



**CITY INVESTMENT TRAINING**

# **FULL-TIME PROGRAM**

**8 WEEKS  
IN-CLASS / ONLINE**

**TRAINING PROGRAM THAT HELPS STUDENTS LAND JOBS  
IN BANKING**



# APPLICATION PROCESS



## Take the Eligibility Score Assessment

[Eligibility Calculator](#)

- Start your journey by completing the eligibility score calculator



## Join the Waitlist

[Join the Waitlist](#)

We will send you a notification if your profile is shortlisted



## Investment banking style video interview

- If shortlisted, advance to next round for a video interview



## Phone/Face to Face Interview

- Final round interview with our CEO, Sameer Merchant



## Receive Your Final Offer

- Successful candidates will receive an offer to join our program



**SAMEER MERCHANT, CFA**  
**CEO AND LEAD TRAINER:**

**EDUCATION:**

**OFFERS**



CFA  
Institute



**WORK  
EXPERIENCE:**





# 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



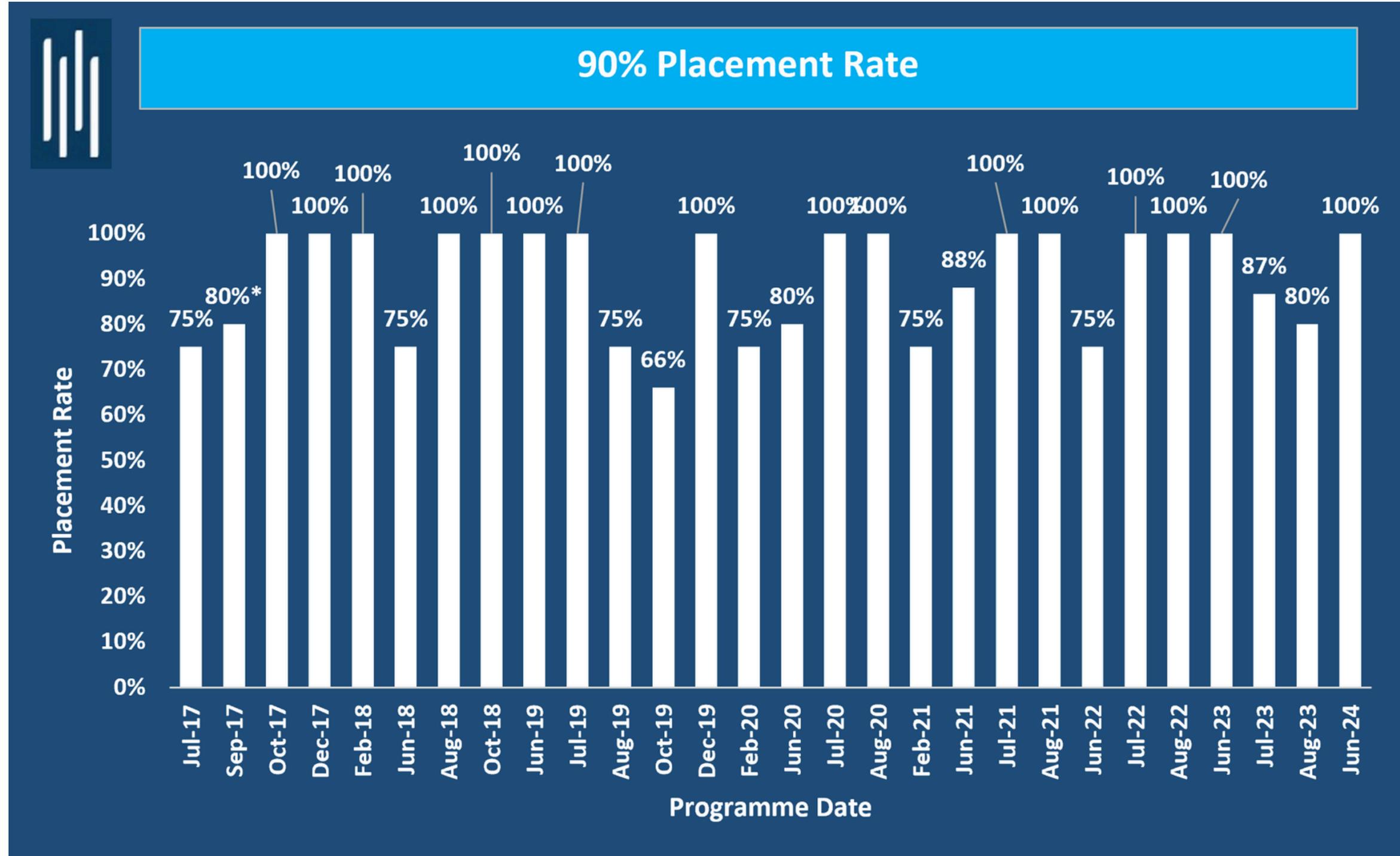
**CITY INVESTMENT TRAINING**

# **PLACEMENTS**

**BEST IN-CLASS PLACEMENT OF 90%**

# 90% PLACEMENT RATE

CELEBRATING STUDENT SUCCESS SINCE 2017



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



# OUR STUDENTS WORK FOR MARQUEE INVESTMENT BANKS

## BULGE BRACKET



## LEADING BOUTIQUES



## PRIVATE EQUITY



## ASSET MANAGEMENT



**CITY INVESTMENT TRAINING**

# **PROGRAM CONTENT**

**8 WEEKS IN-CLASS / ONLINE**

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# 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**



