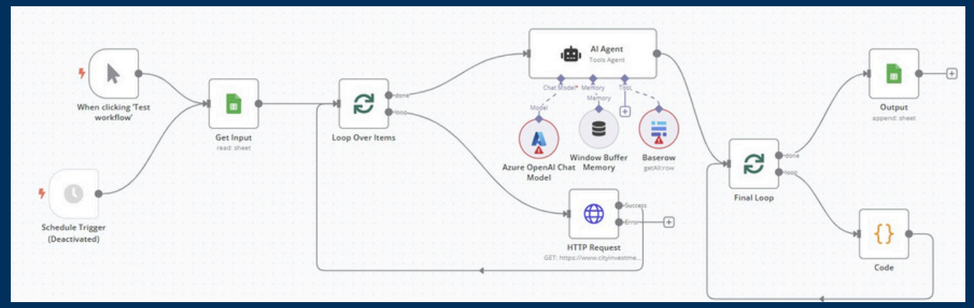
ALUMNI EVENTS

CITY INVESTMENT TRAINING

HOW WE USE AI ?

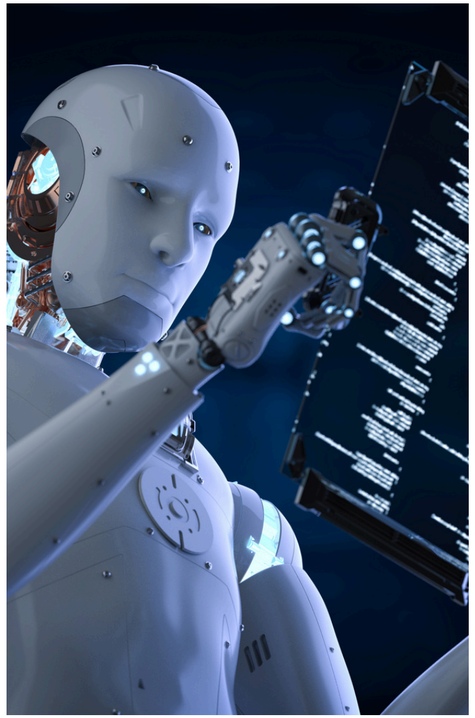
USING AI TO MAKE OUR STUDENTS STAND OUT IN A COMPETITIVE MARKET



CITY INVESTMENT TRAINING

HOW WE USE AI?

- AI JOBS TRACKER
- AI ASSESSMENT CENTRE
- AI LINKEDIN NETWORKER
- AI FINANCIAL MODELLING
- AI EQUITY RESEARCH
- AI DEAL SOURCING - M&A/PE

