



**Meritshot**

# Post Graduation Program in Investment Banking

Master financial modeling, valuation, and deal-making with Meritshot's industry-vetted curriculum and 360° career support designed to launch your career in global investment banking and financial services.





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# The Future Belongs to Finance-Ready Professionals

The global financial landscape is undergoing rapid transformation. Traditional banking models are being reshaped by digital disruption, regulatory reforms, and new market instruments. Yet, at its core, investment banking continues to power the world economy driving IPOs, facilitating mergers and acquisitions, enabling private equity deals, and creating innovative financial solutions for corporations and governments alike.

With global capital flows crossing borders faster than ever, businesses need finance professionals who can think strategically, analyze risk, and build trust in volatile environments. Today's investment bankers are no longer just number-crunchers—they are advisors, strategists, and risk managers who help organizations make billion-dollar decisions.

## **This future belongs to professionals who are:**

- Agile in dynamic markets → able to adapt quickly to changing economic cycles.
- Tech-enabled analysts → leveraging tools like advanced Excel, financial software, and AI-driven analytics.
- Global-minded professionals → with an understanding of cross-border regulations, compliance, and financial instruments.

By enrolling in this program, you position yourself at the forefront of this future. You won't just learn theory—you'll acquire practical deal-making expertise and gain exposure to the very skills recruiters at top investment banks, consulting firms, and private equity funds demand.





# Build the Investment Banking Skills that Industry Needs

The world's top banks, consulting firms, and financial institutions hire candidates who can deliver impact from day one. That means being able to evaluate a live deal, build models, assess risk, and present insights with clarity. Employers value hands-on expertise, not just degrees. This program is built with exactly that in mind.

**You will master a 360° skillset that spans the entire investment banking value chain:**



## Financial Modeling & Advanced Excel

- Transform raw financial data into actionable insights with Excel, Power Query, and Pivot tools.
- Build financial models for forecasting, scenario analysis, and business valuation.
- Work on real M&A and IPO modeling case studies.

## Company & Deal Valuation Techniques

- Apply Discounted Cash Flow (DCF), WACC, and terminal value methods.
- Use comparable multiples (EV/EBITDA, P/E, PEG) like industry professionals.
- Evaluate synergies, premiums, and deal structures in mergers and acquisitions



## Corporate Transactions: LBOs & M&A

- Design leveraged buyout structures with debt and equity financing.
- Assess returns (IRR, MOIC) across multiple exit scenarios.
- Understand integration strategies, hostile takeovers, and post-deal challenges.





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**You will master a 360° skillset that spans the entire investment banking value chain:**



## Capital Markets & Derivatives

- Navigate equity markets (IPOs, buybacks, and secondary offerings).
- Master derivatives (forwards, futures, options, swaps) and pricing models (Greeks, Black-Scholes, Monte Carlo).
- Learn hedging, arbitrage, and trading strategies used by hedge funds.

## Risk, Compliance & Regulation

- Understand Basel norms, RBI/SEBI regulations, and global frameworks (MiFID, IOSCO, GDPR).
- Learn how compliance and risk management safeguard institutions and investors.
- Apply governance and ethical principles in real-world banking operations.



By the end of this program, you will have not just knowledge but the confidence and competence to take on roles like Investment Banking Analyst, Equity Research Associate, Risk Consultant, or M&A Specialist.





# Real Stories, Real Impact

## Empowering Ambitions with Real World Learning

### Nitika Gupta

"Meritshot's Investment Banking Certification has been an amazing experience. The instructors make complex topics simple, and the personal support from the Meritshot team truly sets them apart."

### Gagan Dixit

"Joining Meritshot has been one of my best career decisions. The faculty is highly engaging and knowledgeable, and the team ensures we receive a top-notch learning experience."

### Rohit Sharma

"The support throughout this program has been exceptional. From quick doubt resolution to high-quality study material, everything has made my learning smooth and effective."

### Nirmal Yadav

"This course is well-structured and easy to follow. The instructors explain every concept with clarity, and the learning environment is incredibly supportive."

