



CITY INVESTMENT TRAINING

PART-TIME PROGRAM

16 WEEKS ONLINE

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



APPLICATION PROCESS

Eligibility Calculator



Take the Eligibility Score Assessment

- Start your journey by completing the “Banking Eligibility Calculator”
- **We are looking for a minimum of 50 on the eligibility calculator**



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

- If shortlisted, advance to next round to phone interview



Phone/Face to Face Interview

- Final round interview with our CEO, Sameer Merchant



Receive 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

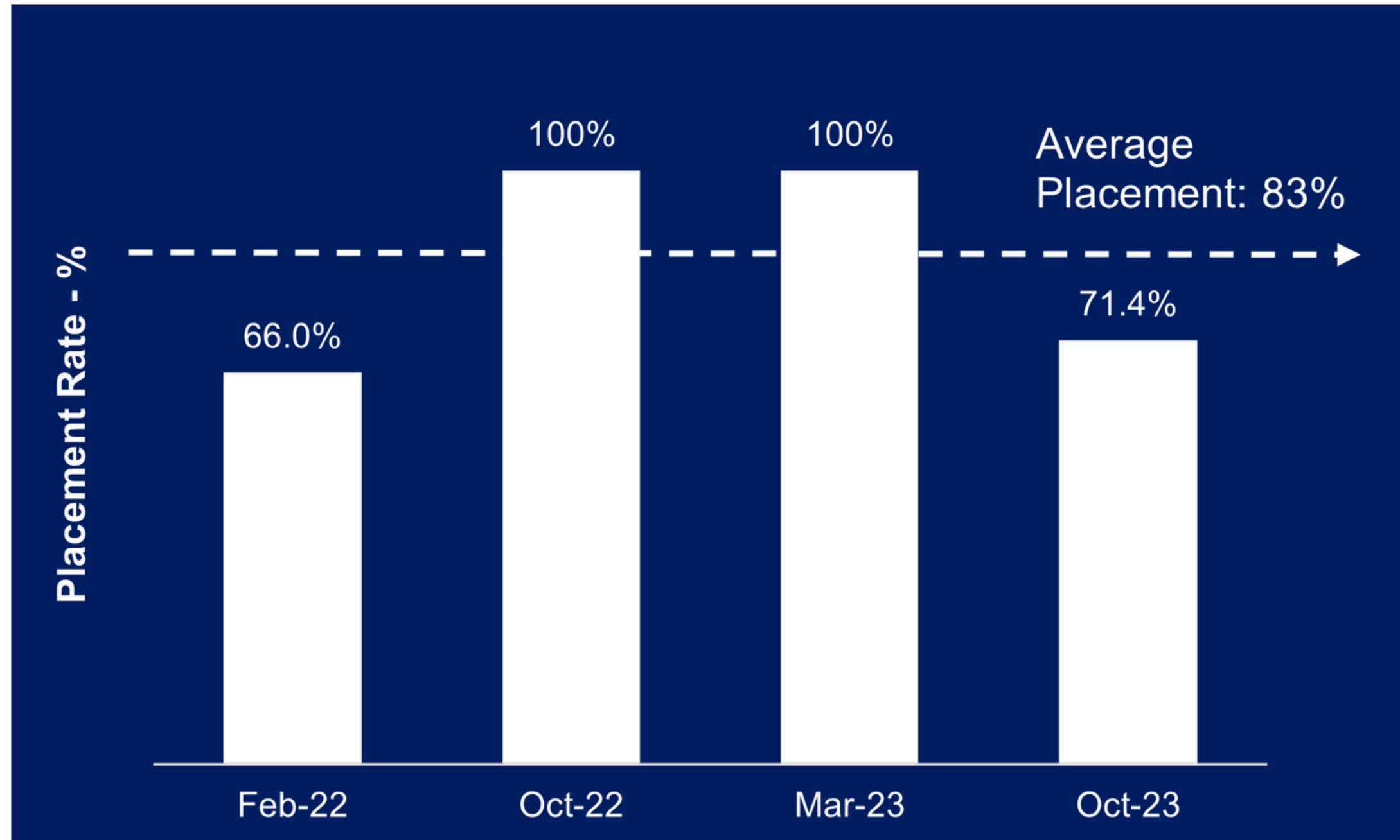
