

---

# Project Appraisal & Financial Modelling

Financial Methods and Toolkit for reviewing Capital  
Expenditure Investments

Follow us on



# Overview

This Programme enables participants to learn and apply the “PRIME” toolkit, for Project Appraisal and Financial Modelling, in line with the international standards. The PRIME toolkit is based on six key Financial Concepts that participants can share with other managers, financial specialists and apply to their own projects at a Global level.

## Learning Objectives

1. Understand what is coaching , and what it takes to be an effective coach
2. Modelling Capital Expenditure and Investment Projects in line with the best performers and competitors.
3. Analyze their Investment Strategies for Financial Viability, and in line with the expectations of their Company and the Capital Market

## For Whom:

This course is suitable for middle to senior level executives, investors and bankers, who need to work with multiple stakeholder groups, internal and external

## Learning Methodology:

“Learning by Doing”: Participants will work on industry Case Studies and several Project Simulations, to apply the tools & techniques taught by faculty

## Key Topics covered in the Programme

- ▶ Key Financial Metrics, and Techniques for Project Appraisal
- ▶ Modelling of Capital Budgeting, Project Cashflow Planning, and Risk Analysis
- ▶ Modelling the Capital Structure of a Project
- ▶ Defending Projects’ Value Drivers for their impact on the competitiveness of the company
- ▶ Challenging Projects’ Financial Forecasts based on Industry Comparables

# Day-wise coverage of Topics:

## Day 1

### Session 1: Financial key metrics and technics for project appraisal

- ▶ Project cash-Investment and the Weighted Average Cost of Capital WACC
- ▶ OPEX intensive project and Internal Rate of Return

### Session 2: Modelling capital budgeting, cashflow planning and risk analysis

- ▶ Modelling capital Budgeting and cashflow planning
- ▶ Internal Rate of Return, sensitivity matrix, value drivers and risk analysis
- ▶ Strategic scenarios and assumptions
- ▶ Sensitivity matrix and risk analysis

## Day 2

### Session 1: Modelling and appraisal of a field industrial project with critical OPEX, CAPEX and change in Net Working Capital

- ▶ Modelling a complex industrial project
- ▶ Identifying the critical sources of risk and the project priorities for value creation

### Session 2: Modelling the capital structure of a project

- ▶ Equity and governance Issues: why some positive NPV projects are abandoned
- ▶ The beauty of leveraging a project with debt and the risks

## Day 3

### Session 1: Challenging projects' financial forecast with industry comparable

- ▶ Industry comparables and key ratios
- ▶ Terminal value based on multiples and the Gordon Shapiro formula
- ▶ Step by step process to challenge financial forecast of a business plan
- ▶ Upgrading or downgrading financial forecast in line with the industry standards
- ▶ Measuring impact of the terminal value when modelling a project

### Session 2: Defending projects' value drivers for the competitiveness of the company

- ▶ Full step by step project modelling
- ▶ Projects' competitive value drivers



## Faculty

### Prof. Jean-Sebastien LANTZ

Jean-Sébastien Lantz, is a visiting faculty in executive Education, at Mahindra University. He is a Professor of Finance and Entrepreneurship at Aix-Marseille Graduate school of Management, France, and Director of the International Finance Master Programme. He was also a Former venture capitalist.

Winner of the prestigious Turgot Prize in for his seminal book in Financial Economics (“La Valo”), Prof Lantz is recognised as a leader in his field, conducting research programs on behalf of global organisations and governments. He advises on the financing of complex technological projects, and provides valuation for licenses as well as intangible assets

He is best known for creating the unique PRIME method – Project, Investment, Management and Engineering – an innovative methodology which provides key decision makers and stakeholders with a process rationale for value creation forecasts and profitable growth. In essence, PRIME identifies the shift in business growth and, in an objective manner, models forecasting for the creation of growth aligned to the specific financial needs and methods of governance

The methodologies he has developed are widely reported and published in top ranked international scientific journals. They have been implemented for the evaluation of major projects in the telecoms, nuclear energy and biotechnology sectors, including in the complex modelling and financial evaluation of patents, licenses and other intangible assets.

Prof Lantz has adapted his methodologies to the specific needs of international companies such as AREVA, DANONE, L’OREAL, MAN, MICROSOFT NTC Thailand, ORTEC, SKF amongst others. He has also worked with public institutions such as the European Commission, the French Conseil d’Analyse Economique, Caisse des Dépôts et Consignations, Agence France Brevet and several clusters of technological innovation worldwide

Prof Lantz has taught several executives in large international companies, at Business Schools such as ESSEC, HEC, WHU, Saïd Business school, Sorbonne University, and the Indian School of Business

### Programme Details

**Programme Dates:** 21-23 Aug 2023

**Programme Mode:** In-Campus

**Programme Fee:** Rs. 50,000/- + GST Per Participant

## About Centre for Executive Education

The Centre for Executive Education (CEE) at Mahindra University, creates and conducts learning programmes for working professionals, which are designed to provide timely and relevant knowledge, insights and perspectives, that help them progress in their current and future roles in organizations. By enhancing performance of executives, these programmes are aimed to positively impact the organisations that they work for.

Executive Education Programmes at Mahindra University span across multiple business disciplines, engineering & data science, and law, for different seniority levels, in various national and international geographical locations.

CEE's mission is to be a hub for engaging & beneficial interactions between business leaders and the academia. The centre works with some of the finest faculty in India and from leading Global Business Schools. Participants will have opportunities to learn from the innovative research and consulting experience of the faculty, wide experience of the peer group of learners, and from Industry practitioners who bring in strong domain knowledge.

## About Mahindra University

Mahindra University, established in May 2020, is a multi-disciplinary global education and knowledge campus which offers industry-aligned curricula, a student-centered learning environment, and opportunities for international exposure. The University offers Undergraduate and Post Graduate programs in its five Schools namely Ecole Centrale School of Engineering, School of Management, School of Law, Indira Mahindra School of Education, School of Media and Liberal Arts. The University has been established in a sprawling, green, 130 acres at Bahadurpally in Hyderabad. The University provides students with a modern lifestyle and a unique multi-cultural immersion in a predominantly green campus. The Lecture Theaters, Seminar Halls and Syndicate Rooms deploy state-of-the-art technology, to impart a multi-media, interactive learning experience to participants. Executive Housing facilities on campus come with contemporary design, spacious & comfortable air-conditioned rooms.



**Mahindra**<sup>™</sup>  
University  
Global Thinkers. Engaged Leaders.

**CENTRE FOR  
EXECUTIVE EDUCATION**

**Address:** Survey No: 62/1A, Bahadurpally Jeedimetla, Hyderabad - 500043 - Telangana, INDIA

**Email ID:** [executive.education@mahindrauniversity.edu.in](mailto:executive.education@mahindrauniversity.edu.in) | **Mobile no:** +91- 90595 38001