MERCURY

Corporate Finance

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Introduction

Corporate Finance is a vital discipline that empowers organizations to make informed decisions about funding, investment, and risk. This course explores how firms maximize value through capital structure optimization, working capital management, and strategic investment. Participants will gain a deep understanding of valuation models, cost of capital, and financial strategy. The curriculum bridges theory and practice, enabling learners to apply financial frameworks to real-world business scenarios. By mastering these principles, participants will influence key corporate decisions and drive shareholder value. Ultimately, the course builds a foundation for strategic financial management that supports sustainable growth.

Targeted Groups

This Corporate Finance course targets professionals seeking specialized knowledge and skills:

- Corporate finance analysts looking to strengthen valuation and budgeting skills.
- Financial managers are responsible for capital structure and funding decisions.
- Business strategists who need to assess growth opportunities and risk.
- CFOs and senior finance executives are aiming to align financial decisions with corporate strategy.
- Consultants advising on mergers, acquisitions, and restructuring.
- Entrepreneurs and business owners who want clarity on investment decisions and financing.

Course Objectives

Participants will achieve the following objectives by completing the Corporate Finance course:

- Learn to analyze and evaluate capital investments using real-world techniques.
- Master how to determine an optimal financing mix between equity and debt.
- Understand how to calculate and interpret the cost of capital and discount rates.
- Gain fluency in valuation models, including discounted cash flow DCF and relative valuation.
- Explore best practices in working capital management to optimize liquidity.
- Assess dividend policy and payout strategies for maximizing shareholder value.
- Evaluate corporate risk and apply hedging tools to protect financial performance.
- Apply financial theory to corporate restructuring, mergers, and acquisitions.

Targeted Competencies

Participants will gain the following competencies during the program:

- Ability to conduct rigorous capital budgeting analysis and appraise projects.
- Proficiency in valuation techniques, including NPV, IRR, and enterprise multiples.
- Strategic thinking in designing an effective capital structure.
- Practical skills in managing working capital and optimizing cash flow.
- Understanding of the cost of capital calculation and its impact on value creation.
- Insight into dividend policy decisions and shareholder returns.
- Risk assessment capability with tools to hedge financial exposure.

- Analytical competence in mergers & acquisitions, restructuring, and value-creation strategies.

Studying Scenarios

In this training, participants will develop their skills through the analysis of the following scenarios:

- Evaluating a capital investment in a new product line using DCF under different market assumptions.
- Structuring a financing plan for a mid-sized firm, balancing debt and equity.
- Managing short-term cash flow and liquidity challenges in a seasonal business.
- Designing a dividend policy for a mature company seeking to reward shareholders while preserving growth capital.
- Assessing financial risks in international operations and proposing hedging strategies.
- Modeling an acquisition transaction, estimating, and valuing the combined entity.

Course Content

Unit 1: Foundations of Corporate Finance

- Definition and purpose of corporate finance — maximizing firm value
- Key financial questions: investment, financing, and working capital management
- Time value of money: present value PV, future value FV, annuities, and perpetuities
- Discounted cash flow DCF methodology and net present value NPV analysis
- Internal rate of return IRR, payback period, profitability index
- Sensitivity and scenario analysis in capital budgeting
- Real-world application: linking theory to managerial decisions

Unit 2: Capital Structure & Cost of Capital

- Sources of capital: equity, debt, hybrid instruments
- The trade-off theory: debt vs. equity decision making
- Calculating weighted average cost of capital WACC
- Estimating the cost of equity: CAPM and alternative models
- Cost of debt: yield, credit spreads, and ratings
- Optimal capital structure: debt capacity and leverage effects
- Impact of capital structure on firm valuation and risk

Unit 3: Valuation Techniques

- Enterprise value vs. equity value: definitions and components
- Free Cash Flow to the Firm FCFF and Free Cash Flow to Equity FCFE
- Terminal value calculation: multiple-based and perpetuity growth models
- Relative valuation: multiples EV/EBIT, P/E, EV/EBITDA
- Discounted cash flow model integration with relative valuation
- Monte Carlo simulation and stochastic models in valuation
- Valuation in practice: modeling sensitivity and risk

Unit 4: Working Capital & Liquidity Management

- Definition and importance of working capital
- Components of working capital: cash, receivables, inventory, payables

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- Cash conversion cycle and liquidity ratios
- Short-term financing options: lines of credit, commercial paper
- Managing trade credit and supplier terms
- Cash flow forecasting and treasury management
- Strategies for optimizing working capital in different business cycles

Unit 5: Financial Strategy, Dividends & Risk Management

- Dividend policy theories: residual and stable dividend approaches
- Share repurchases vs. dividend distributions
- Financial restructuring, M&A, and value-creating deals
- Risk types: interest rate, currency, credit, operational risk
- Hedging strategies: forwards, options, swaps
- Corporate governance and its impact on financial decisions
- Integrating financial policy with corporate strategy

Final Insights & Key Takeaways

By the end of this Corporate Finance course, participants will be able to make data-driven financial decisions that create long-term shareholder value. They will also leave equipped with analytical frameworks to assess investments, optimize capital, and manage financial risk in a corporate setting.

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