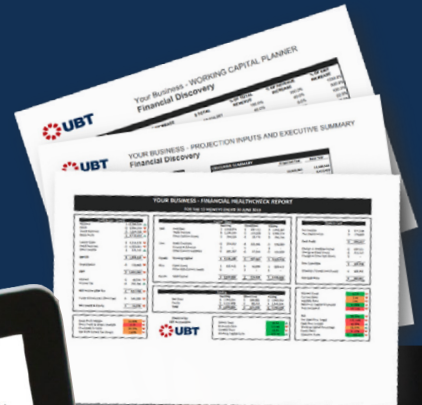




Financial Discovery

Discover the True Drivers™ of your business



Step 1:
Initial Fact-Finding Meeting



Step 2:
Financial Discovery Session



Step 3:
Post-session Report, including recommendations

An extension to your business, UBT Accountants is the accounting practice of choice for Community businesses. We help business owners set and achieve their financial goals by providing business insights, sound advice and quality accounting services that can be relied on and trusted.

We are founded on the core values of integrity, doing the best we can for our clients and teamwork. Every commitment is delivered with excellence and without compromise, by experts who understand business principles, as well as guiding Community principles and values.

Financial best practice, coupled with world-class business consulting means we are able to provide a complete end-to-end Accounting and Business Advisory service.

A structured approach to discovering the true financial drivers of your business and quantifying the level of growth your business can sustain, by analysing the impact of growth and key business metrics on working capital, cash flow and ultimate business value.



Step 1: Initial Fact-Finding Meeting

Our team will meet with you to obtain an overview of your business model and product offering, current financial reports and business systems. We'll explain the Financial Discovery Session process and the outcomes you can expect from it including the scope of the session and timeline.

Following receipt of the information requested, we will analyse your business information, entity structure and business model, prepare a financial health check report and brainstorm internally to identify ratios, trends, and potential key drivers. Our tailored tool kit enables us to model your business information efficiently and effectively.



Step 2: Financial Discovery Session

We will go through our findings together with you, with a detailed focus on the following areas:

✓ Financial Healthcheck

We will present a financial snapshot of your business, highlighting key ratios and trends, working with you to clearly identify your true financial drivers and ratios to track going forward.

✓ Working Capital Analysis

We will discuss your growth aspirations along with assessing your current-year projections, and use this to assist you in projecting the impact on working capital and cash requirements. This will enable us to identify the sustainable growth rate for your business.

✓ Business Value

Once your sustainable growth rate has been determined, and your growth targets confirmed, we will explore the impact of projected growth on your business value. This will ensure you understand which results drive business value, so you can focus on maximising your return on investment and potential business value.

✓ True Drivers™

Together we will discuss the True Drivers™ of your business and how these can be measured and reported on internally to maximise your ability to meet your growth aspirations. This includes looking at the lead measures in each department of the business that can be measured accurately, so that you and your team have clear focus and visibility on the metrics important to your business, to enable them to drive results.



Step 3: Post-session Report, including recommendations

Now that you've had time to absorb the findings from your Financial Discovery Session, we'll regroup with you to discuss the key outcomes, your True Drivers™ (financial and non-financial), ratios and KPI's to measure going forward and provide our recommendations on internal reporting, focus areas and opportunities.

Our team of experts here at UBT Accountants are able to support your business with complete end-to-end Accounting and Business Advisory services – please reach out to discover how we can assist you.



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