### Anyia Chopra

"One of the most rewarding learning journeys I've had. The instructors are approachable and experienced, and each session boosts my confidence in investment banking."

### N. Sitharaman

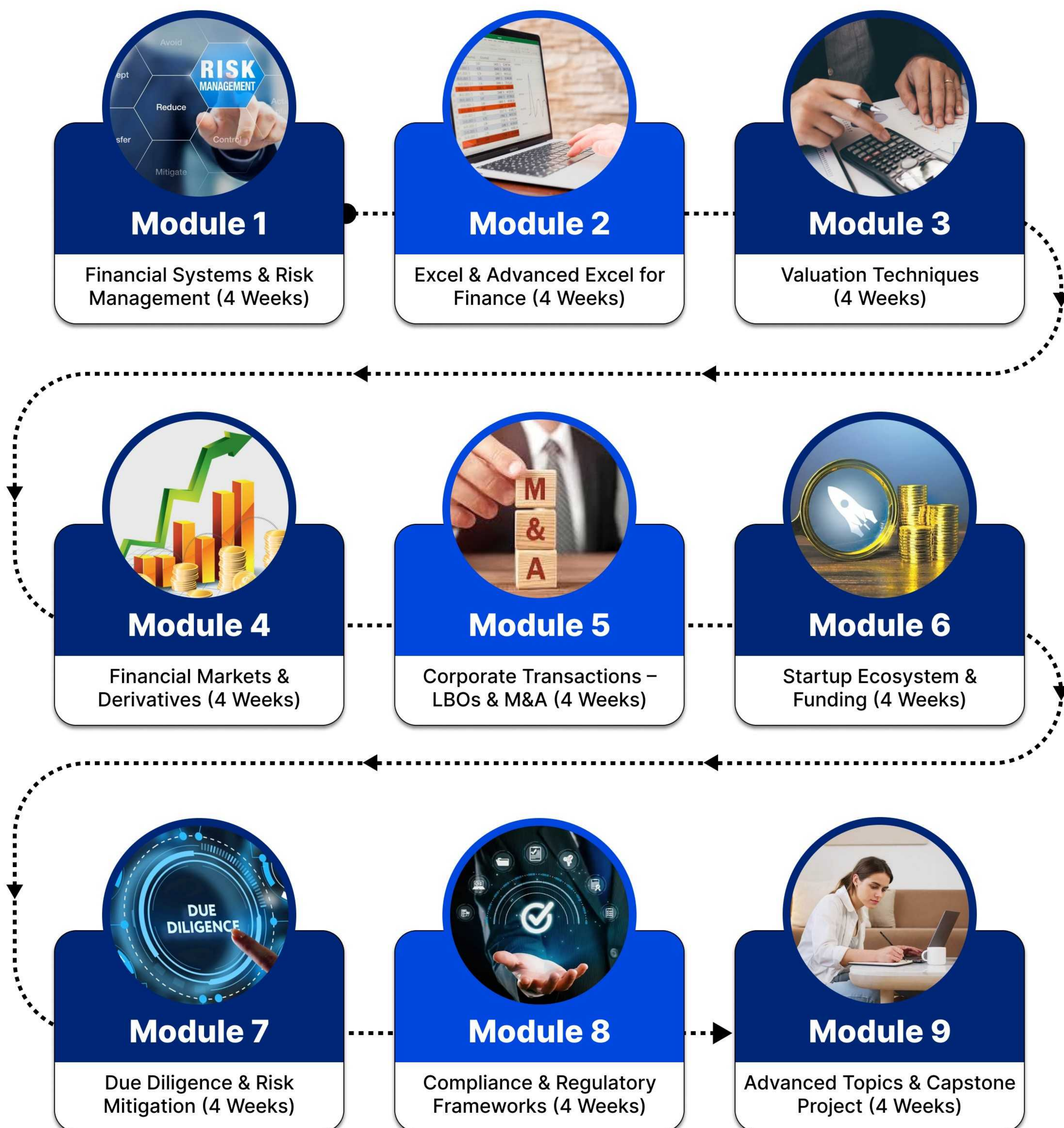
"The program exceeded my expectations. The balance of theory and practical application is excellent, and I now feel well-prepared to advance my career in finance."