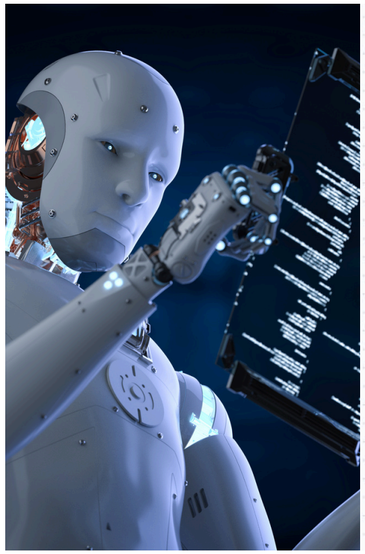


CITY INVESTMENT TRAINING

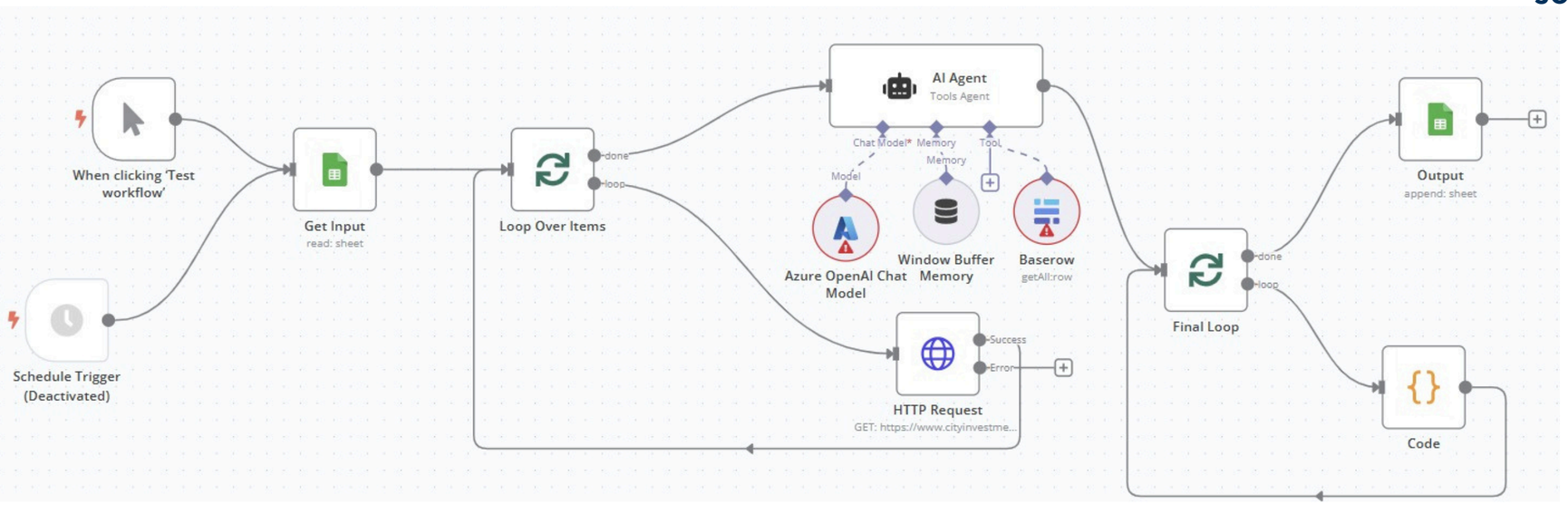
AI JOBS TRACKER

🎯 How it works?

- Smart AI BOTS 🤖 scan the entire web 24/7
- Azure OpenAI filters the best matches
- Custom AI checks quality & fit
- You get instant notifications!



🎯 CIT AI Job Tracker



CITY INVESTMENT TRAINING

AI FOR LINKEDIN

🎯 How it works?

LIST OF FIRM

>2,000 BANKS

- GS
- UBS
- MS
- BOA
- BARCLAYS
- HSBC
- ROTHSCHILD
- BERENBERG
- JP MORGAN
- .....

