



**CITY INVESTMENT TRAINING**

# **PART-TIME PROGRAM**

**12 WEEKS**

**IN-CLASS / 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 40 on the eligibility calculator**



## Send us your CV to [info@cityinvestmenttraining.com](mailto: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**



**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**

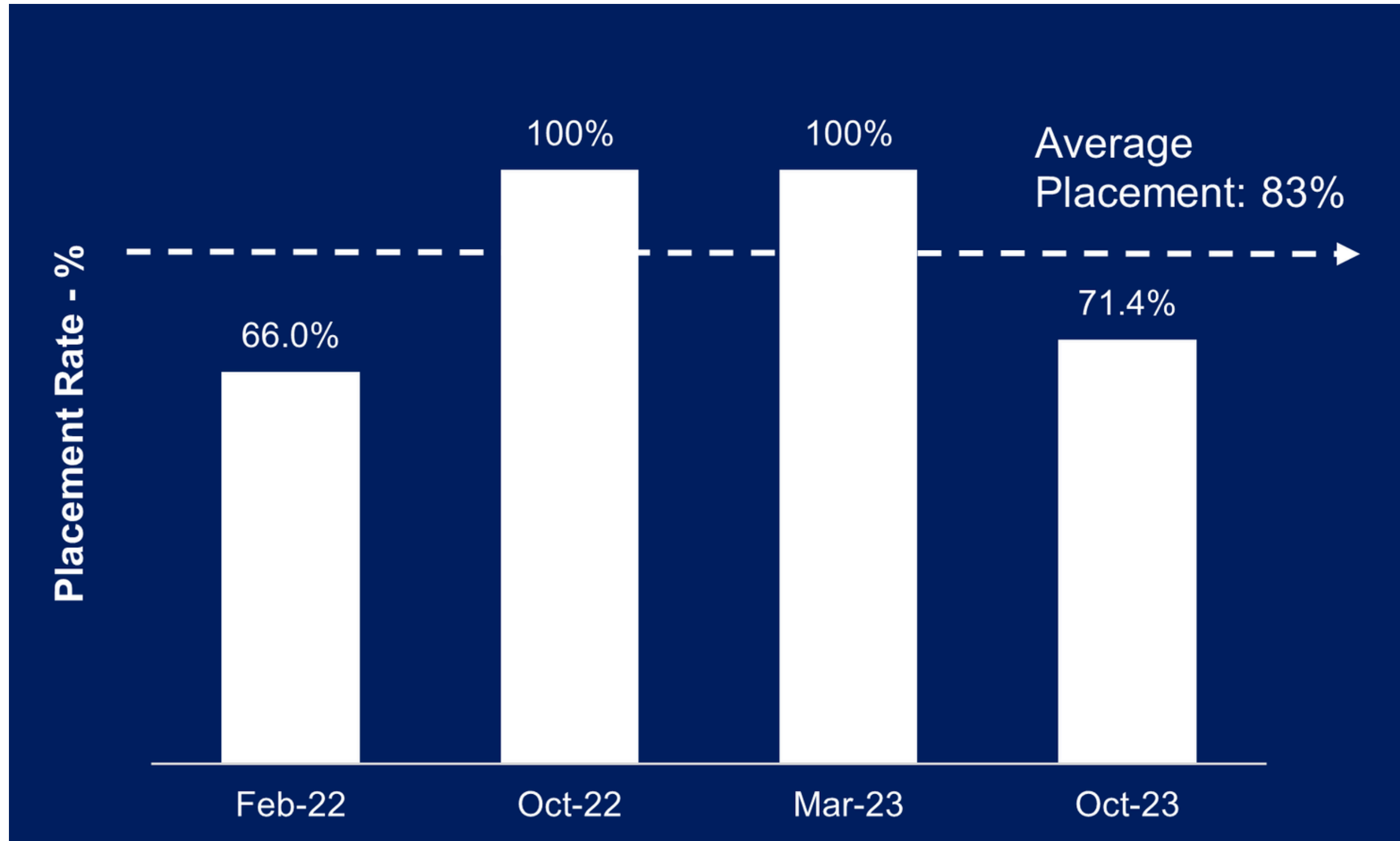
