

A 2-day program on

PREPARING *FINANCIAL* *PROPOSALS*

21-22 October 2009

CROWNE PLAZA MUTIARA HOTEL
KUALA LUMPUR

FOCUSING ON

- Funding Requirements of An Organisation
- Sources of Financing
- Writing a Convincing and Sound Profile
- Projections and Forecasting
- Financial Statements and Ratios
- Risk Appetite

- what banks, financiers and venture capitalist look for ?

WHY YOU CAN'T MISS THIS PROGRAM

Funding is necessary for a business to grow. Ensuring adequate financing is available to finance on-going and new projects, as working capital, as expansion or repayment of debt is critical to the long-term stability of a company.

At times seeking a correct financial partner or financial assistance can be a high risk decision. Potential lenders and investors need to scrutinise business proposals and financial reports submitted before making a decision.

In these two days we will look at how to enhance the success rate of choosing and obtaining the appropriate source of funding by providing potential investors and financiers with a winning financial proposal.

DAY 1 Wednesday, 21st October 2009

9:00 FUNDING REQUIREMENTS OF AN ORGANISATION

- Capital Expenditure For Expansion
- Capital Expenditure For Replacement
- Working Capital Financing
- Repayment Of Debt
- Project Financing

10:30 Morning Coffee

10:45 POSSIBLE SOURCES OF FUNDS

- Government Grants
- Venture Capitalists
- Loans
- Private Investors
- Listing In The Stock Exchange

1:00 Lunch

2:00 WRITING UP THE ORGANISATIONS PROFILE

- The Organisational Structure
- The People And Their Contribution
- The Individuals Profile, What To Include
- The Outstanding Features Of The Organisation
- The History And The Track Record Of The Organisation

5:00 Afternoon Tea & End of Day One

DAY 2 Thursday, 22nd October 2009

9:00 PROJECTIONS

- Primary Considerations In Forecasting
- Sources Of Information Required In Forecasting
- Revenue Projection
- Cash Forecast
- Financial Statements Forecast
- Capital Expenditure Forecast

10:30 Morning Coffee

10:45 FINANCIAL STATEMENTS AND RATIOS

- The Balance Sheet
- The Income Statement
- The Cash Flow Statement
- Earnings Ratios
- Borrowing Ratios
- Liquidity Ratios
- Operational Ratios

1:00 Lunch

2:00 **WHAT INVESTORS AND BANKERS LOOK FOR?**

- Business Sustainability
- Track Record And History Of The Organisation
- Repayment Capability
- Reason For Funding And The Banks Or Investors Risk Appetite Bankers Check List

5:00 Afternoon Tea & End of Program

AFTER ATTENDING THIS PROGRAM, YOU WILL BE BETTER ABLE TO ...

- Identify appropriate financing needs of your organisation
- Be able to identify the appropriate source of financing to approach
- Have a clearer understanding of what financiers and venture capitalist are concerned about
- Provide crucial and appropriate information as required by your financier
- Present the relevant information in an effective and impressive manner to improve the chances of success

METHODOLOGY

Interactive lectures, overview of multi-national profiles, group discussions, case studies, Q & A session

PROGRAM FACILITATOR

MR. T. SEELAN, C.A.(M), FCCA, specialises in designing and setting up of accounting, internal control and operational systems as well as in performing operational audits. His clients include those in the hospitality, education, manufacturing and service-based industries.

His working experience includes years at several public accounting firms, a leading hotel in Langkawi and an established manufacturing organisation. He was also attached to a large tax firm for three years. He also acts as a consultant for a number of groups on financial issues.

Mr. Seelan is also actively involved in the development and implementation of financial and management training programs for various organizations. He has trained accountance and financial advisors in Vietnam, Brunei and Uganda. These programs have produced excellent feedback.

He has trained personnel from numerous companies and the public sector, including, Majlis Bandaraya Shah Alam, Permodalan Nasional Berhad, Institut Jantung Negara, Tradewind Hotel Group, Bintulu Development Authority, Ritz Carlton Hotel, Putrajaya IOI Resort, Majlis Perbadanan Sibu, Lembaga Urusan Tabung Haji, Tenaga Cable Industries, Yeo Hiap Seng, Kobe Precision, EON Finance, International Islamic University, Petroliam Nasional Bhd, Progressive Insurance Bhd, Subang Jaya Medical Centre, The MINT Hotel, KLIA Pan Pacific Hotel, Bank Rakyat, Toshiba Electronics, UDA Holdings Bhd, Komag USA, Bank Industri & Teknologi (M) Bhd, PPB Group and TH Plantations to name a few.