PLACEMENTS

BEST IN-CLASS PLACEMENT OF 90%



83% PLACEMENT RATE

CELEBRATING PART-TIME STUDENT SUCCESS SINCE 2022

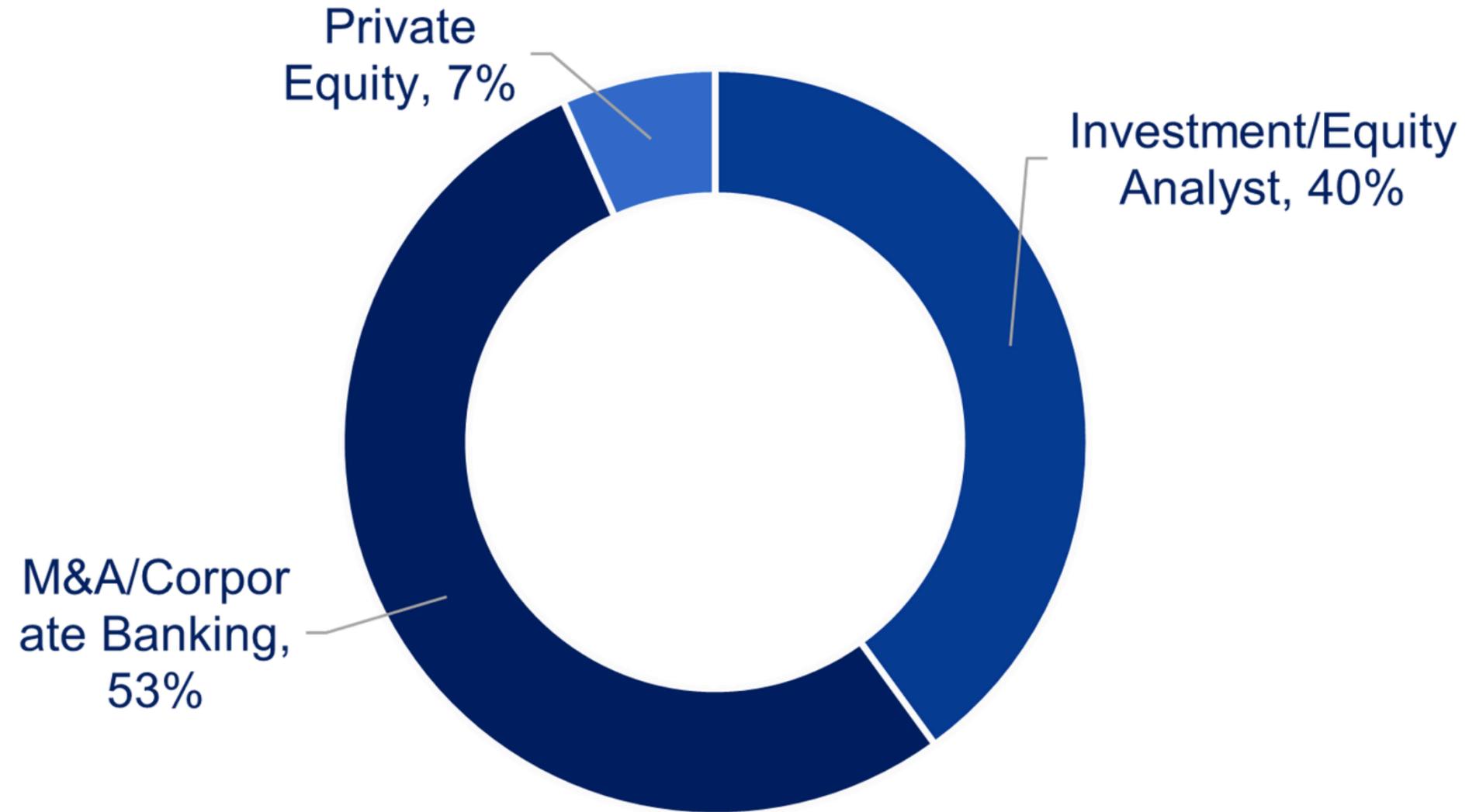


90% PLACEMENT FOR STUDENTS WHO ENTERED THE JOB MARKET IMMEDIATELY AFTER THE COMPLETION OF THE PROGRAM



PLACEMENT DESTINATION

CELEBRATING PART-TIME STUDENT SUCCESS SINCE 2022



90% PLACEMENT FOR STUDENTS WHO ENTERED THE JOB MARKET IMMEDIATELY AFTER THE COMPLETION OF THE PROGRAM



OUR STUDENTS WORK FOR MARQUEE INVESTMENT BANKS

BULGE BRACKET



LEADING BOUTIQUES



PRIVATE EQUITY



ASSET MANAGEMENT



CITY INVESTMENT TRAINING

PROGRAM CONTENT

16 WEEKS ONLINE

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