# **PLACEMENTS**

**BEST IN-CLASS PLACEMENT OF 90%**



# 83% PLACEMENT RATE

CELEBRATING PART-TIME STUDENT SUCCESS SINCE 2022

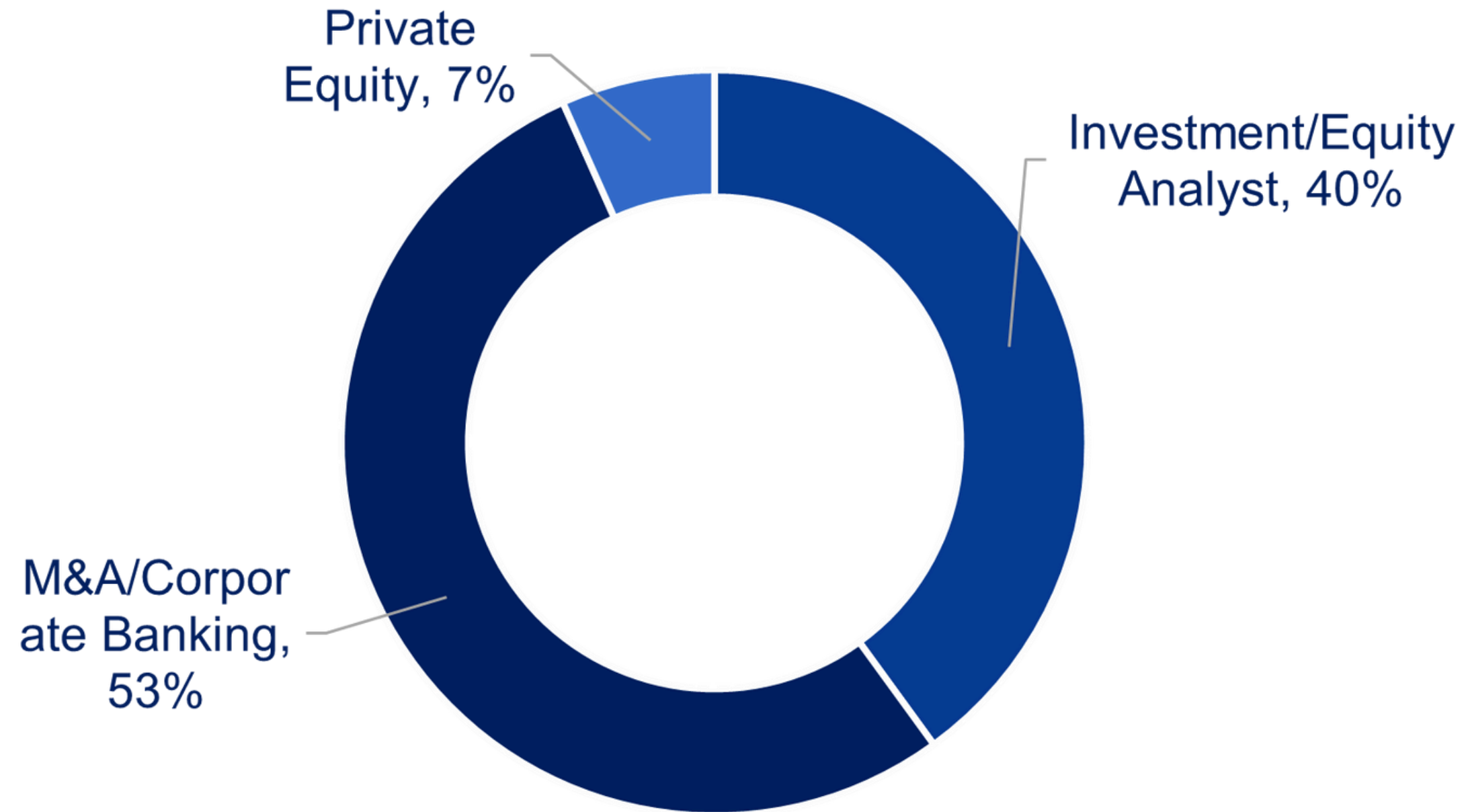


90% PLACEMENT FOR STUDENTS WHO ENTERED THE JOB MARKET IMMEDIATELY AFTER THE COMPLETION OF THE PROGRAM



# 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**

**12 WEEKS ONLINE**

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



# WEEK 1-2 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 3-9

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**



