



## LESI-LES South Africa-Moolman Institute Collaboration on Financial Modelling Courses

We are proud to announce a collaboration between License Executives Society International, License Executives Society South Africa and the Moolman Institute to add the advanced **Master Financial Modelling Course Series** to our bouquet of offerings and the LESI toolkit. The Course Series also serves as a robust foundation for and natural precursor to the Licensing Executives Society of South Africa (LES) courses in IP valuation and the LESI Valuation course.

The Master Financial Modelling Course Series provides comprehensive training for licensing professionals to empower them to understand, build and interpret financial models and to evaluate financial viability of licensing opportunities.

Completing this course series will equip you with a working financial model for your own project, business model, technology, or intellectual property, which is an essential tool for any technology, business, or IP valuation.

It provides core skills in **four areas**:

- **Key financial concepts** such as time value of money, net present value (NPV) and internal rate of return (IRR) and how to apply them in financial evaluations.
- **Spreadsheet skills** required to do financial calculations and build financial models.
- How to **understand and analyze financial statements**.
- How to **build your own financial models** (including how to do market research, how to gather input information for your models and how to generate financial statements from your models).

You can now register for this course on-line at [www.lesi.org](http://www.lesi.org) (Dana to confirm link once up)

We trust that this valuable offering will serve the licensing profession in our pursuit to understanding and valuing IP.

A handwritten signature in black ink, appearing to read 'Audrey Yap'.

Audrey Yap  
President – LES International

A handwritten signature in black ink, appearing to read 'Sean Moolman'.

Sean Moolman  
Director-Owner Moolman Institute

A handwritten signature in black ink, appearing to read 'Madelein Kleyn'.

Madelein Kleyn  
Director – LES SA,  
Co-Chair LESI Patent & Licensing  
Committee



LET'S INNOVATE!