WEEK 1-3 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 4-12

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**



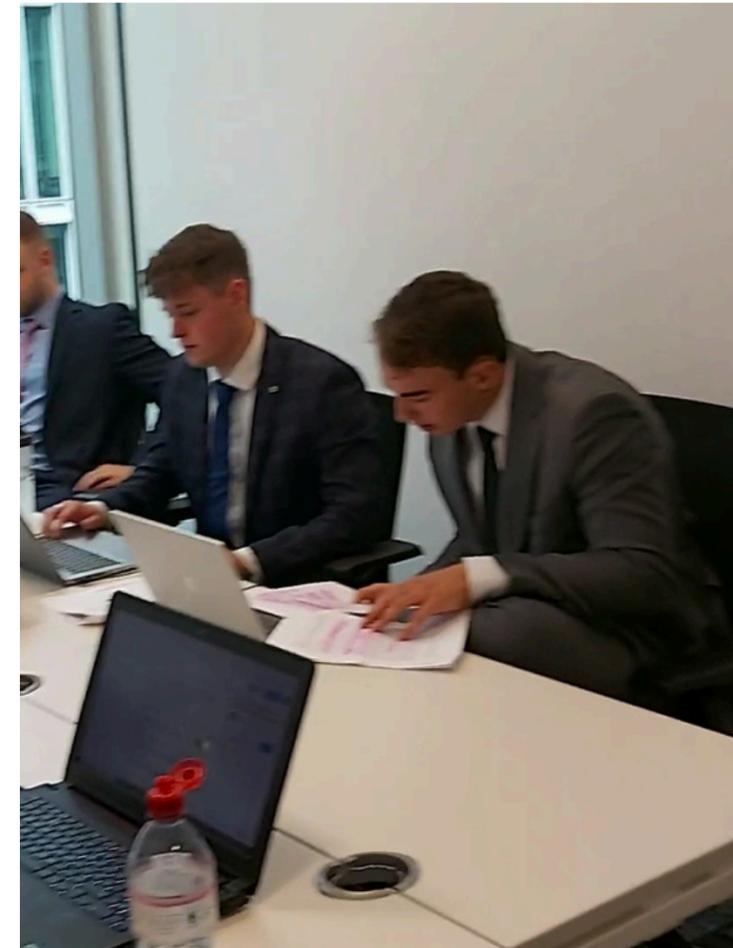
VALUATIONS - WEEK 13-16

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 13-16

Build LBO Models Like a Private equity analysts



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 13-16

Build LBO Models Like a Private equity analysts



5 STEPS OF BUILDING AN LBO MODEL

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





VALUATIONS - WEEK 13-16

M&A Accretion/Dilution for acquisition of BMW on 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 13-16