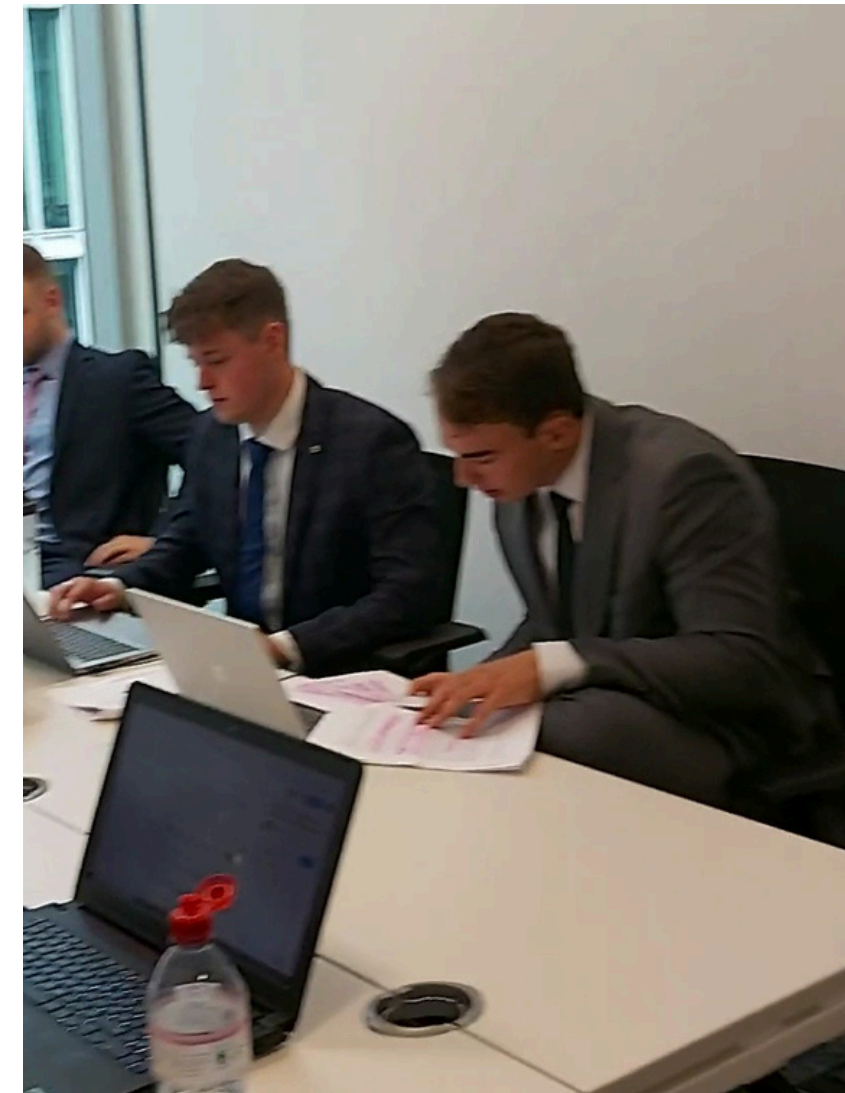
# VALUATIONS - WEEK 10-12

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 10-12

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 10-12

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 10-12

## 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 10-12

## 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



# LINEDIN 