# Investment Banking Program Curriculum

Master Financial Modeling, Valuation & Deal-Making Skills to Excel in IB Roles



**Outcome:** Become Industry-Ready for Roles in Investment Banking, Private Equity, and Corporate Finance





## Module 1

# Financial Systems & Risk Management (4 Weeks)

### Overview:

Get a comprehensive introduction to global financial systems and understand how risks are managed by banks, investors, and regulators in today's volatile markets.

### Detailed Topics:

#### Global Financial Architecture

- Role of central banks (RBI, Fed, ECB)
- Functions of investment banks, commercial banks, and regulators
- Flow of capital across markets and financial institutions



#### Foreign Exchange & Global Markets

- Forex market structure, currency pairs, arbitrage opportunities
- Interest rate parity, purchasing power parity
- Volatility drivers: inflation, geopolitics, central bank policies



#### Risk Management Fundamentals

- Types of risks: Market, credit, liquidity, operational, systemic
- Risk-return trade-off and portfolio risk measurement (VaR, CVaR)
- Stress testing and scenario analysis





## Module 1

# Financial Systems & Risk Management (4 Weeks)

### Overview:

Get a comprehensive introduction to global financial systems and understand how risks are managed by banks, investors, and regulators in today's volatile markets.

### Detailed Topics:



#### Regulatory Frameworks

- Basel II/III/IV capital adequacy norms
- Risk-weighted assets and capital buffers
- Role of SEBI, RBI, SEC in risk governance



#### Technology in Risk Management

- Artificial Intelligence & ML in fraud detection and credit scoring
- Blockchain applications in settlements and KYC
- RegTech tools for compliance automation



## Module 2

# Excel & Advanced Excel for Finance (4 Weeks)

### Overview:

Develop mastery of Excel, the backbone of all financial modeling, by learning advanced formulas, reporting, and automation for investment banking workflows.

### Detailed Topics:



### Core Excel Functions for Finance

- Financial functions (NPV, IRR, PMT, FV)
- Logical functions (IF, AND, OR, nested formulas)
- Lookup functions (VLOOKUP, HLOOKUP, INDEX-MATCH)

### Advanced Excel Tools

- Array formulas and dynamic arrays
- Power Query for data cleaning & transformation
- PivotTables & PivotCharts for summarizing financial datasets

### Data Visualization & Reporting

- Building interactive dashboards for financial KPIs
- Advanced charting (waterfall, combo, scenario charts)
- Conditional formatting for trend identification

### Financial Modeling with Excel

- 3-statement financial modeling (P&L, Balance Sheet, Cash Flow)
- Forecasting revenues, costs, and working capital
- Sensitivity & scenario analysis for investment decisions

### Practical Finance Applications

- Excel-based LBO model (debt schedules, IRR, MOIC)
- M&A synergy modeling (revenue & cost synergies)
- Dynamic valuation reports with automated dashboards



## Module 3

## Valuation Techniques (4 Weeks)

## Overview:

Gain expertise in company and deal valuation using the methodologies that drive real-world M&A, IPO, and private equity deals.

## Detailed Topics:



## Introduction to Valuation

- Enterprise value vs. equity value
- Intrinsic vs. relative valuation



## Discounted Cash Flow (DCF) Analysis

- Forecasting free cash flows (FCFF, FCFE)
- Weighted Average Cost of Capital (WACC) calculation
- Terminal value methods: perpetuity growth vs. exit multiple



## Relative Valuation

- Trading comparables: EV/EBITDA, P/E, P/B, PEG
- Transaction comparables (precedent deals)
- Sector-specific multiples (tech, banking, retail, etc.)