COMPARABLE VALUATIONS

✓ **OPERATIONAL COMPS VERSUS FINANCIAL COMPS**

✓ **PUBLIC AND TRANSACTION COMPS USING...**

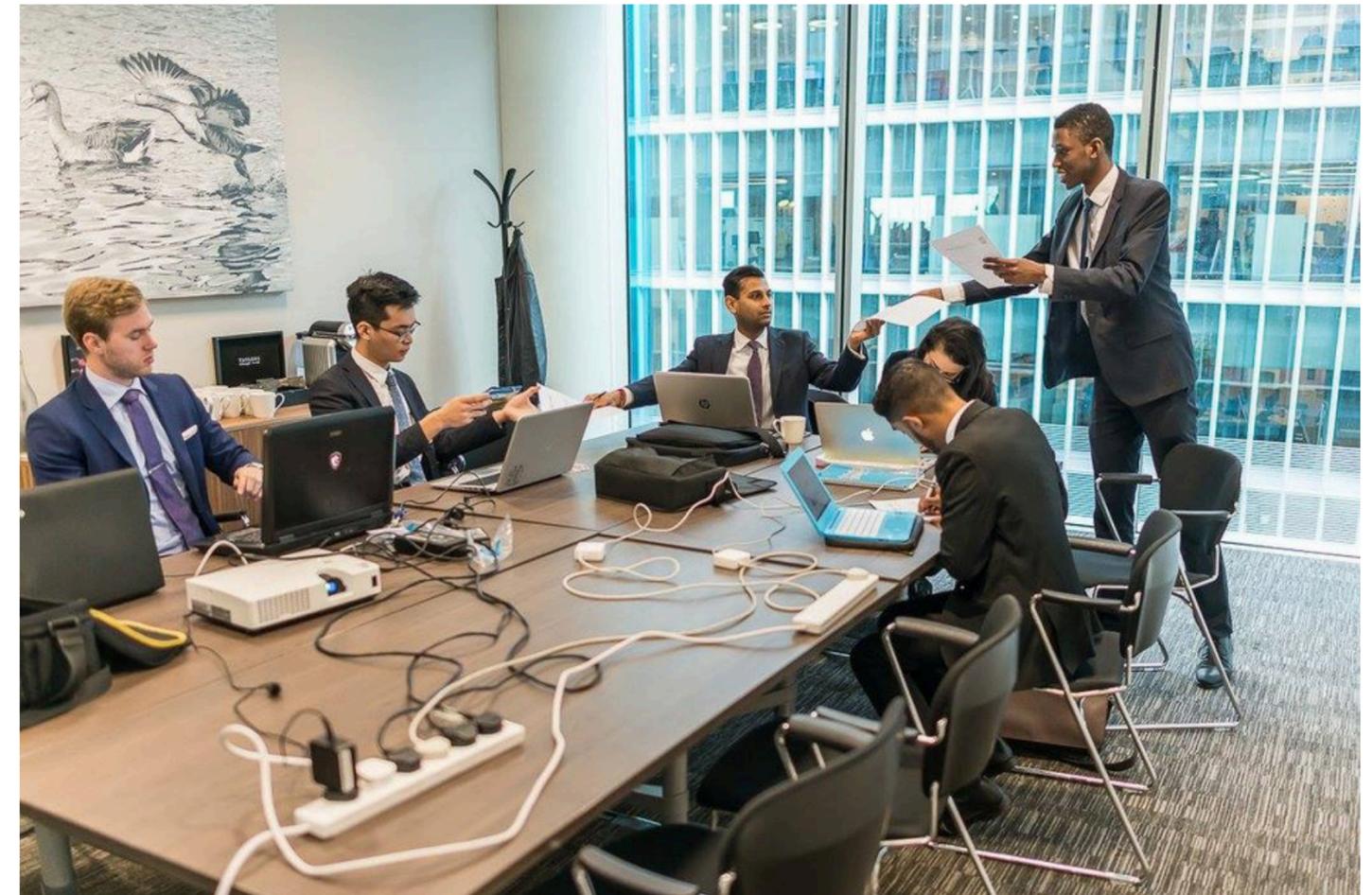
1. PE

2. EV/EBIT

3. EV/EBITDA

4. EV/REVENUE

5. EV/SUBSCRIBERS





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**



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



LINKEDIN MESSAGE

Subject: Request for a Quick Discussion on TMT M&A

Hi [Name],

I hope this email finds you well!

Please find attached a detailed financial model on Apple Inc. and a potential M&A deal pitch deck I have written using AI in less than 5 hours.

I am currently studying at xx Uni and have a strong interest in the TMT M&A space.

I was hoping to get 10 minutes of your time to discuss the sector and gain insights from your expertise.

Looking forward to hearing from you!