BANKERS

>10K BANKERS

- JOHN SMITH
- RAY D
- STEVE S

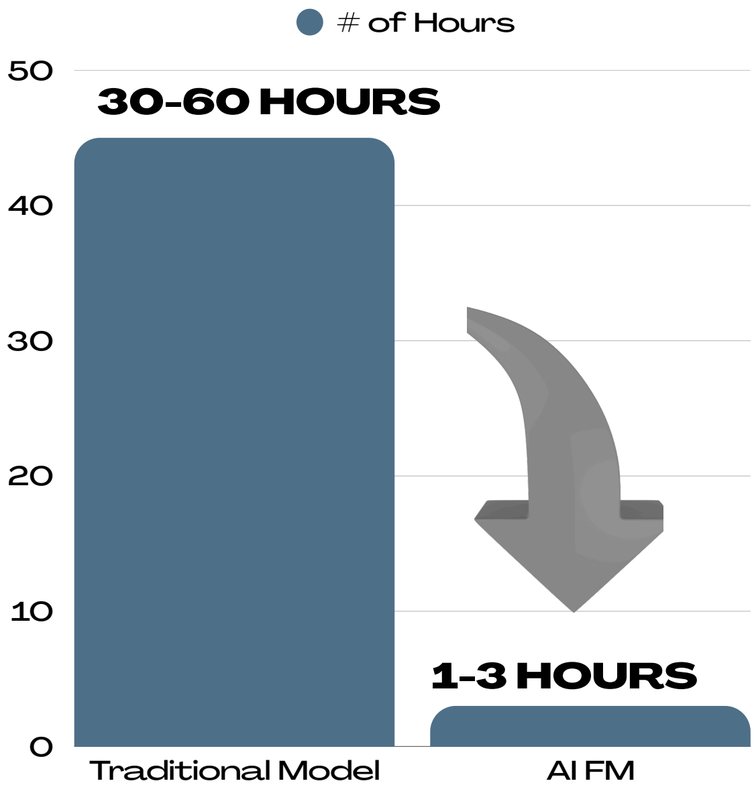
AUTOMATION

RESULT

- 800 CONNECTION REQUESTS
- 200 CONNECTIONS
- 2-5 CONVOS
- 1-2 JOB OFFERS

CITY INVESTMENT TRAINING

AI FINANCIAL MODELING



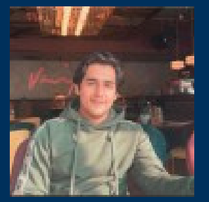
Apple Inc. Income Statement

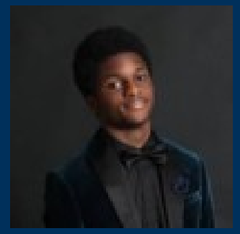
(In $ millions, except number of shares which are reflected in thousands and per share amounts)

	2016	2017	2018	2019	2020	2021E	2022E	2023E	2024E	202
Net sales	215,639	229,234	265,595	260,174	274,515	337,582	367,846	383,380	419,196	438
Cost of sales	131,376	141,048	163,756	161,782	169,559	196,643	212,323	217,931	234,962	240
Gross margin	**84,263**	**88,186**	**101,839**	**98,392**	**104,956**	**140,939**	**155,524**	**165,449**	**184,234**	**197**
Operating expenses:										
Research and development	10,045	11,581	14,236	16,217	18,752	23,631	25,749	26,837	29,344	30
Selling, general and administrative	14,194	15,261	16,705	18,245	19,916	25,319	27,588	28,754	31,440	32
Total operating expenses	**24,239**	**26,842**	**30,941**	**34,462**	**38,668**	**48,949**	**53,338**	**55,590**	**60,783**	**63**
Operating income	**60,024**	**61,344**	**70,898**	**63,930**	**66,288**	**91,990**	**102,186**	**109,859**	**123,450**	**133**
Depreciation & Amortisation	10,505	10,157	10,903	12,547	11,056	10,662	10,997	11,541	12,086	12
EBITDA	**70,529**	**71,501**	**81,801**	**76,477**	**77,344**	**102,652**	**113,182**	**121,400**	**135,536**	**146**
Other income/(expense), net	1,348	2,745	2,005	1,807	803	698	716	738	906	1
Income before income taxes	**61,372**	**64,089**	**72,903**	**65,737**	**67,091**	**92,688**	**102,902**	**110,596**	**124,356**	**135**
Provision for income taxes	15,685	15,738	13,372	10,481	9,680	13,373	14,847	15,957	17,942	19
Net income	**45,687**	**48,351**	**59,531**	**55,256**	**57,411**	**79,315**	**88,055**	**94,639**	**106,414**	**115**

CITY INVESTMENT TRAINING

SAMPLE STUDENTS LIST





OUR STUDENTS WORK FOR THE MOST PRESTIGIOUS INVESTMENT BANKS IN THE WORLD

**** We will be happy to put any student who gets an offer to join one of our longer courses in touch with our ex-students mentioned on this list