## Other Valuation Approaches

- Net Asset Value (NAV) & replacement cost method
- Residual income valuation model
- Control premiums & minority discounts



## Valuation in Deal Context

- M&A synergy modeling (revenue, cost, tax benefits)
- Impact of leverage on valuation
- Pitchbook-style valuation presentation





## Module 4

# Financial Markets & Derivatives (4 Weeks)

### Overview:

Understand how capital markets function and learn the instruments used for investing, hedging, and speculation.

### Detailed Topics:



#### Equity Markets

- IPO process: roadshows, book building, underwriting
- Buybacks and share repurchases
- Equity research reports & earnings call analysis

#### Debt Markets

- Bond structures: zero-coupon, convertible, callable, perpetual bonds
- Credit rating methodologies
- Securitization: MBS, ABS, CDOs

#### Derivatives Instruments

- Forwards, futures, options, swaps
- Options strategies (straddle, strangle, spreads)
- Interest rate & currency swaps

#### Derivative Pricing Models

- Black-Scholes model & binomial trees
- Option Greeks (Delta, Gamma, Vega, Theta, Rho)
- Monte Carlo simulations for exotic options

#### Trading Strategies

- Arbitrage, hedging, and speculation strategies
- Case studies on derivatives misuse (Barings, AIG, Archegos)



## Module 5

# Corporate Transactions – LBOs & M&A (4 Weeks)

### Overview:

Master the mechanics of mergers, acquisitions, and leveraged buyouts from modeling to negotiation and integration.

### Detailed Topics:



#### LBO Fundamentals

- Deal structure & role of debt in financing
- Building debt schedules & repayment waterfalls
- Calculating IRR, MOIC, and payback periods



#### Mergers & Acquisitions

- Horizontal, vertical, and conglomerate mergers
- Friendly vs. hostile takeovers
- Tender offers, poison pills, and spin-offs



#### Deal Structuring & Execution

- Share swap vs. cash deals
- Due diligence in M&A
- Negotiation strategies



#### Post-Merger Integration

- Synergy realization tracking
- Cultural and organizational integration
- Value leakage and failure case studies





## Module 6

## Startup Ecosystem &amp; Funding (4 Weeks)

**Overview:**

Explore how startups raise capital, negotiate with investors, and get valued in high-growth markets.

**Detailed Topics:****VALUATION****Startup Valuation**

- Venture capital method & revenue multiples
- Comparable company analysis for startups
- Risk-adjusted valuation models

**Funding Stages**

- Seed, Angel, Series A-D, Pre-IPO
- Exit strategies: IPOs, acquisitions, secondary sales

**Investor Agreements**

- Key clauses in term sheets
- Liquidation preferences & anti-dilution rights
- Voting rights, governance issues

**Cap Table Modeling**

- Ownership structures & dilution modeling
- Employee stock option pools (ESOPs)
- Cap table tracking over multiple rounds





## Module 7

# Due Diligence & Risk Mitigation (4 Weeks)

### Overview:

Learn how to perform due diligence across financial, legal, and compliance areas to ensure successful deals.

### Detailed Topics:

#### Financial Due Diligence

- Revenue recognition analysis
- Working capital adjustments
- Debt & liability analysis