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 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**

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

**SATURDAY 6TH AUGUST AT 4PM, MARRIOTT CANARY WHARF**



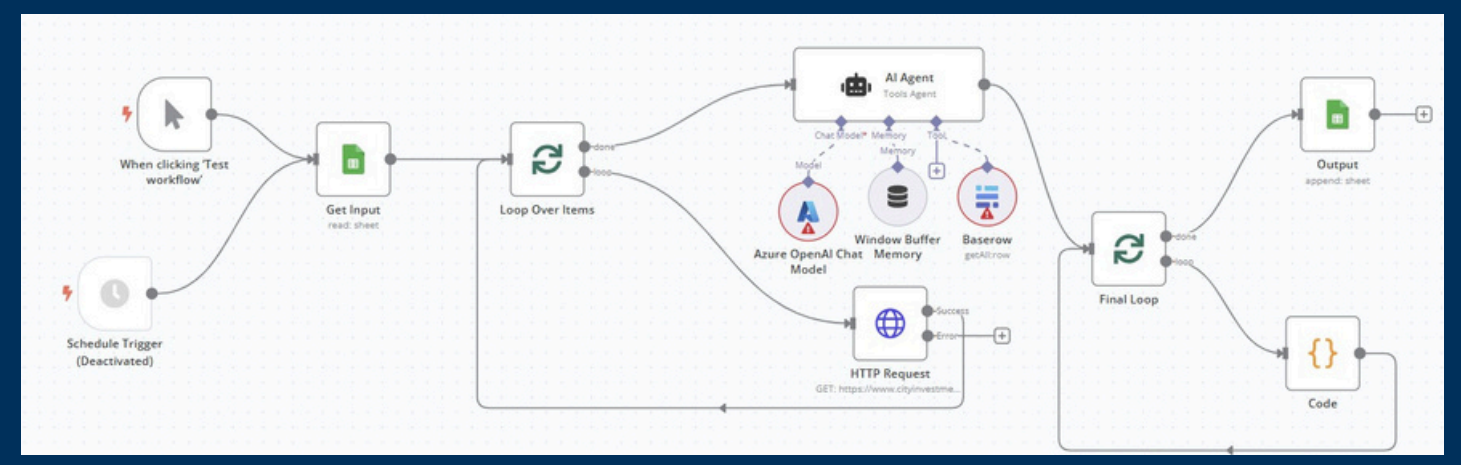


# CITY INVESTMENT TRAINING

# 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**



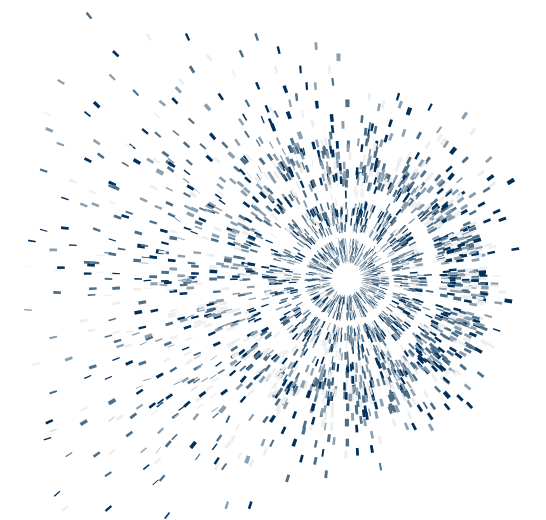
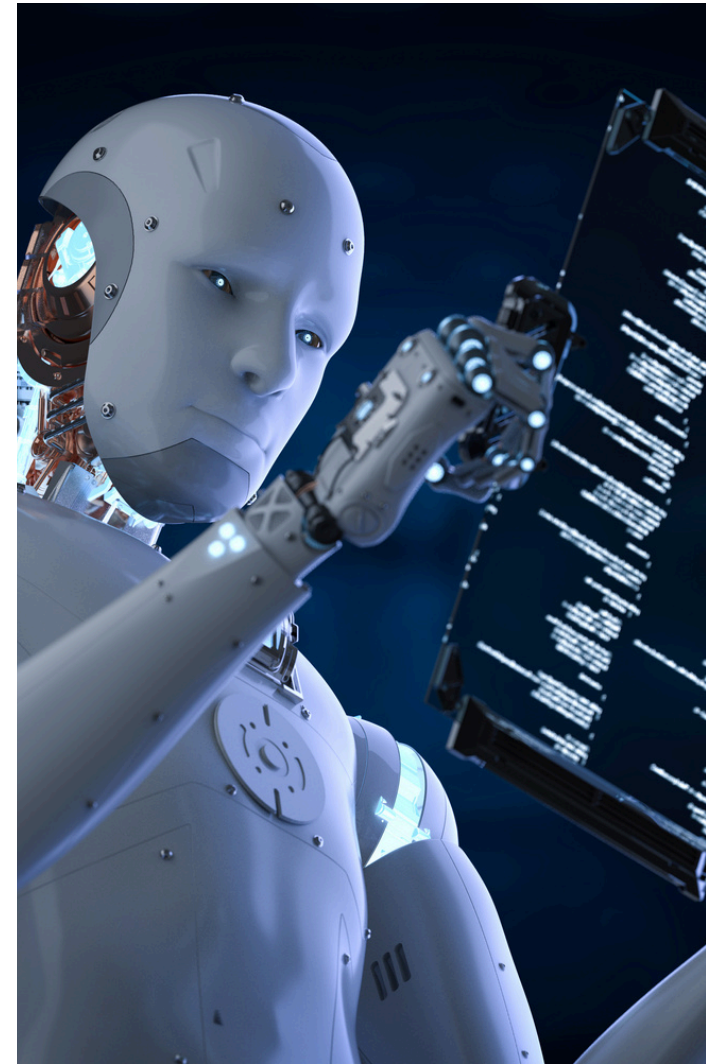
**AI FINANCIAL MODELLING**