Best regards,
XX



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



ALUMNI EVENTS - NETWORKING

CITY INVESTMENT TRAINING

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

OUR SPEAKERS

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

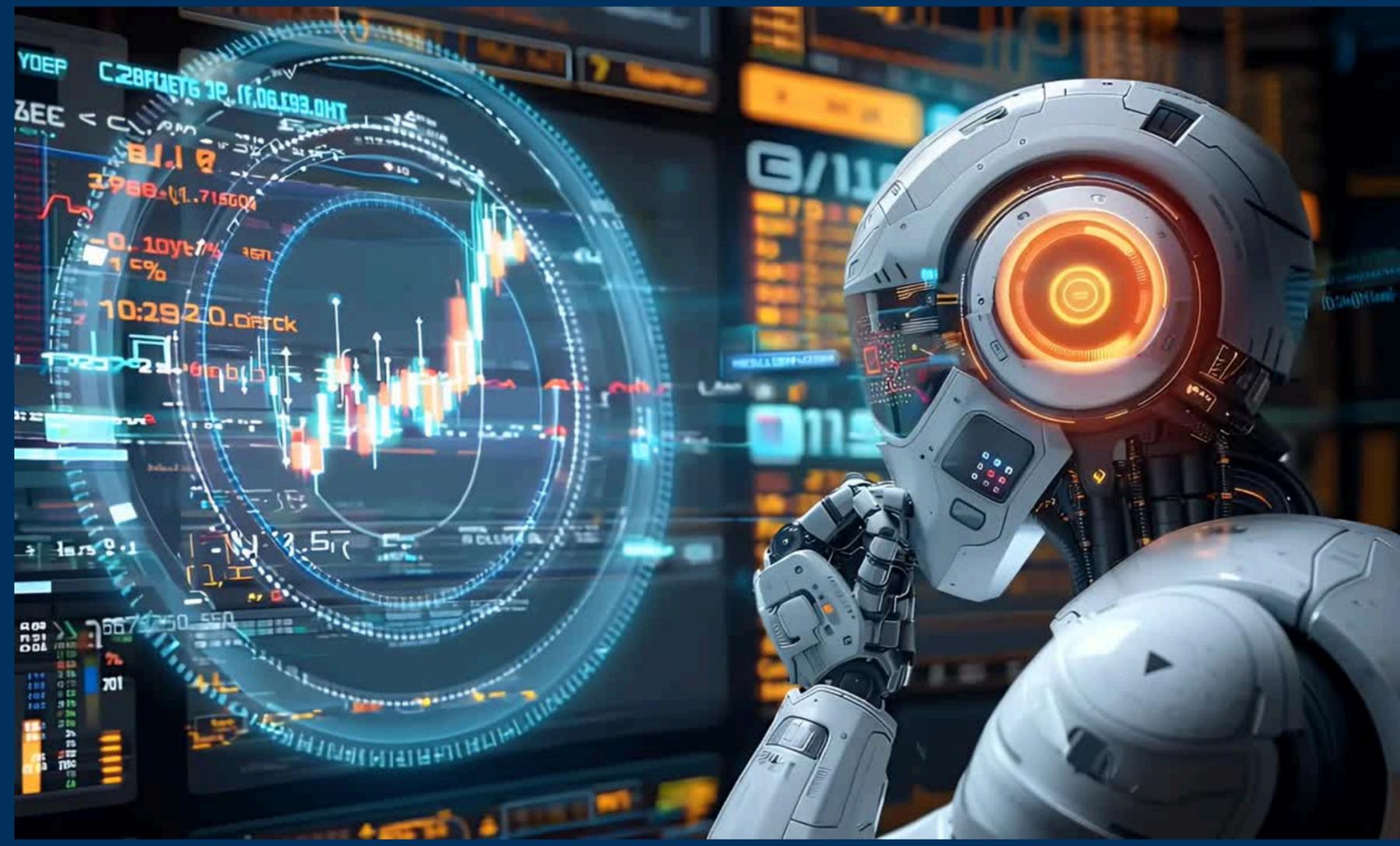
SATURDAY 6TH AUGUST AT 4PM, MARRIOTT CANARY WHARF



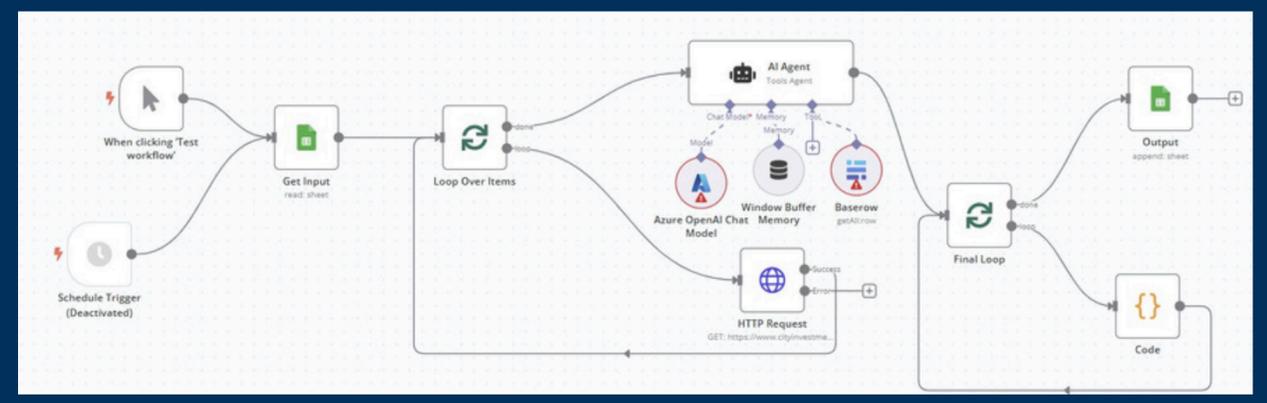


CITY INVESTMENT TRAINING

HOW WE USE AI?



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





HOW WE USE AI?