#### Tax & Legal Due Diligence

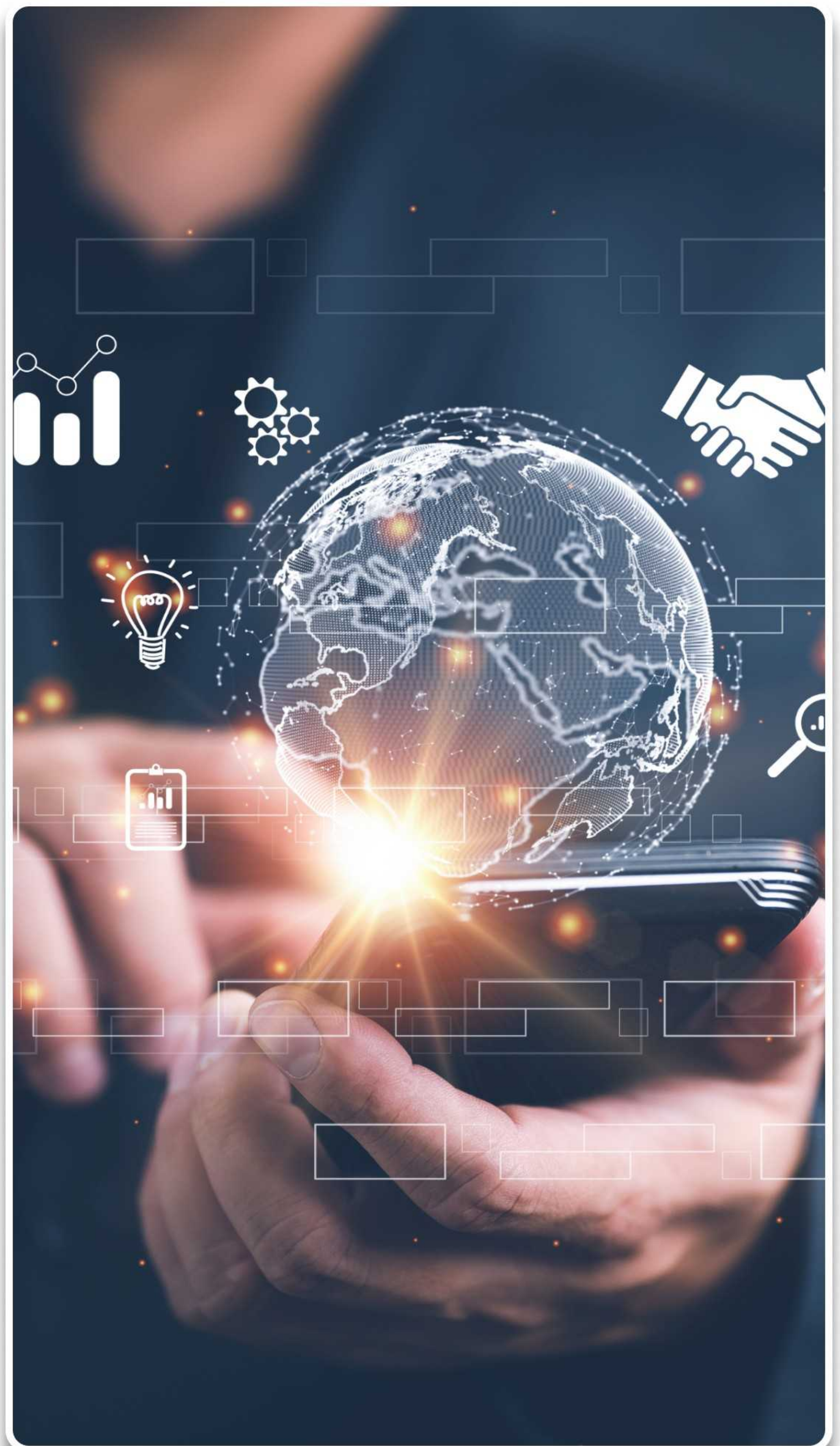
- Tax structures & exposure analysis
- Litigation & contingent liabilities
- Intellectual property audits

#### Risk Mitigation

- Identifying deal red flags
- Representations, warranties, indemnities
- Renegotiation strategies

#### Governance & Ethics

- Corporate governance checks
- Ethical dilemmas in deal-making





**Module 8****Compliance & Regulatory Frameworks (4 Weeks)****Overview:**

Develop a strong foundation in financial regulations across global and Indian markets.