He is a Member of the Malaysian Institute of Accountants, Fellow member of the Chartered Association of Certified Accountants and the Institute of Business Administration.

WHO SHOULD ATTEND

- Executive Directors
- Finance Directors
- Financial Controllers
- Finance Managers
- Accountants
- General Managers
- Business Development Managers
- Corporate Finance Advisors
- Financial Analysts
- Consultants

PREPARING FINANCIAL PROPOSALS

21-22 OCTOBER 2009 | KUALA LUMPUR

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KUALA LUMPUR
MALAYSIA
NO. WP 0722

Please fax us the completed registration form

Name (Dr/Mr/Mrs/Ms)

Company Name

Designation

Address

City/Postcode

Country

Tel (Home)

(Office)

Mobile

Fax

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091096

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Photocopy Registration Form to Preserve Brochure Copy, August 2009

CMT'S 2009 KL EVENTS

Predictive Maintenance Techniques

13-14 July 2009, JW Marriott Hotel, Kuala Lumpur

Managing Your Project Costs Control Effectively

20-21 July 2009, JW Marriott Kuala Lumpur

Microsoft Project Management Essentials

22-23 July 2009, JW Marriott Hotel, Kuala Lumpur

Financial Management During Difficult Times

22-23 July 2009, JW Marriott Kuala Lumpur

COSO Internal Control Framework & Enterprise Risk Management

27-28 July 2009, JW Marriott Hotel, Kuala Lumpur

Smart Marketing To Counter Recession And Prepare For Better Times

21-22 July 2009, Crowne Plaza Mutiara Hotel Kuala Lumpur

Leveraging Supply Chain Management

6-7 August 2009, JW Marriott Kuala Lumpur

Strategic Business Planning In Uncertain Times

13-14 August 2009, Grand Millennium Hotel, Kuala Lumpur

Financial Modelling & Forecasting Using Excel

17-18 August 2009, JW Marriott Hotel, Kuala Lumpur

Maximizing Corporate Tax Deductions

17-18 August 2009, Grand Millennium Hotel, Kuala Lumpur

Refinery Equipments Maintenance & Troubleshooting Of Stationary Equipments

17-18 August 2009, Grand Millennium Hotel, Kuala Lumpur

An Overview Of Strata Titles Act 1985, Management Of High Rise Buildings And Land Development Approvals

19-20 August 2009, JW Marriott Hotel, Kuala Lumpur

Detection, Elimination & Prevention Of Procurement Fraud

19-20 August 2009, Grand Millennium Hotel, Kuala Lumpur

Oil & Gas Pipeline Systems - Operations, Maintenance, Failure Prevention & Integrity Management

19-20 August 2009, Grand Millennium Hotel, Kuala Lumpur

Understanding The Risks Factor In Strategic Sourcing

19-20 August 2009, JW Marriott Hotel, Kuala Lumpur

HOW TO REGISTER

ONLINE: www.cmtevents.com
EMAIL: adminkl@cmtsp.com.sg
FAX: (603) 2162 6393
TEL: (603) 2162 7322
POST TO: Lot 7.03, 7th Floor, North Block,
The Ampwalk, 218 Jalan Ampang,
50450 Kuala Lumpur

FEES

The full Registration Fee includes cost of all sessions, luncheon, coffee/tea & documentation.

1 Person	Group fee per person for 3 or more* (from the same company)
RM1795	RM1595 (MIN SAVINGS OF RM600)

* Terms and conditions apply.

Cancellations, Refunds & Transfers: A full refund will be promptly made for all written cancellations 3 weeks before the meeting. Thereafter, cancellations are not refundable. A substitute may be made at any time.

PAYMENT

By Telegraphic Transfer

ACCOUNT NAME:

Centre for Management Technology Sdn Bhd

A/C No: **3 - 0903390 - 12**

BANK: Public Bank Berhad

BRANCH: Grd Floor, Menara Public Bank
Jalan Ampang

swift code: PBBEMYKL

TT must include additional RM10 for Beneficiary's Bank charges. Delegates must bear all bank charges and local taxes (if applicable). Fees must be NETT of ALL charges.

CHEQUES:

Crossed & payable to

"Centre for Management Technology Sdn Bhd"

CERTIFICATE OF COMPLETION

A Certificate of Completion will be awarded upon successful completion of each course. This serves as evidence of your personal and professional commitment to your career.

COURSE TIMING

Registration: 8.30 am, Course Begins: 9.00 am,

Morning Coffee: 10.30 am,

Lunch: 1.00 pm to 2.00 pm,

Tea Break: 3:30 pm, Course Ends: 5.00 pm

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