**AI EQUITY RESEARCH**



**AI DEAL SOURCING - M&A/PE**

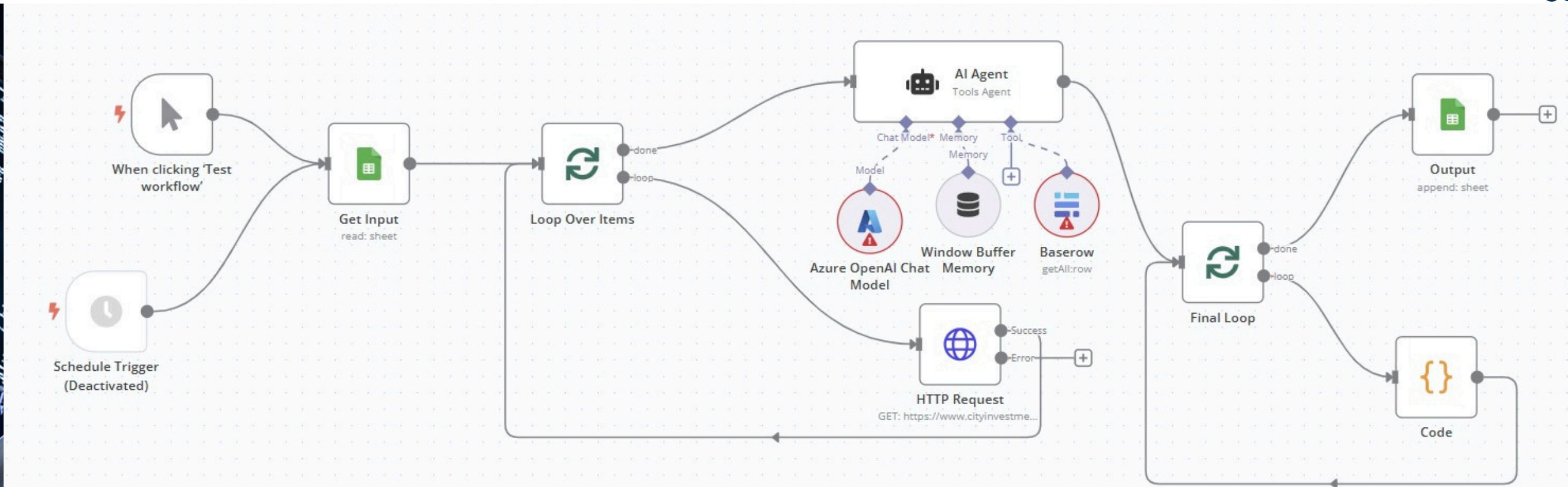




# AI JOBS TRACKER

## 🎯 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!



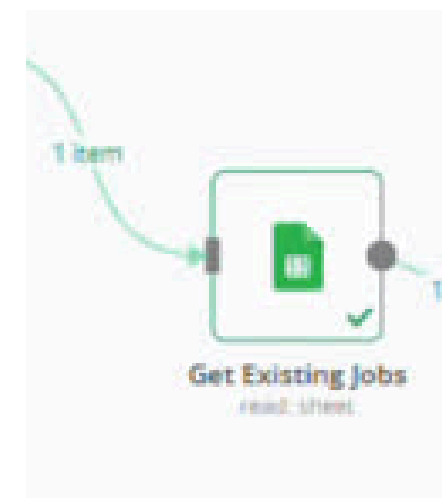
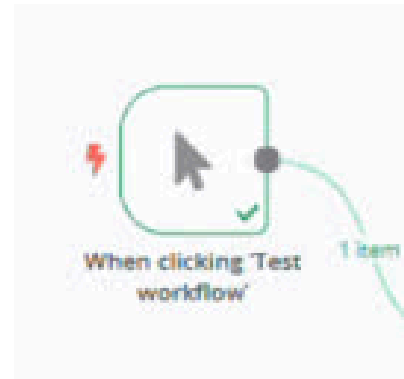




