



FUNDAMENTALS OF FINANCIAL FORECASTS & PROJECTIONS AND RELATED VALUATIONS

21 & 22 November 2011

FTMS *Global*
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Introduction:

In this current day and age, increasing number of businesses are looking towards **future oriented financial indicators and valuation to drive planning & strategy** as well as a means for valuation of the business itself. Forecasting and projections are not merely just budget, but encompasses a medium to long-term financial positioning and potential worth (or some even say the "real worth") of an enterprise. Proper and effective forecasting involves several crucial steps and techniques that must be mastered in order for the forecasted and projected numbers to attainable.

Forecast & projections is also the most common tools in accounting for fair values whereby fair values of various financial assets & liabilities are measured using a net present value of discounted future cash flows. As **fair value accounting becomes more common measure**, the importance of being able to drive reasonable, reliable and achievable cash flows becomes more crucial.

This practical & hands-on workshop includes illustrations, case studies and spreadsheets that can be used as a tool to derive the financial forecasts and projections. It introduces fundamental concepts and approaches from scratch to enable proper understanding to participants so that they may readily to be able to use it in their business and work environment.

Course Outline

- What are forecasts and projections used for and its importance in today's business environment
- Difference between a profit and cash flow forecasts / projections and how they relate to one another
- The use of bases and assumptions in deriving forecasts and projections
 - ❖ *General assumptions used*
 - ❖ *Specific assumptions used - revenue, capital & operating expenditures, demand & capacity, etc.*
- Determining an appropriate discount rate / factor to be used and long term growth rate – common approach used.
- Step-by step approach in deriving the profit & Cash flow forecast & projection based on bases and assumptions derived, historical trends / analysis, future development & capacity analysis
- Case study on preparing a profit & cash flow forecast & projection
- Keeping your foot on solid ground! – a balance of realism, reasonableness and optimism
- Limitations of forecasts & projections
- Linking and using forecasts and projections in business planning & strategy
- Related valuations derived from forecasts & projections
 - ❖ *Discounted Net Present Value*
 - ❖ *Maintainable Earnings*

(Each of the models / approach above will be discussed and illustrated to better understand how it is derived as well as their limitations)
- Exercises in deriving and computing the related valuations

16 CPD Units

*Continuous Professional
Development*

WHO SHOULD ATTEND

- ✓ Accountants, Business Planners, Business Owners, Financial Managers & Executives
- ✓ Those who wish to improve their understanding on financial forecasts and projections

Speaker's Profile:

Mr Ramesh Ruben Louis is an accountant by profession with over 12 years of working experience. He is a member of the Malaysian Institute of Accountants ("MIA"), Malaysian Institute of Certified Public Accountants ("MICPA") as well as Certified Financial Planner (:CFP"). He started his career in Arthur Andersen and subsequently moved over to BDO Binder. He also has experience in corporate finance whilst attached to Southern Investment Bank Berhad. He currently the Head of Training & Practice Development for a medium sized accounting firm in Kuala Lumpur, where he also acts as the Technical Manager for the firm. He is also the Director of Operations for knowledge shop Malaysia.

His experience in auditing ranges from large public listed companies to multinational corporations, government agencies as well as SME's in a spectrum of industries including plantation, property development, manufacturing, trading, IT, shipping, retailing, etc. Besides auditing, Ramesh also has hand-on experience on other corporate exercises such as due diligence, IPO, issuance of Bonds, corporate and debt restructuring and investigative audit. With his vast experience, he now conducts training for audit and other financial professional to enable them to perform their tasks more effectively.

His training experience includes topics on Auditing Approach, Comprehensive Practical Auditing Series for various levels of audit staff, Enterprise Risk Management & Internal Controls, Reviews and Assurance Engagements, Audit Procedures & Strategy, Performance Measurement & Reporting as well as seminars/workshops on practical application of Financial Reporting Standards ("FRS") & Private Entity Reporting Standards ("PERS"). He is also actively involved in improving & updating processes & procedures for an effective practice.

Administrative Details

COURSE FEE

*Member (BICPA / ACCA)	B\$700	Inclusive of course materials, two tea breaks & lunch per day
Non-member	B\$750	

Fee is made payable to **BICPA-FTMS Accountancy Academy Sdn Bhd**. Admittance will only be permitted upon receipt of full payment. Registration made by fax / Email must be followed immediately by payment. For Invoice issued settlement must be made within 30 days.

CONTACT

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Address: Unit No. 3, 1st & 2nd Floor, Block A, Regent Square, Spg 150, Kiulap, BE1518, Brunei Darussalam.

CPD HOURS

All participants will be presented with a Certificate of Attendance upon successful completion of the programme.

CPD hours will be printed in the Certificate.

CANCELLATION

Please inform us in writing if you intend to cancel. An administrative charge of 20% of the registration fee will be levied for cancellation received within 14 days prior to the date of the event. You can substitute an alternative delegate if you wish to avoid cancellation charges. Any difference in fee payment will be charged accordingly. Confirmed registrant who failed to attend and did not cancel his registration in writing is liable for the entire fee.

DISCLAIMER

BICPA-FTMS reserves the right to change the facilitator, date, and cancel the programme should circumstances beyond its control arise.

Registration Form

YES! (I am / We are) interested to attend the Two(2) days seminar on **Fundamentals of Financial Forecasts & Projections And Related Valuations at Rizqun International Hotel**

Name: _____

Name: _____

Name of Person-In -Charge _____

Co. Name: _____

Address: _____

Tel: _____ Fax: _____

Email: _____

EARLY BIRD DISCOUNT

B\$50 REBATE

"Register & Paid

15th October 2011

Co Organizer:

BICPA-FTMS Accountancy Academy