**Detailed Topics:****Indian Regulations**

- SEBI, RBI, FEMA frameworks
- Insider trading laws & disclosure requirements

**Global Regulatory Bodies**

- SEC, FINRA, CFTC (US)
- MiFID II (EU), IOSCO, FATCA

**Compliance Practices**

- Corporate governance codes
  - ESG and sustainability compliance
- Reporting and disclosure norms

**Case Reviews**

- Compliance failures (Enron, Satyam, Lehman Brothers)
- Lessons learned for IB professionals



**Module 9****Financial Markets & Derivatives (4 Weeks)****Overview:**

Bring together all the concepts learned and apply them in a live deal simulation.

**Detailed Topics:****Advanced Finance Concepts**

- Debt restructuring & recapitalization
- Distressed asset acquisitions
- Anti-dumping policies and trade restrictions

**Complex Deal Studies**

- Large-scale IPO analysis
- Cross-border M&A challenges
- LBOs with multi-layered financing structures

**Capstone Project**

- End-to-end deal simulation: valuation, modeling, due diligence, compliance
- Final presentation & pitch to panel





# Real-World Projects

Work on flagship projects that replicate the daily responsibilities of Investment Banking Analysts & Associates. Each project immerses you in real transactions, financial modeling, and pitch preparation — so you graduate with deal-ready experience.

## Domain Specialization Projects



### Mergers & Acquisitions (M&A) Deal Analysis

**Project :** Analyze a high-profile merger (e.g., Microsoft–Activision).

- Build a synergy model quantifying cost savings & revenue uplift
- Run accretion/dilution analysis to assess EPS impact
- Deliver an investment memo & client-ready pitch deck

**Outcomes:** Gain the ability to evaluate complex M&A transactions and prepare polished advisory recommendations.



### Leveraged Buyout (LBO) Modeling for Private Equity

**Project :** Construct a full LBO model for a mid-cap company.

- Structure layered debt & equity financing
- Model IRR & MOIC across multiple exit scenarios
- Perform sensitivity analysis on leverage, growth rates, and exit multiples

**Outcomes:** Acquire hands-on expertise in LBO modeling — a core skill for IB & private equity interviews.



### IPO Valuation & Investor Pitch

**Project :** Value a company preparing to go public (e.g., Reddit).

- Apply DCF & comparables to determine IPO pricing
- Draft an equity story and investor pitch deck
- Simulate book-building & allocation strategy

**Outcomes:** Build proficiency in IPO valuation and prepare equity capital markets (ECM) materials used with investors.





# Real-World Projects

Work on flagship projects that replicate the daily responsibilities of Investment Banking Analysts & Associates. Each project immerses you in real transactions, financial modeling, and pitch preparation — so you graduate with deal-ready experience.

## Domain Specialization Projects



### Startup Valuation & Fundraising Strategy

**Project :** Assess a high-growth startup and design its fundraising plan.

- Apply VC method & revenue multiples for early-stage valuation
- Model cap tables, burn rate, and runway scenarios
- Prepare a fundraising deck highlighting KPIs & growth story

**Outcomes:** Develop skills relevant to venture capital, growth equity, and startup advisory.



### Hedge Fund Portfolio & Risk Management

**Project :** Build and manage a hedge fund-style portfolio.

- Execute long-short equity, arbitrage, and event-driven strategies
- Benchmark returns against major indices
- Analyze portfolio risk using Beta, Sharpe Ratio, and VaR

**Outcomes:** Gain a practical understanding of asset allocation, risk-return tradeoffs, and hedge fund strategies.



### Profit & Loss (P&L) & Business Decision Analysis

**Project :** Conduct a P&L deep dive and provide strategic recommendations.

- Build models analyzing revenue, margins, and profitability
- Identify cost-cutting levers and growth opportunities
- Summarize insights in a CFO-style executive briefing

**Outcomes:** Master financial statement analysis and strategic decision-making frameworks used by bankers & consultants.





# Case Studies

Apply your skills on iconic transactions & financial events that shaped the global markets. These curated case studies give you insights directly from Wall Street boardrooms.