# AI JOBS TRACKER

## Jobs - 58 Job Portals and Banking websites

CITY INVESTMENT TRAINING



CIT AI Job Tracker





# 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

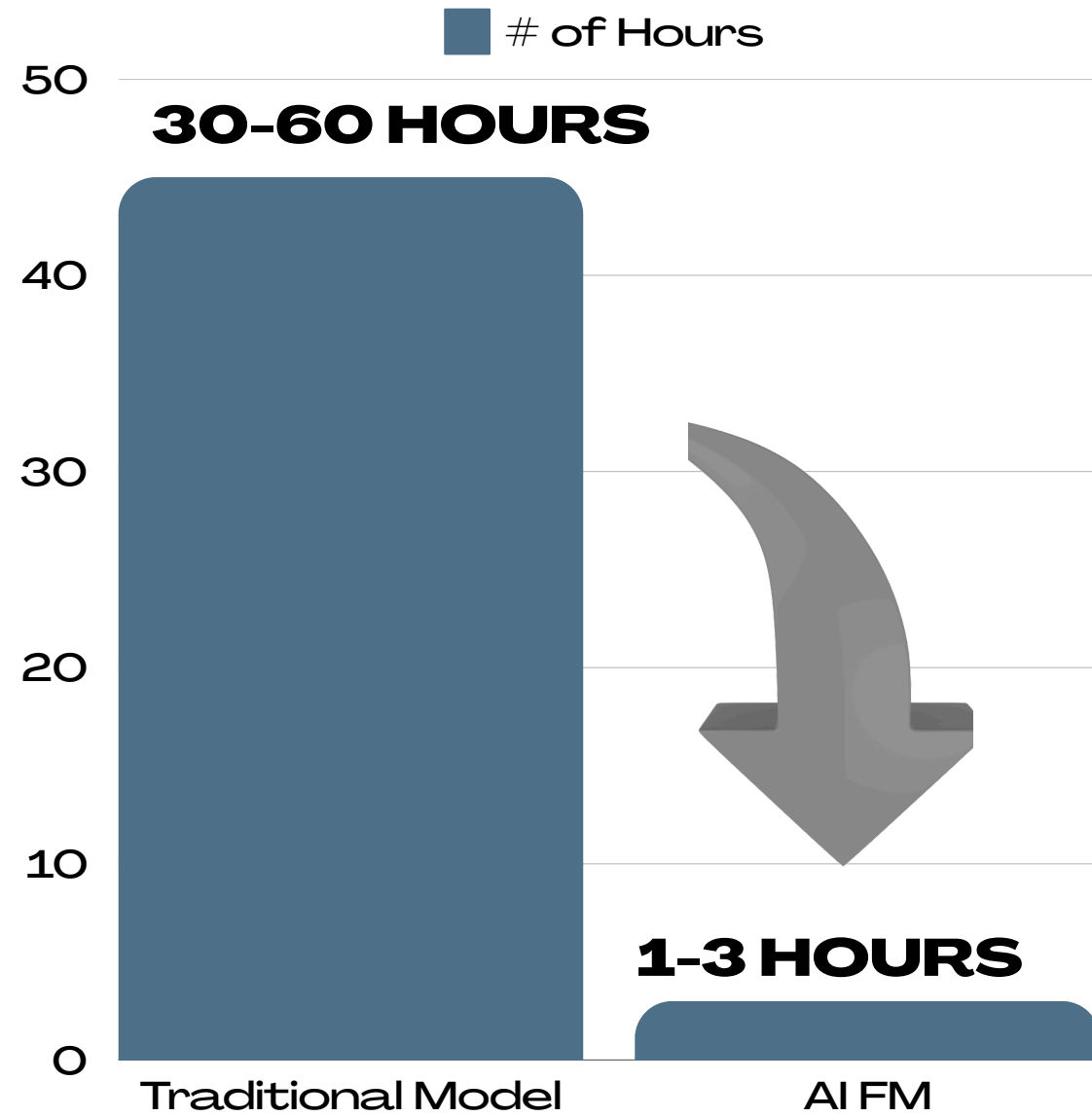


### RESULT

- 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
<b>Apple Inc. Income Statement</b>										
<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
<b>Gross margin</b>	<b>84,263</b>	<b>88,186</b>	<b>101,839</b>	<b>98,392</b>	<b>104,956</b>	<b>140,939</b>	<b>155,524</b>	<b>165,449</b>	<b>184,234</b>	<b>197,000</b>
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
<b>Total operating expenses</b>	<b>24,239</b>	<b>26,842</b>	<b>30,941</b>	<b>34,462</b>	<b>38,668</b>	<b>48,949</b>	<b>53,338</b>	<b>55,590</b>	<b>60,783</b>	<b>63,000</b>
<b>Operating income</b>	<b>60,024</b>	<b>61,344</b>	<b>70,898</b>	<b>63,930</b>	<b>66,288</b>	<b>91,990</b>	<b>102,186</b>	<b>109,859</b>	<b>123,450</b>	<b>133,000</b>
Depreciation & Amortisation	10,505	10,157	10,903	12,547	11,056	10,662	10,997	11,541	12,086	12,000
<b>EBITDA</b>	<b>70,529</b>	<b>71,501</b>	<b>81,801</b>	<b>76,477</b>	<b>77,344</b>	<b>102,652</b>	<b>113,182</b>	<b>121,400</b>	<b>135,536</b>	<b>146,000</b>
Other income/(expense), net	1,348	2,745	2,005	1,807	803	698	716	738	906	1,000
<b>Income before income taxes</b>	<b>61,372</b>	<b>64,089</b>	<b>72,903</b>	<b>65,737</b>	<b>67,091</b>	<b>92,688</b>	<b>102,902</b>	<b>110,596</b>	<b>124,356</b>	<b>135,000</b>
Provision for income taxes	15,685	15,738	13,372	10,481	9,680	13,373	14,847	15,957	17,942	19,000
<b>Net income</b>	<b>45,687</b>	<b>48,351</b>	<b>59,531</b>	<b>55,256</b>	<b>57,411</b>	<b>79,315</b>	<b>88,055</b>	<b>94,639</b>	<b>106,414</b>	<b>115,000</b>



