# Valuation of Technology and ICT Companies: Methods, Models, and Market Insights

26 – 30 April 2027
Cape Town (South Africa)



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## Introduction

This course is meticulously designed to provide participants with an in-depth understanding of technology valuation techniques, specifically tailored for the ICT Information and Communication Technology and technology sectors. The course will cover core financial valuation methods, including discounted cash flow DCF and comparable company analysis, and will focus on the unique challenges and opportunities in valuing ICT companies and technology firms. By engaging with real-world case studies, participants will refine their practical valuation skills and gain a comprehensive understanding of how to assess the financial health of tech companies in today's rapidly evolving market.

## Course Objectives

By the end of this course, participants will be able to:

- Understand core technology valuation methods, including DCF analysis and comparables.
- Apply valuation techniques to assess the value of technology companies, with a focus on ICT solutions companies.
- Accurately evaluate the financial health of tech firms using key metrics and financial statements.
- Identify industry-specific risks and adjust valuation models for high-volatility sectors.
- Utilize real-world case studies to enhance practical valuation skills in the technology sector.

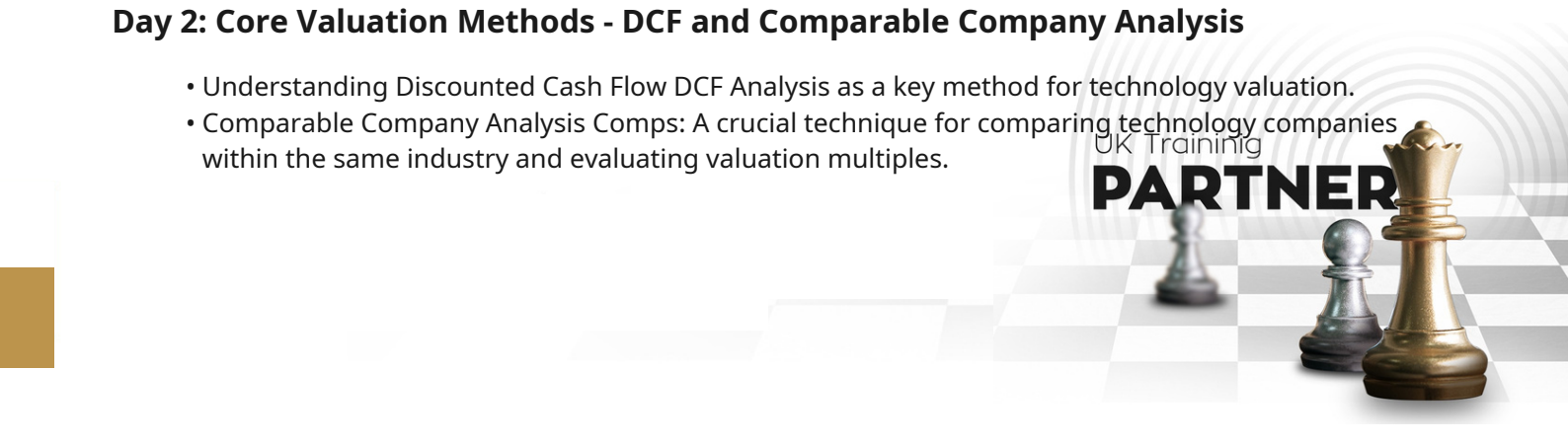
## Course Outlines

### Day 1: Introduction to Valuation & Financial Fundamentals for Tech Companies

- Overview of the ICT and technology sectors, including key players and market trends.
- Afternoon Session:
  - Analyzing financial statements of technology companies to assess their performance and financial health.

### Day 2: Core Valuation Methods - DCF and Comparable Company Analysis

- Understanding Discounted Cash Flow DCF Analysis as a key method for technology valuation.
- Comparable Company Analysis Comps: A crucial technique for comparing technology companies within the same industry and evaluating valuation multiples.



### Day 3: Specialized Valuation for Tech Companies

- Valuation of intangible assets and intellectual property in technology companies.
- Exploring revenue models in technology firms, including subscription-based models in SaaS and platform-based businesses.
- Techniques for valuing startups and high-risk tech companies with high-growth potential.

### Day 4: Risk Assessment and Adjustments in Tech Valuation

- Identifying industry-specific risks in ICT company valuation, including regulatory challenges, market competition, and technological disruptions.
- Adjusting valuation models to account for high volatility and uncertainty in the technology sector.
- Analyzing valuation in mergers and acquisitions M&A within the tech industry, and its impact on valuation multiples.

### Day 5: Case Studies and Practical Applications

- Real-world case study: Valuing a SaaS company and understanding the unique challenges in this type of business.
- Valuation of a high-growth tech startup: Exploring valuation methods suited for early-stage technology companies.
- Course wrap-up with Q&A session to review key concepts and address any participant questions.

## Why Attend this Course: Wins & Losses!

In today's fast-paced and ever-evolving technology sector, mastering the intricacies of technology valuation is critical for professionals working in finance, investment, and technology management. By attending this course, you will:

- Gain expertise in applying advanced technology valuation methods to a wide range of tech companies, including ICT solutions companies and advanced technology companies.
- Learn how to leverage valuation multiples to assess the worth of global technology companies and emerging startups.
- Develop a robust understanding of how to handle the unique financial and operational challenges facing technology firms, including high-risk startups and high-growth tech companies.
- Benefit from real-world case studies that simulate the practical aspects of valuing technology companies, helping you gain hands-on experience.
- Enhance your career prospects with advanced knowledge of technology company services, valuation strategies, and techniques that are in demand across global markets.



## Conclusion

By the end of this course, you will be equipped with the essential skills to conduct technology company valuation with confidence. Whether you are involved in investing, mergers and acquisitions, or financial management for ICT companies or advanced technology firms, this course will provide you with the tools needed to evaluate and navigate the complexities of the technology valuation process.

**Don’t miss this opportunity to enhance your skills and become a leader in the rapidly growing field of technology company valuation.**