AI JOBS TRACKER



AI ASSESSMENT CENTRE



AI LINKEDIN NETWORKER



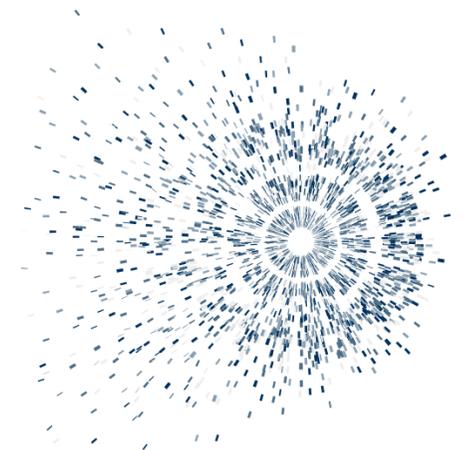
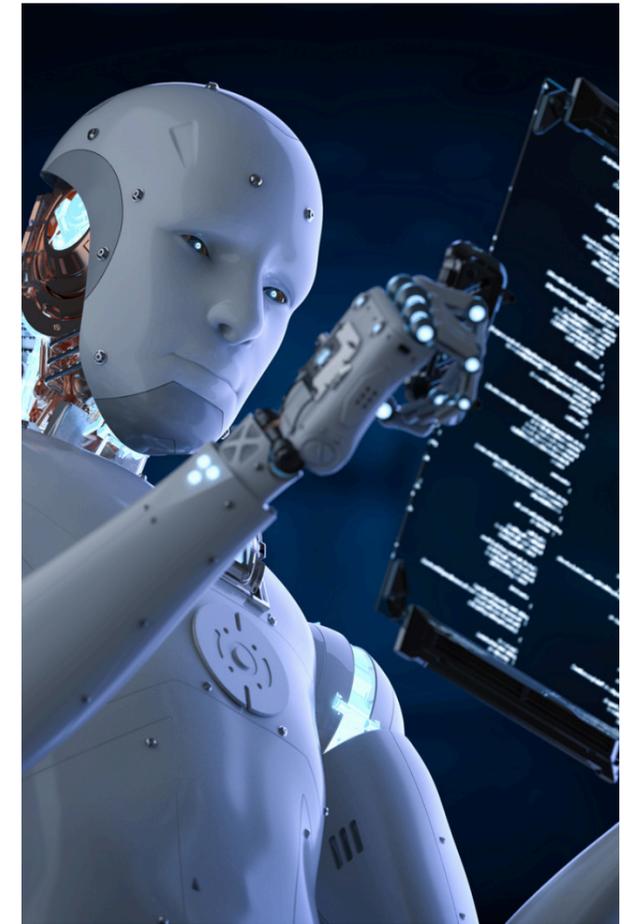
AI FINANCIAL MODELLING



AI EQUITY RESEARCH



AI MOCK INTERVIEWS

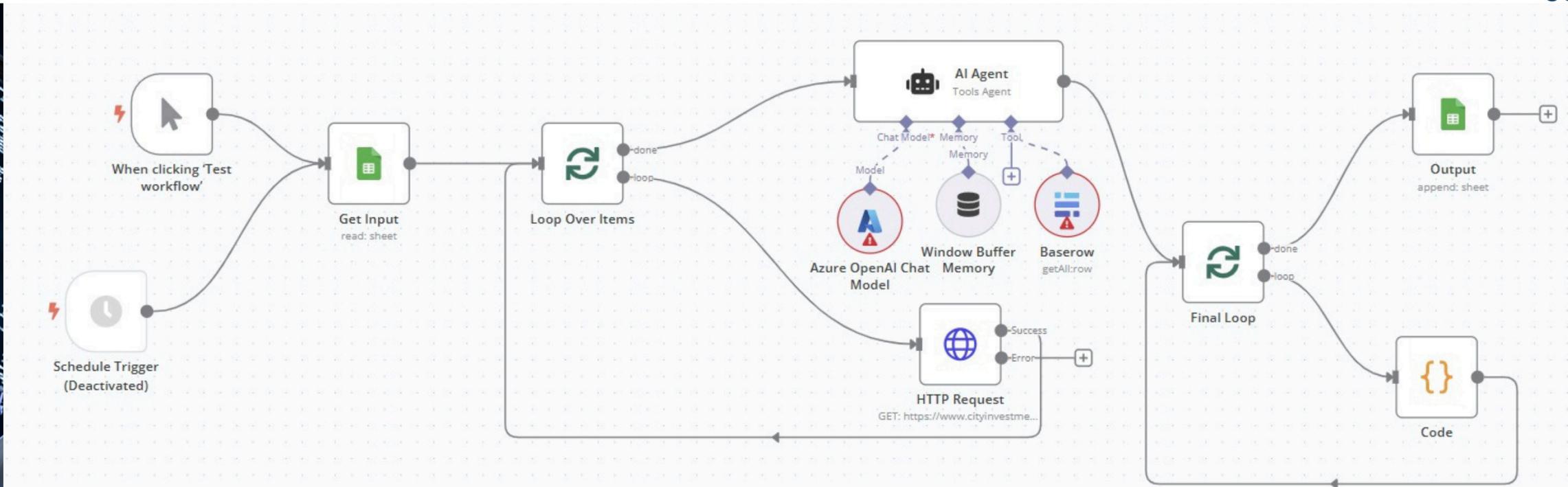




AI JOBS TRACKER

🎯 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!





