

The background image is a composite of renewable energy elements. In the foreground, there's a field of tall, golden-brown grass. To the left, a solar panel array is visible. In the center and right, several wind turbines are silhouetted against a bright, hazy sky at sunrise or sunset. A large, white energy storage container with 'ENERGY STORAGE' written on it is in the lower right. The overall tone is warm and futuristic.

**PIVOTAL**<sup>180</sup>

# FINANCIAL MODELING FUNDAMENTALS

CONCEPTS, CODING, BUSINESS ANALYSIS

**TRAINING COURSE**

# FINANCIAL MODELING FUNDAMENTALS

## Training Course

## Why Learn With Pivotal180?

### World-Class Course Content

- Master the ability to build professional financial models
- Learn how to project future cash flows, value your business, and determine funding needs.
- Produce clear outputs for business decisions
- Instruction from top industry experts and academics
- Access to all course content (slides, videos and models) for one year

### Open to All Experience Levels

- Pivotal180's introduction course - designed for participants at all levels
- Suitable for anyone who needs to build, analyze, or review financial models
- Ideal for startups who need to think about the future of their business
- A great foundation for Accountants and Engineers to help you better understand broader business decisions
- Perfect for students who are preparing for roles in finance

### Practical Skills

- Hands-on learning
- Build a best-practice financial model using a real-life case study.
- Run scenarios to assess how changes in assumptions impact the firm
- Use a financial model to determine appropriate product pricing or breakeven analysis
- Learn frameworks for evaluating your business or project, including future cash flows, income statement, balance sheet and cash flow integration, and financial statement analysis

# FINANCIAL MODELING FUNDAMENTALS

## Training Course

## Course Syllabus

### Pre-course Material

Excel functions, formulas and shortcuts | Best practice modeling concepts |

### Model Development

Initial model setup and formatting | Creating inputs | Production / Operations | Revenues & Operating costs | Escalation | Unlevered returns (IRR, NPV, MOIC)

### Sensitivities, Scenarios and Optimizing

Creating scenarios | Sensitivities | 1-D and 2-D Data Tables | Reviewing models with review tables and graphing | Goal seeks | Presenting varying results | Grouping

### Primer on Debt

Debt and Equity Intro | Benefits of leverage | Funding needs | Debt repayment types | Debt inputs and calculations | Levered Returns | Model checks | Combo Boxes

### Intro to 3-Way Statements

Need for and use of 3-way financial statements | Balance sheets | T-Accounts | Income and Income statements | Cashflow and comparison to income | Retained Earnings | Depreciation | Net Working Capital | Payout ratios / dividends | Building the 3-way statements | Reviewing 3-way statements

### Model Outputs / Decisions

Graphing | Reviewing financial models (tips and tricks) | Creating user friendly outputs for real business decisions | Designing of financial models | Final quiz

The purpose and importance of financial models in business decision-making.

# FINANCIAL MODELING FUNDAMENTALS

## Training Course

## Course Delivery Options

### IN-PERSON

- 2 days, ~6 hours per day
- Private and public classes
- Homework to ensure and deepen understanding

### LIVE STREAM

- Four 3-hour sessions over 2 to 4 weeks
- Instructor-led lessons
- Case study + recordings

### ONLINE SELF-PACED

- ~20 hours completion time
- Learn on your schedule
- Complete model walk-through + chapter quizzes

## The Pivotal180 Difference

**Unrivaled experience.** The Pivotal180 team members have decades of experience as principal investors, advisors, university professors, and have held board positions in multiple companies.

**More than Excel coding.** Learn how to analyze deals. We teach market structures, policy and incentives, financial modeling, how to read legal documents, and deal management based on real experience, ensuring students deepen their skills and understanding.

**The most tailored courses in the market.** Learning in context works. Courses can be tailored to reflect your business, including incorporation of actual deals, transaction documents, and country-specific tax regimes.

**Access to online learning platform.** All participants in our in-person and live-stream courses receive free access to our online learning courses to dive deeper into topics, including access to discussion forums for ongoing questions.

**Dedicated to training.** We teach over 1,500 students each year for some of the world's premier investors. Clients include Macquarie, GIP, Santander, Engie, CRC-IB, Nomura, Generate Capital, Lendlease, NY Green Bank, and more.

## Current Courses Available

### Project Finance

[Introduction to PF Modeling](#)  
[PF & Infrastructure Modeling](#)  
[Renewable Energy PF Modeling](#)  
[Advanced PF Debt Modeling](#)

### Tax Equity

[Tax Equity & Hybrid Financial Modeling](#)  
[Tax Equity Essentials](#)

### Industry & Fundamentals

[Battery Storage Financial Modeling](#)  
[Mining/Critical Minerals PF Modeling](#)  
[Financial Modeling Fundamentals](#)  
[A Quick Look Into Data Centers](#)