TESLA

## Tesla: SolarCity M&A

- Analyze the strategic rationale, synergies, and shareholder pushback
- Build an accretion/dilution model to test deal value

**Focus:** Strategic M&A evaluation & synergy analysis



## KKR's LBO of RJR Nabisco

(classic Wall Street case)

- Study one of history's largest leveraged buyouts
- Evaluate debt structures, exit strategies & investor IRR

**Focus:** Strategic M&A evaluation & synergy analysis



## Airbnb IPO Valuation

- Examine growth metrics, revenue streams, and risk disclosures
- Apply DCF & relative valuation to IPO pricing

**Focus:** IPO valuation & equity capital markets



## WeWork Valuation Collapse

- Dissect how WeWork's \$47B valuation collapsed pre-IPO
- Identify flawed assumptions & governance failures

**Focus:** Startup valuation & investor risk analysis



BRIDGEWATER

## Bridgewater Hedge Fund Strategy

- Analyze risk-parity and macro positioning during market volatility
- Study portfolio diversification through crisis periods

**Focus:** Hedge fund risk management & portfolio construction



## Amazon Profitability Analysis

- Break down Amazon's P&L across retail, AWS, and advertising
- Model drivers of profitability and future growth levers

**Focus:** Financial statement analysis & business strategy optimization





# Hiring Partners

J.P.Morgan	Capgemini	Goldman Sachs	IBM	BNP PARIBAS
Morgan Stanley	wipro	HSBC	citibank	genpact
ORACLE	NOMURA	BNY MELLON	SOCIETE GENERALE	Atos
STATE STREET	MORNINGSTAR	CITCO	VITEOS	WNS
ANZ	MSCI	SMARTSTREAM	aranca	eClerx

ICICI Bank	HDFC BANK	AXIS BANK	kotak	IndusInd Bank
RBL BANK	YES BANK	Morgan Stanley	EY Building a better working world	Standard Chartered
Edelweiss Ideas create, values protect	KPMG	SBI	BARCLAYS	MOTILAL OSWAL
DCB BANK	RBS	Deutsche Bank	NAMASTE CREDIT	Lenden
PayU	RELIANCE Capital	AXIS BANK	Birla Sun Life Insurance	& 951+ more...



# Defining Your Outcomes

Outcome-driven learning that transforms you into an industry-ready investment banking professional, equipped to analyze complex deals, build financial models, and deliver client-ready insights that global banks demand.

## What you'll master:

Financial Analyst (IB / PE / VC)

Equity Research Associate

Risk & Compliance Analyst

Capital Markets Specialist

Corporate Finance Manager

Investment Banking Associate



**200%+**

Job Growth in Investment  
Banking Roles  
(2024–2027 forecast)



**₹15–35 LPA**

Average Salary  
in IB & PE roles across top firms



**75%**

Companies Hiring IB/  
Finance Roles  
in Fortune 500 + Big 4



**2x**

Faster Career Progression  
with deal-ready skills





# The Meritshot Edge

At Meritshot, we don't just teach finance — we prepare you to think, analyze, and execute like a true investment banker. You graduate not just job-ready, but deal-ready

**1**

## Structured Beginner-to-Pro Journey

- Start with Excel, accounting & risk foundations.
- Progress to advanced financial modeling, LBOs, M\&A & IPOs.
- Clear pathway: beginner → analyst → associate → deal leader.

**2**

## Hands-On Projects & Real Transactions

- Work on M\&A, IPO, and LBO projects inspired by real deals.
- Create investment memos, pitch books & client-ready presentations.
- Every exercise mirrors analyst work at top IB & PE firms.

**3**

## Career-First Approach

- 400+ recruiters & alumni referral network.
- Mock interviews with senior bankers, resume branding, lifetime support.
- Designed to get you placement-ready from day one.

**4**

## Personalization & Recognition

- Small batches with 1:1 mentorship from industry bankers.
- Specialized electives in PE, VC, Hedge Funds to shape your path.
- Globally recognized Meritshot certification as proof of deal-ready skills.





# Learn from the Industry's Finest Bankers

Guided by investment bankers, not academicians but mentors who have closed real deals and know exactly what it takes to break into top IB, PE, and consulting firms.



