QUILL CAPITAL PARTNERS

TASK OBJECTIVES

To take the trainees through a step-by-step process of constructing a successful Investment Note. As the investment note writing process involves thorough understanding of the company's financial health and future prospects, understanding of its industry and competitors and financial calculations and modelling required to forecast the company's stock price using various valuation methodologies.

The training process is broken down into three levels:

1   LEVEL ONE

tasks for the understanding of the company and its industry.

2   LEVEL TWO

a step-by-step walkthrough into building a complete financial model that can give a one-year forward target price along with its upside or downside case.

3   LEVEL THREE

includes incorporating the results of both level one and level two outcome into a single financial thesis which would outline a stock's buy/sell recommendation, its one-year forward target price and the current and expected future performance of the stock in comparison to its peers.

TRAINING OUTCOMES

TASK	DESCRIPTION	OUTCOME
Level 1		
Task 1	Ratio Calculation	To be able to input data extracted from the company reports, perform the calculation of financial ratios using windows excel functions.
Task 2	Ratio Analysis & Interpretation	To be able to make sense of the number that have been calculated, identify historical trends, compare performance with peers and industry norms and to identify any outliers. To be able to interpret the financial health of the company based on analyzing its financial statements.
Task 3	Identification of Peer Group	To be able to understand the market and industry in which the company operates and identify close competitors and their strategies. To be able to identify like-for-like comparison for a stock in order to analyze the company's price/value performance by comparing market multiples.
Task 4	Revenue and Cost Drivers	To be able to break down company's revenue into price/volume data and to be able to analyze critical factors affecting the company's revenue and their historical trends. Developing an understanding of the basic building blocks of a financial model where the company's revenue and cost line items are derived based on the drivers.
Task 5	Market Research Report	Upon understanding the company and its peer groups in addition to the company/industry drivers, the next step is to articulate the company's position in the light of these factors. To be able to practically use the SWOT and PESTEL grids to identify the company's competitive environment and industry climate in order to gauge the company's future value which will then be translated to a target price.
Level 2 : Financial Modeling		
Level 3 : Writing an analyst report with financial forecasts		