CITY INVESTMENT TRAINING

STUDENT SUCCESS - WE'VE PLACED HUNDREDS OF STUDENTS

1

Jack

Goldman Sachs

David

Goldman Sachs

Sahil

Fidelity INVESTMENTS

Amar

MOELIS

Sam

HSBC

Andrea M

UBS

Olivier M

Julius Bär
www.juliusbaer.com

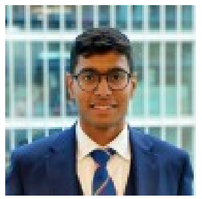
George M

Houlihan Lokey

William D

AGC PARTNERS

Abhay G



TORCH PARTNERS

Jack L

J.P.Morgan

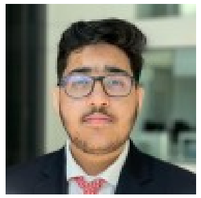
Carolina

Morgan Stanley

Alejandra

BainCapital PRIVATE EQUITY

Mohammad A



Rees

UBS

*These are companies that students are currently or previously worked for after graduating from City Investment Training

CITY INVESTMENT TRAINING

STUDENT SUCCESS - WE'VE PLACED HUNDREDS OF STUDENTS

Nifemi O

UBS

Rushil

HSBC

Todor

TNG TECHNOLOGY CONSULTING

Vinay

Abheek

Morgan Stanley

Gustavo V

Rothschild

Thomas B

Kepler Cheuvreux

Joseph K

NOMURA

Paul

Luan H

LINCOLN INTERNATIONAL

Alexander

PROPERTY

Alexius

Arch

Alberto Y

Catriona

VR CAPITAL

Chenyao W

EY

CITY INVESTMENT TRAINING

STUDENT SUCCESS - WE'VE PLACED HUNDREDS OF STUDENTS

3

Oksana

Francesco

Jakub

Josh B

Joshua H

Mayank N

Rikardas K

Reevo

Carmen

Luke

Amarthya

Simeon P

Farrukh

Eugene N

Djenebou

CITY INVESTMENT TRAINING

STUDENT SUCCESS - WE'VE PLACED HUNDREDS OF STUDENTS

4

Matteo

Marathon CAPITAL

Freddie W

Panmure Gordon

Adriano

STUDENT HOMES

Eitan

CARLINGFORD energy • commodities • finance

Dhian S

DWS

Makhan N

ABN·AMRO

Jordan M

ZEBU Investment Partners

Thomas

A&M

Jorgen R

LONDON MANAGEMENT GROUP

Håkon A

Louis M

STJ ADVISORS

Ali

Sean K

IN STEALTH MODE

Ruben V

Shamil

CITY INVESTMENT TRAINING

STUDENT SUCCESS - WE'VE PLACED HUNDREDS OF STUDENTS

Eliza M

Ben

Georgina

Jeyhan

Macarena

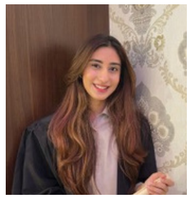
Daiyin C

Han

Jarno C

Tom K

Tooba Q



Vinay S

Henrique

Harry S

Harminderl U

Malene N

Guillen T

Harry C

Harry

Henry

Krystle C

CITY INVESTMENT TRAINING

WHAT OUR STUDENTS SAY ABOUT US?

Andrea M

UBS

"Would highly recommend to Business/Finance majors looking to gain financial modelling experience as well as anyone who wants to break into the industry"

⭐⭐⭐⭐⭐

David T

Goldman Sachs

"What stood out for me was the real world examples which made it engaging and relevant and the training bought it to life"

⭐⭐⭐⭐⭐

Joseph K

NOMURA

"The course is contemporary, using tangible, everyday examples to consolidate seemingly abstract concepts from accounting to financial modelling. This is a truly great and unique opportunity"

⭐⭐⭐⭐⭐

Carolina M

Morgan Stanley

"I highly recommend it to anyone who wants to gain advanced technical skills and have real insight into what the industry is like. I now feel very confident about my skills and much more prepared walking into interviews"

⭐⭐⭐⭐⭐

CITY INVESTMENT TRAINING

WHAT OUR STUDENTS SAY ABOUT US?