## Jay Krishnan Nair

10+ years of experience

Senior Associate, PwC

With 10+ years across investment banking and consulting, Jay is also a seasoned corporate trainer with 11 years of teaching experience. He translates boardroom rigor into classroom clarity, grounding every concept in real deals and execution strategies. Learners gain an analytical, deal-ready, and execution-focused approach to IB under his mentorship.



## Dhruv Bajaj

5+ years of experience

Deputy Manager, Deloitte | Chartered Accountant

Dhruv brings 5+ years of experience in audit, assurance, and financial advisory at Deloitte. As a Chartered Accountant, he blends technical expertise with real-world corporate exposure. His teaching simplifies complex financial concepts into practical insights, equipping learners with precision and strategic thinking essential for careers in finance and investment banking.



## Upama Das

5 years of experience

Senior Investment Banker, Kumbhat Advisors

Upama has 5 years of experience driving deals and financial strategies in investment banking. In addition to her industry role, she has taught with Emeritus, bringing a rare blend of practitioner expertise and academic depth. Learners benefit from her ability to connect real-world IB challenges with classroom learning, preparing them for industry demands.



## Anjana Srinivasan

10+ years of experience

Client Service Associate, Northern Trust Corporation (IB Ops)

With over a decade of global financial services experience, including significant tenure in Singapore, Anjana specializes in investment banking operations. She combines process excellence, precision, and client-centric delivery to give learners practical exposure to the backbone of IB execution and international market standards.





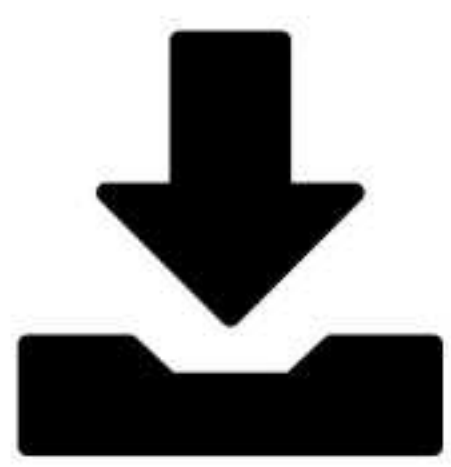
# Get Industry-Recognized Certification





# How to Enroll?

## Your Next Steps



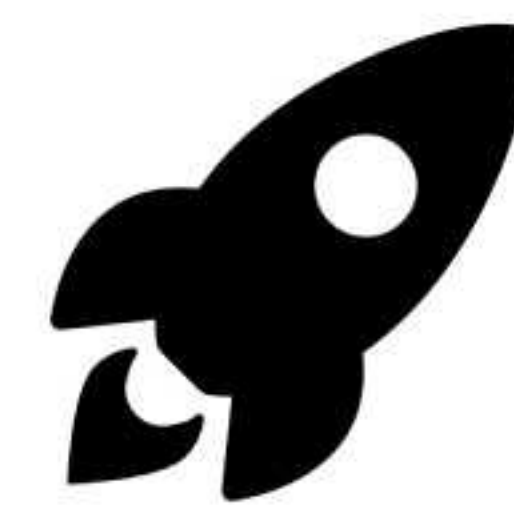
### Download Brochure

Get complete curriculum details and program information



### Get in Touch with us

Speak with our experts to explore specialisations, career paths, and program fit



### Start Your Journey

Join the next batch and make a promise to transition your career.

## Start Your Journey with Meritshot

### 1. Hassle-Free Registration

Sign up on meritshot.com or connect with our counsellor to begin your journey.

### 2. Choose Your Track

Pick the batch that suits you: Beginner or Advanced, based on your current skill level.

### 3. Batch Allotment & Kickstart

Get onboarded into your chosen track with flexible payment options and start learning.

**Enroll Now →**







# Meritshot

# THANK YOU

## Need more insights?

Our counsellors will guide you on enrollment, specialisations, and career opportunities.

**GET IN TOUCH →**