# 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**



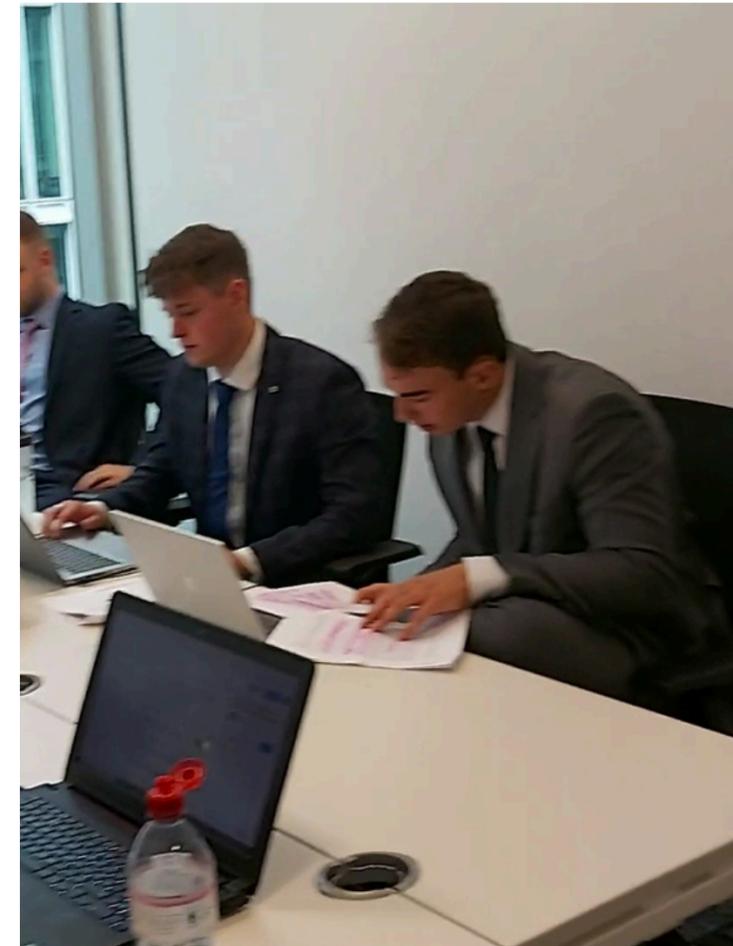
# VALUATIONS - WEEK 4

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





# 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





# VALUATIONS - WEEK 4

## M&A Accretion/Dilution - BMW acquisition of Porsche



### M&A ACCRETION/DILUTION ANALYSIS

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





# 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





# M&A WEEK (WEEK 5)



## NEGOTIATE REAL-LIFE M&A DEALS

- ✓ **WRITE A DETAILED M&A PITCHBOOK FOR 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**



# 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**



# 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.**

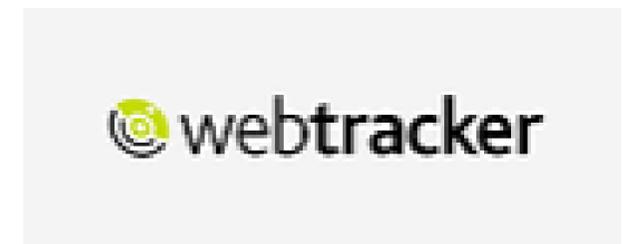




# VENTURE CAPITAL WEEK (WEEK 8)

## 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**





# HOW WE PLACE STUDENTS?

## PLACEMENT ASSISTANCE

- ✓ **CV & CL WORKSHOP**
- ✓ **MOCK INTERVIEWS AND COACHING**
- ✓ **NETWORKING EVENTS**
- ✓ **PROPREITARY JOB PORTAL**
- ✓ **LINKEDIN MASTERCLASS**
- ✓ **BOUTIQUE CLIENTS THAT HIRE FROM CITY INVESTEMENT 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



# 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**



**MORRGAN STANLEY**



**AND MANY OTHERS**



# ALUMNI EVENTS

CITY INVESTMENT TRAINING

**City Investment Training Turns 5**  
**INAUGURAL ALUMNI EVENT**

**OUR SPEAKERS**

 <b>TAHA EL MOUSSALI</b> HSBC (M&A)	 <b>AMELIA COOK</b> Lincoln International (M&A)	 <b>HAKON AASTERUD</b> Silversky Investments (Venture Capital)
 <b>ARSLAN ZAFAR</b> Numis (Asset management)	 <b>ALI ABBAS PANJU</b> Social Capital (Private Equity)	 <b>HANAAN NAZIR</b> Canaccord (M&A)

