

Project Financial Performance & Value Analysis for Business Decision-Making

Course Overview

Particulars	Description
Course Duration	4 Hours
Target Audience	Finance professionals, project managers, business analysts, and corporate decision-makers
Course Objective	To develop practical understanding of project financial performance evaluation using key financial metrics such as Project P&L, Margins, Cost Structures, Revenue Forecasting, NPV/IRR, Total Contract Value (TCV), and EV/EBITDA.
Learning Outcomes	Participants will be able to interpret project financials, evaluate profitability, perform revenue forecasting, and apply financial metrics for decision-making.
Methodology	Concept explanation, financial calculation frameworks, practical illustrations, and case discussion.

4-Hour Training Table of Contents

Time	Module	Topics Covered
0:00 – 0:30	Module 1: Project Financial Fundamentals	Structure of Project P&L, Revenue vs Cost Recognition, Understanding project profitability
0:30 – 1:00	Module 2: Margin Analysis	Gross Margin, Contribution Margin, EBITDA Margin, Margin drivers and profitability indicators

1:00 – 1:40	Module 3: Cost Structure & Cost Management	Fixed vs Variable Costs, Direct vs Indirect Costs, Cost allocation and control techniques
1:40 – 2:20	Module 4: Revenue Optimization & Forecasting	Revenue models, forecasting techniques, scenario analysis, pricing optimization
2:20 – 3:10	Module 5: Investment Evaluation (NPV & IRR)	Time value of money, NPV calculation, IRR interpretation, capital budgeting decisions
3:10 – 3:35	Module 6: Project Contract Valuation	Understanding Total Contract Value (TCV), contract profitability evaluation
3:35 – 4:00	Module 7: Enterprise Valuation Metrics	Enterprise Value concept, EV/EBITDA multiple, valuation benchmarking