Tom C

FINANCIAL TECHNOLOGY PARTNERS

I highly recommemd the course for anyone trying to break into banking as it builds up the core foundations needed to separate yourself from the rest of the job candidates.

⭐⭐⭐⭐⭐

Amar P

MOELIS

"The theory and the application model of the course works very well. I think what that does is it allows us to walk into any analyst job feeling confident."

⭐⭐⭐⭐⭐

Tom K

RCL
RENEVO CAPITAL LIMITED

I attended the 8 week course in July 2023. Within the first week after finishing I had secured 4 separate interviews with various IB / PE firms and later converted one into a full time role. Would highly recommend!

⭐⭐⭐⭐⭐

Nifemi

UBS

“Some of the proprietary knowledge we gain at City Invesment Training such as the Goldman Sachs approach approach on pitching a stock in an interview was a game changer. This approach helped me land my first equity research summer internship at a bulge bracket bank.”

⭐⭐⭐⭐⭐

CITY INVESTMENT TRAINING

WHERE OUR STUDENTS STUDIED?

United Kingdom

University of Oxford
University of Cambridge
London School of Economics
London Business School
University College London
University of Edinburgh
Kings College
University of Manchester
University of Durham
University of Warwick
University of Bristol
University of Newcastle
University of Nottingham
University of Birmingham
University of Exeter
University of Sheffield
City University
Bayes Business School
And many more...

United States

New York University
Harvard Business School
Georgetown University
North Eastern University
Columbia Business School
University of South California
Kellogg School of Management
George Washington Uni
University California, Berkeley
University of Pennsylvania
and many more...

Europe

IE Business School
ESADE Business School
Bocconi
Hanken
ESCP Europe
ESSEC Business School
...and many more

CITY INVESTMENT TRAINING

PLACEMENT DESTINATION

Our students have gone to work for some of the leading names in banking

Bulge Bracket

- Goldman Sachs
- JP Morgan
- UBS
- Morgan Stanley
- Deutsche Bank
- Credit Suisse (UBS)
- BNY Melon
- UBS
- Citigroup
- Bank of America
- Nomura
- HSBC
- BNP Paribas
- Société Générale
- ING
- PJT Partners
- Citi
- Barclays

Boutique/Mid-Market

- Houlihan Lokey
- Moelis
- Rothchild
- Berenberg
- FT Partners
- Lincoln
- Jefferies
- Piper Sandler
- Julius Baer
- Torch Partners
- Evercore
- STJ Advisors
- Oghma Partners
- AGC Partners
- SI Partners
- Alantra
- Raymond James
- Perella Weinberg
- and many others...

Private Equity/Asset Management

- Blackstone
- Bain Capital
- Hillgate Capital
- Qualitas
- Pelican Capital
- NorthStar
- Social Capital
- Goldman Sachs PE
- European Investment Fund
- Blackrock
- Schroders
- Wellington
- Aon
- Alanda Capital
- W.P. Carey
- Ares Mngmt
- BNP Paribas Fortis
- Fidelity

CITY INVESTMENT TRAINING

APPLICATION PROCESS

Eligibility Calculator

1 Take the Eligibility Score Assessment

- Start your journey by completing the “Banking Eligibility Calculator”
- **We are looking for a minimum of 40 on the eligibility calculator**

2 Send us your CV to info@cityinvestmenttraining.com with subject “Interview”

- If shortlisted, advance to next round to phone interview

3 Phone/Face to Face Interview

- Final round interview with our CEO, Sameer Merchant

4 Receive Final Offer

- Successful candidates will receive an offer to join our program