**SATURDAY 6TH AUGUST AT 4PM, MARRIOTT CANARY WHARF**





# 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





# STUDENT SUCCESS - WE'VE PLACED HUNDREDS OF STUDENTS

1

Jack



David



Sahil



Amar



Sam



Andrea M



Olivier M



George M



William D



Abhay G



Jack L



Carolina



Alejandra



Mohammad A



Rees



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



# STUDENT SUCCESS - WE'VE PLACED HUNDREDS OF STUDENTS

Nifemi O



Rushil



Todor



Vinay



Abheek



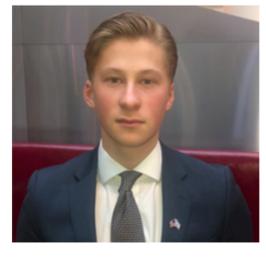
Gustavo V



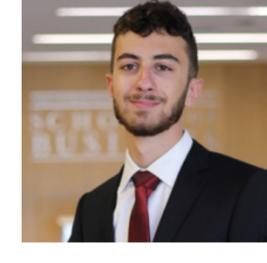
Thomas B



Joseph K



Paul



Luan H



Alexander



Alexius



Alberto Y



Catriona



Chenyao W





# 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





# STUDENT SUCCESS - WE'VE PLACED HUNDREDS OF STUDENTS

4

Matteo



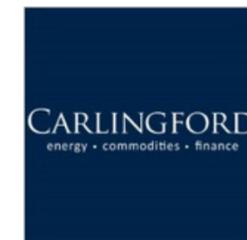
Freddie W



Adriano



Eitan



Dhian S



Makhan N



Jordan M



Thomas



Jorgen R



Håkon A



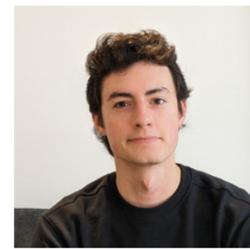
Louis M



Ali



Sean K



Ruben V



Shamil





# STUDENT SUCCESS - WE'VE PLACED HUNDREDS OF STUDENTS

Eliza M



Ben



Georgina



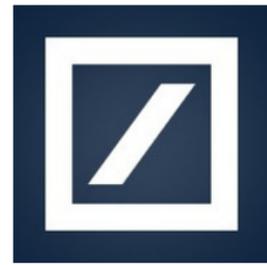
Jeyhan



Macarena



Daiyin C



Han



Jarno C



Tom K



Tooba Q



Vinay S



Henrique



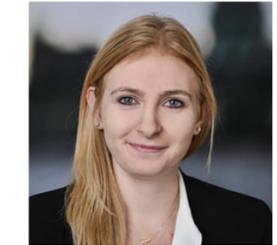
Harry S



Harminderl U



Malene N



Guillen T



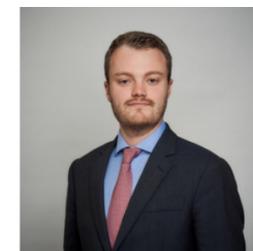
Harry C



Harry



Henry



Krystle C





# WHAT OUR STUDENTS SAY ABOUT US?

Andrea M



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



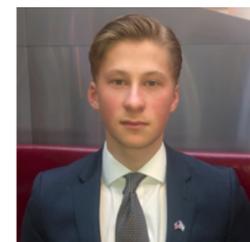
David T



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



Joseph K



*"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



*"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"*





# WHAT OUR STUDENTS SAY ABOUT US?

Tom C



*I highly recommend 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



*"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



*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



*"Some of the proprietary knowledge we gain at City Investment 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."*





# 2025 FEES

## 8-week Full-Time Program

£7,000 plus 20% VAT

## 12-Week Part-Time Program

£6,000 plus 20% VAT

[Join the Waitlist](#)

-  ***WE OPEN 10 SEATS EACH MONTH FROM JANUARY TO MAY ANNUALLY.***
-  ***YOU WILL BE NOTIFIED IF YOUR PROFILE IS SHORTLISTED FOR OUR PROGRAMS VIA EMAIL /TEXT.***
-  ***SEE FULL APPLICATION PROCESS ON THE NEXT PAGE***



# APPLICATION PROCESS



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## Receive Your Final Offer

- Successful candidates will receive an offer to join our program



# WHERE OUR STUDENTS COME FROM?

## 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

## United Kingdom

University of Bristol  
University of Newcastle  
University of Nottingham  
University of Birmingham  
University of Exeter  
University of Sheffield  
City University  
Bayes Business School  
Loughborough University

## Europe

IE Business School  
ESADE Business School  
Bocconi  
Hanken  
ESCP Europe  
ESSEC Business School



# PLACEMENT DESTINATION

## 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
- Renevo Capital
- Singer
- STJ
- Oghma Partners
- AGC Partners
- SI Partners
- Alantra
- Raymond James
- Perella Weinberg

## 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