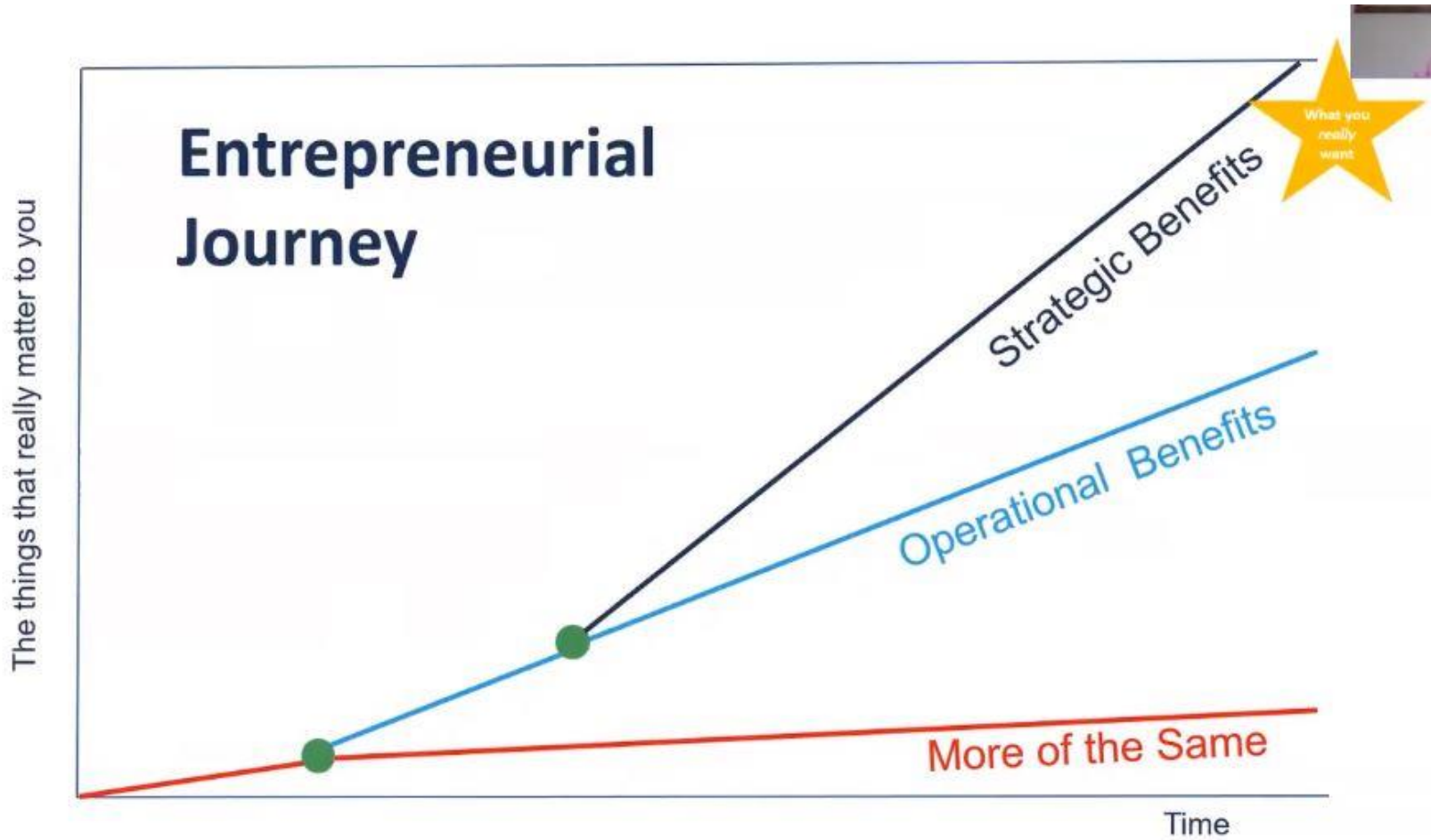


12 boxes and 7 key levers

An MOT for your business

Ruth Healey
Portfolio Finance Director





There's a reason we're the Number 1 provider of part-time FDs



Don't have a finance team

Back room service providing payroll,
payments and monthly accounts

A key business partner helping develop
strategy to drive future growth

There's a reason we're the Number 1 provider of part-time FDs



Don't have a finance team

32%

Back room service providing payroll, payments and monthly accounts

41%

A key business partner helping develop strategy to drive future growth

27%

There's a reason we're the Number 1 provider of part-time FDs



What real role do you play in your business?

Visionary or Operator ?

There's a reason we're the Number 1 provider of part-time FDs



I'm doing everything
at operator level

I'm the visionary but I'm
stuck in implementation

I'm the visionary and currently
enjoying working in that space

There's a reason we're the Number 1 provider of part-time FDs





There's a reason we're the Number 1 provider of part-time FDs



12 Boxes



Define strategic activities and exit planning



Risk assessment



Implementation timetable



Strategic funding



Internal systems



Reporting



Profit improvement



Cash flow management



Compliance reporting



Tax planning & legal issues



Outsourcing



Banking relationship

There's a reason we're the Number 1 provider of part-time FDs



7 Key Levers

- Pricing
- Volume
- COGS – Cost of Goods Sold
- Overheads
- Debtor Days
- Stock / WIP Days
- Creditor Days

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Case Study – Building Services Company

	Impact of 1%	
	Cash £000s	Profit £000s
Opening Position	(3,260)	4,620
Pricing	334	420
Sales Volume	(43)	130
Cost of Sales Reduction	377	290
Overheads Reduction	84	84
Debtor Days	115	
Stock / WIP Days	79	
Creditor Days	79	
Total Impact	1,025	924

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Case Study – Building Services Company

	Final Results	
	Cash £000s	Profit £000s
Opening Position	(3,260)	4,620
Pricing	1,668	2,100
Sales Volume	43	(130)
Cost of Sales Reduction		
Overheads Reduction	168	168
Debtor Days	1,726	
Stock / WIP Days		
Creditor Days	159	
Total Impact	3,765	2,138
Closing Position	505	6,758

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Business Valuation	Start £(0.3)m	End £10.1m	Impact £10.4m

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