AI JOBS TRACKER

Jobs - 58 Job Portals and Banking websites





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

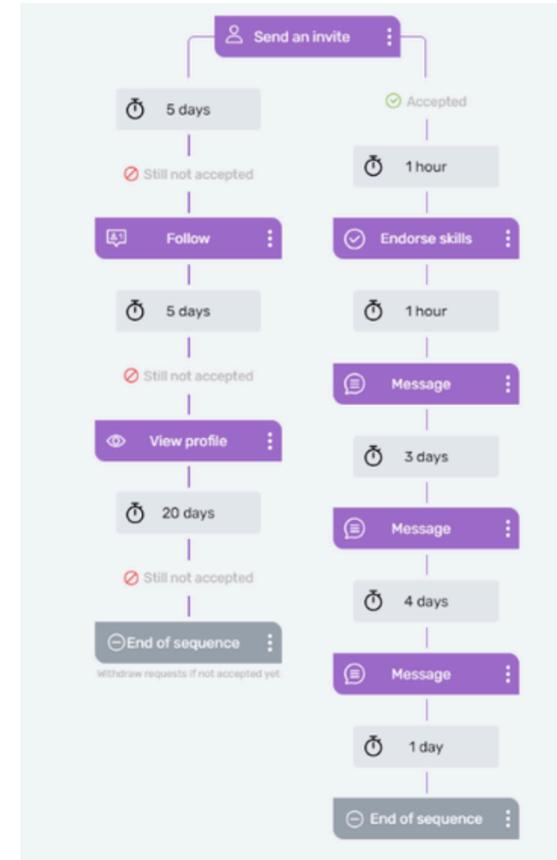


RAY D



STEVE S

AUTOMATION

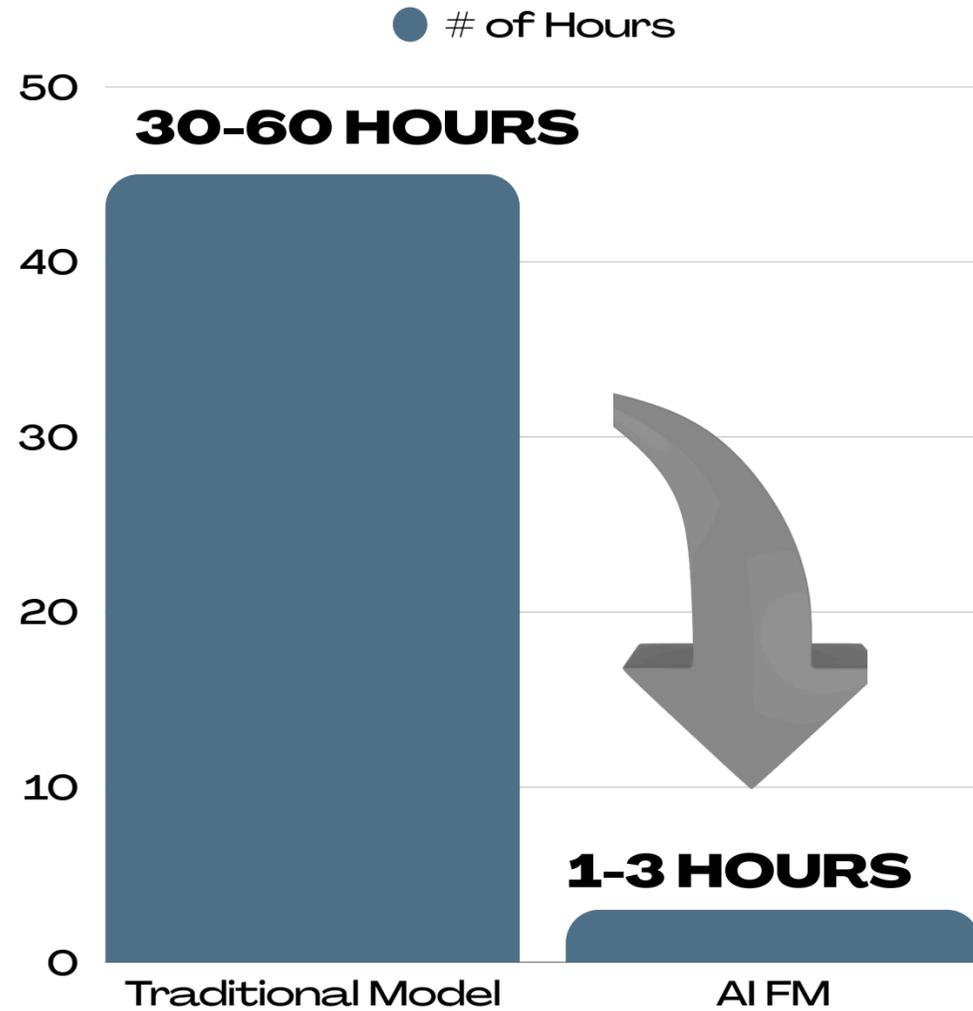


RESULT

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



AI FINANCIAL MODELING



	2016	2017	2018	2019	2020	2021E	2022E	2023E	2024E	2025E
Apple Inc. Income Statement										
<i>(In \$ millions, except number of shares which are reflected in thousands and per share amounts)</i>										
Net sales	215,639	229,234	265,595	260,174	274,515	337,582	367,846	383,380	419,196	438,000
Cost of sales	131,376	141,048	163,756	161,782	169,559	196,643	212,323	217,931	234,962	240,000
Gross margin	84,263	88,186	101,839	98,392	104,956	140,939	155,524	165,449	184,234	197,000
Operating expenses:										
Research and development	10,045	11,581	14,236	16,217	18,752	23,631	25,749	26,837	29,344	30,000
Selling, general and administrative	14,194	15,261	16,705	18,245	19,916	25,319	27,588	28,754	31,440	32,000
Total operating expenses	24,239	26,842	30,941	34,462	38,668	48,949	53,338	55,590	60,783	63,000
Operating income	60,024	61,344	70,898	63,930	66,288	91,990	102,186	109,859	123,450	133,000
Depreciation & Amortisation	10,505	10,157	10,903	12,547	11,056	10,662	10,997	11,541	12,086	12,000
EBITDA	70,529	71,501	81,801	76,477	77,344	102,652	113,182	121,400	135,536	146,000
Other income/(expense), net	1,348	2,745	2,005	1,807	803	698	716	738	906	1,000
Income before income taxes	61,372	64,089	72,903	65,737	67,091	92,688	102,902	110,596	124,356	135,000
Provision for income taxes	15,685	15,738	13,372	10,481	9,680	13,373	14,847	15,957	17,942	19,000
Net income	45,687	48,351	59,531	55,256	57,411	79,315	88,055	94,639	106,414	115,000



LINKEDIN MESSAGE

Subject: Request for a Quick Discussion on TMT M&A

