

COURSE OUTLINE

Introduction to Financial Planning, Analysis and Control

Who is it for

Financial management has now become an integral part of business operations in a wide range of organisations. Financial planning, analysis & control are key skills for any manager looking to base their operational decisions on sound commercial principles. The key element of the workshop is the focus on the practical application of financial models and analysis, which are used to assess strategic and operational positions of a variety of different types of business.

This is crucial for managers in terms of understanding how to implement cost reductions and identify the impact, as well as creating additional value for companies. You will learn about the financial business environment, strategic planning, management reporting and decision control support. This workshop on Financial Planning, Analysis & Control will provide a clear insight into the decision-making process, examine various valuations methods, review the planning process and help attendees interpret financial information.

- Financial accountants and those looking to progress into the role of Financial Controller
- Treasurers, Corporate Planning and Business Development professionals
- Sales and Marketing professionals
- Managers from any other non-financial areas that need or wish to understand the financial aspects of planning, analysis & control

Middle and junior management as a useful element in their career advancement. All participants will be able to offer their input, based on their individual experiences, and will find the seminar a forum for upgrading and enhancing their understanding of best corporate financial practices in the areas examined.

What is it about

- How to use financial information in operational analysis and decision making
- How to use the financial statements to make informed operational decisions and improve business performance
- How to use financial data to project future outcomes
- How to use time discounted money techniques to make informed investment decisions
- How to value the business and enhance value through M&A and restructuring
- How to develop specific KFI and KPIs to monitor the business performance
- How to undertake clear problem analysis and solution identification
- How to undertake sensitivity analysis for a range of potential outcomes

COURSE OUTLINE

- How to assess projections in terms of profit and cash flow terms
- How to understand the limitations of various tools and techniques
- How to make qualitative judgments in decision-making and ensure that proposals are strategically aligned

What will it cover

DAY 1 - The Challenge of Financial Economic Decision-Making

- The financial structure of a business
- Corporate Governance
- How an organization trades
- How a company is funded
- Company health assessment v Shareholder value
- The key financial statements
- Using financial data for decision-making

DAY 2 - Assessment of Business Performance

- Key ratio analysis
- ROCE, EBIT, EBITDA, ROE, ROI, EVA, WACC, WCR
- Profitability & Operational Gearing
- Financial Gearing
- Working Capital & Liquidity.
- Ratio Analysis and Business Performance
- Management's Point of View
- Owners' Point of View
- Lenders' Point of View
- Ratios as a System – *Pyramids of Ratios*
- Integration of Financial Performance Analysis
- Economic Value Added (EVA)
- Predicting Financial Distress and Z-score Model

DAY 3 - Analysis of Investment Decisions

- Applying Time-adjusted Measures
- Net Present Value (NPV) and Internal Rate of Return (IRR)
- Modified Internal Rate of Return (MIRR)
- Strategic Perspective
- EVA and NPV
- Refinements of Investment Analysis
- Equivalent Annual Cost (EAC)
- Sensitivity Analysis, Scenario Analysis, Simulation, and NPV Break-even
- Dealing with Risk and Changing Circumstances

COURSE OUTLINE

DAY 4 - Projection of Financial Requirements

- Interrelationship of Financial Projections
- Operating Budgets
- Standard Costing and Variance Analysis
- Cash Forecasts and Cash Budgets
- Sensitivity Analysis
- Dynamics and Growth of the Business System
- Operating Leverage
- Financial Growth Plans
- Financial Modeling

DAY 5 - Valuation and Business Performance

- Managing for Shareholder Value
- Shareholder Value Creation in Perspective
- Evolution of Value-based Methodologies
- Creating Value in Restructuring and Combinations
- Financial Strategy in Acquisitions
- Business Valuation
- Business Restructuring and Reorganization's
- Management Buy Outs (MBOs) and Management Buy Ins (MBIs)

What will delegates get out of it

- An understanding of how to use financial data and tools and techniques of financial analysis to make more informed and therefore better decisions
- An understanding of the links between long and short-term planning, and being able to develop and prepare financial models and operating budgets and the use of Excel models to build financial growth planning models and prepare traditional and activity based budget models
- The use of the techniques of budgetary control: development of product standards, flexed budgets, variance analysis and use of the results of variance analysis to improve operational performance
- The use of Discounted Cash Flow (DCF) and other appropriate techniques that will support the company in its more effective analysis of capital investment projects
- An understanding how corporate value and shareholder value may be increased through the use of appropriate financial strategies, including mergers and acquisitions, and restructuring and reorganization's
- The sharing of knowledge gained throughout other divisions and departments of the company
- The creation of corporate value and shareholder value
- Choosing the most appropriate tools and using Excel to develop long-term financial models and budgets

COURSE OUTLINE

- How to analyse and interpret the financial statements: the Balance Sheet, the Income Statement and the Statement of Cash Flows
- How to develop and manage the financial aspects of their role more effectively, enhance their performance, broaden their role, and appreciate how their decision-making may impact on their own department or business unit and the organization as a whole
- How to improve their self-confidence in dealing with finance and financial professionals
- How to be better placed to liaise effectively with other professionals on financial issues
- This seminar provides an integrated conceptual backdrop both for the financially / economic dimensions of systematic business management and for understanding the nature of financial statements.