

Find Success

MFI Valuations and Investments

M2i Trainings invites participation for a three day training course on 'MFI Valuations and Investments'. Equity investment in an MFI poses multiple challenges because MFIs operate in a nascent industry that is still in its early stages of development. Determining the value at which the MFI should offer its equity share is arguably the most important challenge in the investment process.

Reaching a consensus on the value or price of equity is the first step in the equity investment process. Most often the valuation is based on the expected future returns to the equity investor. This usually involves forecasting future performance and an analysis of the business plan of the enterprise. When the buyer and the seller agree that the forecasted performance reflects mutually acceptable and realistic expectations regarding returns, there is usually an agreement on the price of the equity share of the enterprise also. This course intends to expose the participants to key concepts relating to enterprise and equity valuations as well as the issues that crop up during negotiations.

Who will benefit?

- CEOs and CFOs of MFIs
- Investors interested in the microfinance sector
- Analysts and consultants

Methodology

This training will be organized in the form of a workshop spread over three days. Role-plays, case-studies, exercises and presentations will be used extensively for effective assimilation of the concepts by the participants. The training methodology is highly participatory. The participants will be encouraged to learn from each other. Training materials and delivery of lectures will be in English.

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Date	10-12 September 2009
Location	New Delhi, India
Cost	Rs. 15,000 (US\$300)* per person

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* Scholarships Available

Cost of training

Rs 15,000 (US\$ 300) per person, which includes

- Professional fees for the training (including service tax)
- Course-pack for the participants
- Certificate of completion of training
- Lunch and tea for three days

Participants will have to make their own arrangements for travel and accommodation. M2i can, however, help participants in making arrangements for accommodation. Vishwa Yuvak Kendra (VYK) offers decent accommodation at reasonable rates. Accommodation at VYK will be available only when bookings are made well in advance.

Scholarships

A limited number of scholarships are available for deserving candidates from small, emerging MFIs and students. Scholarship up to a maximum of 50% of the course fee is available for the staff members from the MFIs having a loan portfolio of less than Rs100 million (US\$2.0million). Course fee payable by the participants receiving maximum scholarship will be Rs. 7,500 (US\$150). Please send an email to scholar@m2itrainings.com to apply for the scholarship.

Training Venue

This training will be organized in Vishwa Yuvak Kendra (VYK) located at Circular Road, Teen Murti Marg, Chanakyapuri, New Delhi

Course Content

- Financial Analysis of Past Performance and how it relates to value
- Financial Forecasts and Equity Value
- Investment Terms and Conditions
- Making a Compelling Case – The Investment Pitch
- Term Sheet Negotiations

How to Register?

For registration form and more information please send an email to Deepak Alok at deepak.alok@m2iconsulting.com or call +91 93505 82861

About the Trainers

Atul

An MBA from IRMA, Atul has extensive experience in microfinance, banking and market research. Atul is an expert in Financial Management and Multivariate Statistical Modeling. Atul is one of the pioneers of MFI-valuations in India. In the past, he has undertaken equity valuations of several MFIs in India and Cambodia. Atul is an expert trainer and has undertaken trainings for senior staff at Banks and MFIs. Atul has also been a visiting faculty at the TA Pai Management Institute (TAPMI), Manipal.

Deepak Alok

An MBA from the Institute of Rural Management, Anand (IRMA), Deepak also holds a Diploma in Business Finance (DBF) from the Institute of Chartered Financial Analysts of India (ICFAI). Deepak is a co-founder and partner at M2i and has extensive experience of working with over 200 MFIs in eight countries of Asia. Deepak is an expert trainer and has trained over 1,000 individuals in the microfinance sector.

Training solutions from M2i

M2i offers high quality training solutions for the microfinance sector which are designed to enhance the skill as well as attitude levels of executives and enable them to perform effectively in their current as well as future roles. Other trainings offered by M2i are

- Corporate finance
- Financial mathematics
- Financial Analysis
- Perspective building in microfinance
- Accounting and financial reporting
- Business planning
- Internal audit
- Risk and delinquency management
- Loan portfolio management systems

About M2i

M2i was set up by a group of professionals with extensive experience in microfinance, development and banking. M2i's mission is to catalyze the growth of microfinance by bringing in more professionalism in the sector. It offers consulting and training services to the MFIs, lenders, investors and other stakeholders in microfinance. Following are the services provided by M2i.

- Diagnostic assessments of MFIs capacity to grow
- Mentorship of MFIs
- Loan Portfolio Audit
- MFI valuation and investment advisory
- Business planning
- Market research and country studies
- Trainings