Hi [Name],

I hope this email finds you well!

Please find attached a detailed financial model on Apple Inc., which I built using AI in less than 3 hours.

I am currently studying at xx University and have a strong interest in the TMT M&A space.

I was hoping to get 10 minutes of your time to discuss the sector and gain insights from your expertise.

Looking forward to hearing from you!

Best regards,

XX



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





FULL TIME AND PART TIME PROGRAM- 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

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

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



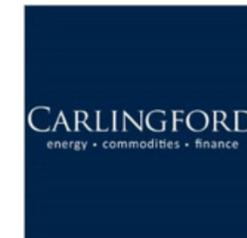
Freddie W



Adriano



Eitan



Dhian S



Makhan N



Jordan M



Thomas



Jorgen R



Håkon A



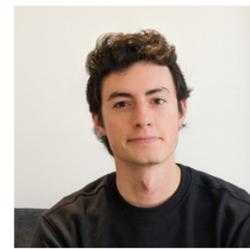
Louis M



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



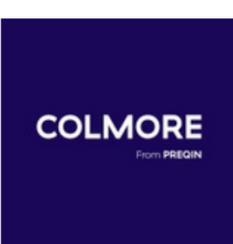
Tom K



Tooba Q



Vinay S



Henrique



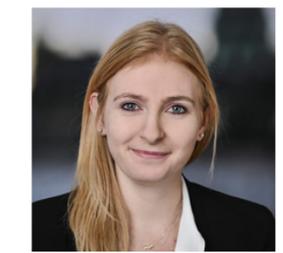
Harry S



Harminderl U



Malene N



Guillen T



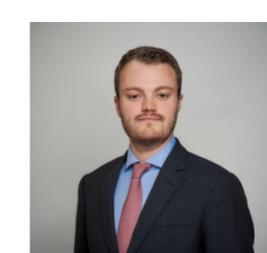
Harry C



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."





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

*Full Time and Part Time program students universities



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

*Full Time and Part Time program students destinations



APPLICATION PROCESS

Eligibility Calculator



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**



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

- If shortlisted, advance to next round to phone interview



Phone/Face to Face Interview

- Final round interview with our CEO, Sameer Merchant



Receive Final Offer

- Successful candidates will receive an offer to join our program