# LINEDIN 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,

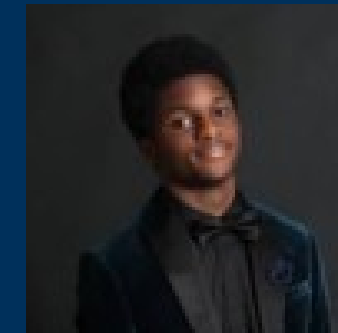
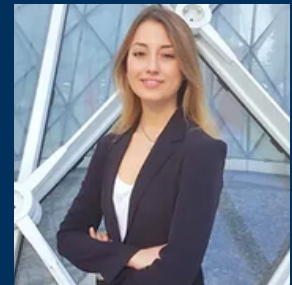
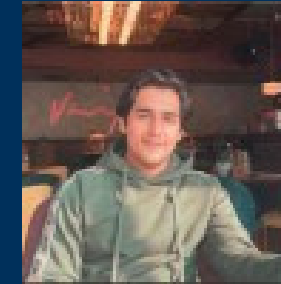
XX



# SAMPLE STUDENTS LIST

**OUR STUDENTS WORK FOR THE MOST PRESTIGIOUS INVESTMENT BANKS IN THE WORLD**

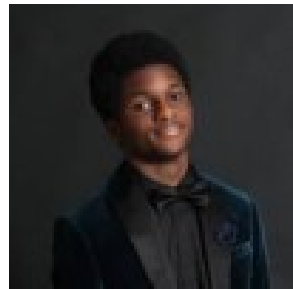
\*\*\*\* We will be happy to put any student who gets an offer to join one of our longer courses in touch with our ex-students mentioned on this list





