

PROFESSIONAL CERTIFICATE PROGRAM | 50 HOURS WEEKEND FORMAT

How FinTechs Really Work & Get Valued



Delivered by FinTech, IR, Equity Research, Investment Experts



**20,000+
Trained**



**Active
learning**



**Industry
Oriented**

Why This Program Is Different

- Practitioner-led, not academic
- Heavy focus on real company financial models
- India-first, globally relevant
- Covers profitable and loss-making FinTechs
- Teaches investor and analyst thinking

Who Should Attend

- Equity research & investment professionals
- VC / PE / family office teams
- Strategy, finance & product leaders
- CA, CFA, MBA professionals
- Professionals transitioning into FinTech or investing roles

Program Format

- Total Duration: 50 Hours, ~ 13 Weeks
- Schedule: Weekends (Saturday & Sunday) 4 hours per day
- Mode: Virtual Online Live, instructor-led sessions

Learning Approach:

Case Studies → Concepts → Financial Modelling → Discussion → Assignments

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Course Structure & Modules

MODULE 1: Foundations of FinTech

FinTech evolution from banking to embedded finance; key verticals (payments, lending, InsurTech, neo-banks); why some FinTechs scale while others fail; business models (transaction, balance-sheet, marketplace, SaaS/API); revenue streams, unit economics (CAC, LTV, churn); defensibility.

MODULE 2: Accounting & Financial Modelling Basics

Investor-focused view of financial statements, cost structures, working capital, and accounting red flags; model structure, drivers vs assumptions, and scenario/sensitivity analysis used in professional models.

MODULE 3: Valuation Frameworks for FinTechs

Valuation as judgement, not formulas; absolute vs relative valuation; DCF logic and limitations in FinTech; key multiples (P/E, P/B, EV/Revenue, EV/Gross Profit, etc.); valuing loss-making companies; marketplace vs lending models; public vs private market valuation gaps.

MODULE 4: Full Financial Modelling – A Listed Payment Company

Bank/NBFC modelling from scratch: historicals, revenue (fees, interest, cards), costs, operating leverage, credit costs, provisioning, balance sheet and cash flow linkage, and valuation. Insights into credit cycles and risk vs growth trade-offs.

MODULE 5: Revenue Forecasting & Valuation – A Listed Fintech Marketplace

Marketplace revenue forecasting, commission logic, CAC-led growth, marketing spend, operating leverage, loss-to-profitability journey, and valuation using DCF, EV/Revenue, and EV/Gross Profit, explaining why markets reward select loss-making FinTechs.

MODULE 6: Pitching & Storytelling with Numbers

Structuring investor-ready pitches covering industry, business model, moat, financials, valuation, and risks; pitching for investment roles, VC/PE, and pre-IPO situations; live pitch practice with experts.

MODULE 7: Capstone & Certification

Review of real buy-side and sell-side research, cross-role analytical thinking, concept revision, career pathways (equity research, IB, VC/PE, FinTech strategy), and certification assessment.



What You Take Away

- Two real-world financial models in-depth discussion
- Understanding of FinTech economics
- Guest sessions by Industry Professionals
- Confidence to analyse, question & pitch
- Certificate from Global FinTech Academy
- 13 Weeks ~ 50 Hours of industry-oriented course

Course Fee (Inclusive of all): Rs. 60,000 only

To Confirm your Registration Visit

www.globalfintechacademy.net

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Program Led By



Sambhav Golechha

Ex-Equity Research,
Goldman Sachs, Credit Saison



Piyush Singh

Global Fintech Consultant
Founder & CEO: CeDISI, GFA

Limited seats. Early registration recommended.