# FULL TIME AND PART TIME PROGRAM- WE'VE PLACED HUNDREDS OF STUDENTS

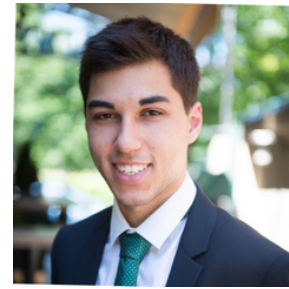
Nifemi O



Rushil



Todor



Vinay



Abheek



Gustavo V



Thomas B



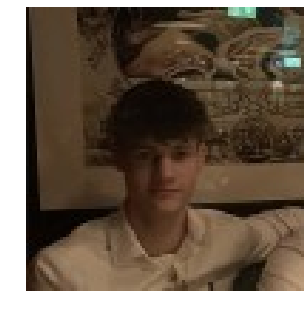
Joseph K



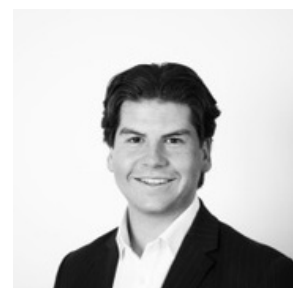
Paul



Luan H



Alexander



Alexius



Alberto Y



Catriona



Chenyao W





# STUDENT SUCCESS - WE'VE PLACED HUNDREDS OF STUDENTS

1

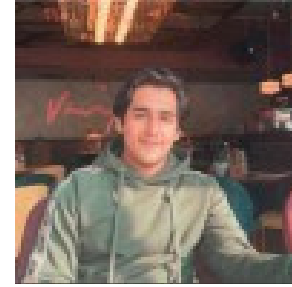
Jack



David



Sahil



Amar



Sam



Andrea M



Olivier M



George M



William D



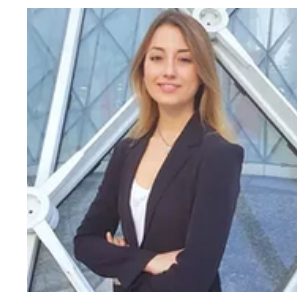
Abhay G



Jack L



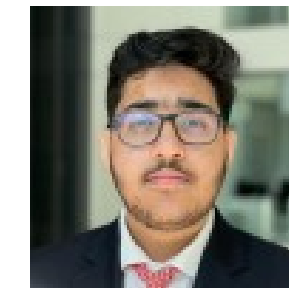
Carolina



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



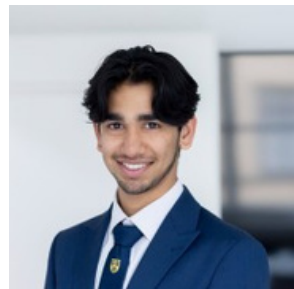
Josh B



Joshua H



Mayank N



Rikardas K



Reevo



Carmen



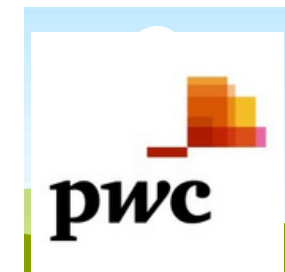
Luke



Amarthya



Simeon P



Farrukh



Eugene N



Djenebou







# STUDENT SUCCESS - WE'VE PLACED HUNDREDS OF STUDENTS

4

Matteo



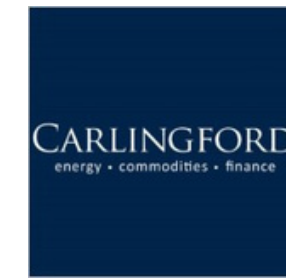
Freddie W



Adriano



Eitan



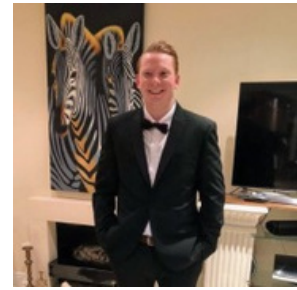
Dhian S



Makhan N



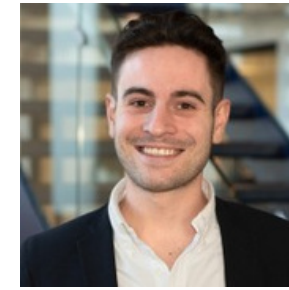
Jordan M



Thomas



Jorgen R



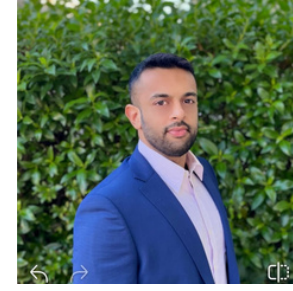
Håkon A



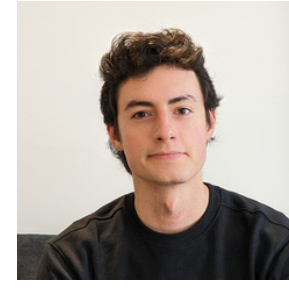
Louis M



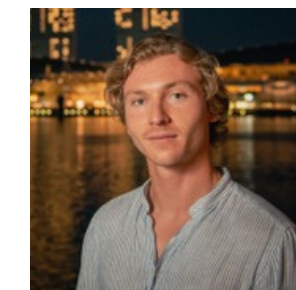
Ali



Sean K



Ruben V



Shamil





# STUDENT SUCCESS - WE'VE PLACED HUNDREDS OF STUDENTS

Eliza M



Ben



Georgina



Jeyhan



Macarena



Daiyin C



Han



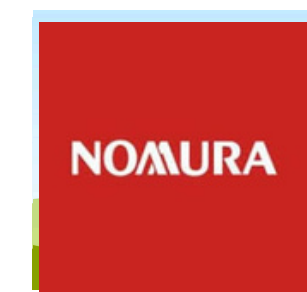
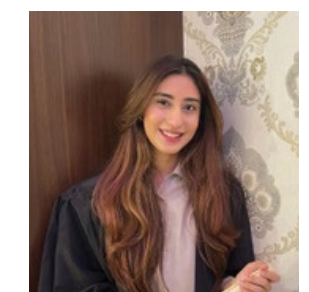
Jarno C



Tom K



Tooba Q



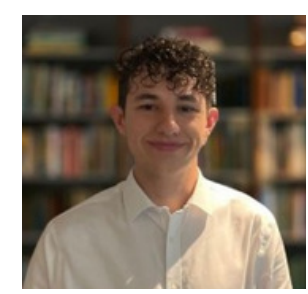
Vinay S



Henrique



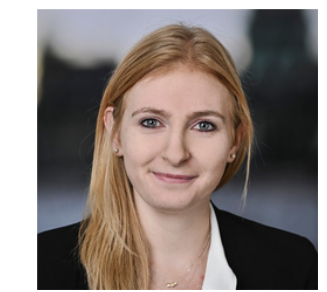
Harry S



Harminderl U



Malene N



Guillen T



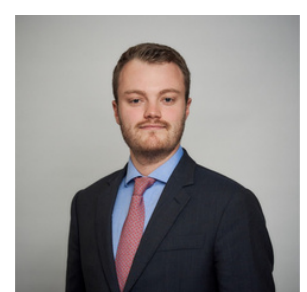
Harry C



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"*



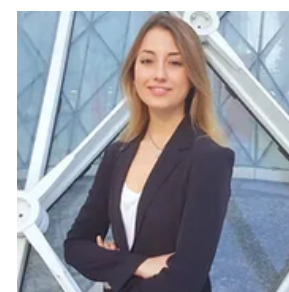
Joseph K



*"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."*



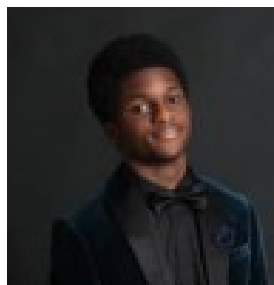
Tom K



*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."*





# 2025 FEES

*\*20% discount on fees for students who join the waitlist before 28th, Feb 2025*

**8-week Full-Time Program**

**£7,000 plus 20% VAT**

**12-Week Part-Time Program**

**£6,000 plus 20% VAT**



# 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](mailto: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