

Financial Management and Project Investment Analysis

Public Seminars each May and November - see website for dates

Seminar Overview



with Rob Glenn

How to create simple, yet powerful financial justifications - for all capital projects & operational budgets



Presented as a two-day seminar – 12,000 delegates over 35 years have attended this course...

Mr Rob Glenn extends an invitation to this well renowned and popular seminar. This will provide essential knowledge for all technical and operational professionals and will help to reduce costs, maximise profits and optimise cashflows for all industries in any economic climate.

Ideal for technical and operational professionals

This course is highly recommended for anyone involved in the utilisation of assets and the expenditure of company money:

Technical and production personnel including Managers, Engineers of all types, Geologists, Project Managers, people in Purchasing, Contracts, Operations and Supervisory staff.

It is suitable for all kinds of production and service process type industries, mining, oil & gas, power generation, distribution logistics and manufacturing.

Anyone at all with a need or interest in financial outcomes.

Improve your ability in the following:

- Identifying and applying efficient reductions in Operating Expenditure (Opex)
- Analysing and optimising Capital Expenditure (Capex) for projects and equipment
- Comparing and optimising both the technical and financial options including buy versus lease
- Analysing, optimising and managing personnel utilisation and costs
- Writing Capital Expenditure Requests (CER's) and Expenditure Justification Reports (EJR's)

Unique, simple, yet powerful methods for both “payback” and “service” based projects (where financial quantification is difficult) plus “sustaining capital” prioritisation. Methods of “layering up” what-if scenarios to help build a case that helps all levels make quicker and more informed decisions regarding options for funding approvals.

A most engaging two-day event that will:

Help you increase efficiencies on site through smarter cost control - for both Capex and Opex

Enable better connection & communication between technical, financial and managerial staff

Provide you with the knowledge and tools to better analyse cost benefit and cost comparison

Improve your ability to present sound Budgets, Business Cases and Capital Expense Requests

Enhance your career - with increased financial awareness, understanding, acumen and skills

Help your personal life – through improved personal financial management and investment ability

Setting industry standards - the principals and concepts taught in this course have become an accepted industry standard by many the organisations and companies from various industries who utilised these methods and skills over many years.

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Why it's unique - there is no other course in existence with the detail or depth on this particular topic. Rob's delivery technique uses a method referred to as "effortless learning" and will always tailor the content, vary the emphasis and deliver the concepts in a style according to the needs of the group - to technical, production and management people at any level and prior knowledge of the subject.

Making financial concepts relevant – for everyone. Presented in a stimulating, logical and practical manner this course is a *must* for people in the mining and resource sectors wishing to increase efficiencies and profits for their employers, enhance their careers and develop their corporate and personal wealth creating skills.

Benefits of attending include:

- ✓ Improve the ability to maximise capital utilization, meet budgets, identify cost reduction opportunities and improve efficiencies.
- ✓ Have the knowledge and skills to better present CER's, benefit analysis, expenditure justifications and supporting documentation
- ✓ More effective communication between technical, financial and managerial staff – the jargon de mystified.
- ✓ Better understand the financial drivers influencing cash flow and profitability of a project or company.
- ✓ Interpret fundamental financial statements, understand cash flow verses profit and increase financial awareness.
- ✓ Effectively account for and work with the influence or impact of varying KPI's in different departments.
- ✓ Set up cash flows on spreadsheets for projects and production undertake techno-economic evaluations including depreciation.
- ✓ Rank project proposals utilising discounted cash flow techniques including NPV, IRR, Breakeven and Payback.
- ✓ Have the skills to identify financial benefits and create supporting evidence to support CER's.
- ✓ Select between lower capex and higher opex or higher capex and lower opex ways of providing services. And how to reduce or optimise both.
- ✓ Decide when to replace or rebuild equipment and be able to compare "buy verses lease".
- ✓ Plan and manage expenditure around the utilization and optimization of personnel.
- ✓ Apply responsible budget and costing parameters to non-revenue projects such as environmental and safety.
- ✓ Learn how to conduct spread sheet functions including; NPV, IRR, DCF, depreciation, amortisation and sensitivity and risk analysis. (Software is given to all participants).
- ✓ Understanding and applying Capex and Opex budgeting procedures and reporting guidelines.
- ✓ Determine important profitability drivers for revenue based projects or important cost parameters for non-revenue based services.

Plus...

- ✓ Receive the knowledge to be able to meaningfully improve *personal financial management* and apply these skills to your own personal financial affairs – including investment, housing, property, shares and superannuation.

For More Information or To Register Your Interest

www.Tecoa.com.au or contact us direct

Rob Glenn 0417 813 542
Rob.glenn@tecoa.com.au

Vanessa Glenn 08 6230 2611
admin@tecoa.com.au

Financial Management and Project Investment Analysis courses and seminars

Presented by Mr Rob Glenn



Rob is an accomplished, knowledgeable and entertaining presenter. He is an internationally acclaimed public speaker and lecturer on financial, professional development and management concepts - delivering over 100 key note addresses, seminars and work place courses per year.

Rob has 30 years' experience in company directorship, project engineering, business management, financial planning, professional development and corporate training. His unique set of skills and depth of practical experience is such that the content is delivered to any audience at any level in any situation in an easy to follow, practical and engaging manner.

Endorsed by Dr Bernie Verbaan

It is my pleasure to recommend my long-time friend and colleague – Mr Rob Glenn. Rob is an exceptional public speaker and an engaging presenter. He has a wealth of practical knowledge on business, engineering, technical and financial matters and can articulate complex concepts very simply in a manner that almost anyone can understand.

I am delighted and honoured that Rob is continuing my legacy with the Financial Management and Project Investment Analysis course – he has adapted the original content to engage a wider audience, has a superb knowledge of the subject and is a more than worthy successor.

Widely renowned and highly endorsed

Financial Management and Project Investment Analysis is Australia's most successful and longest running financial acumen course for technical and production people in the utilities, resources, construction and mining sectors. Join the 12,000 delegates from the following organizations who have benefitted from this event, including:

Alcoa, Argyle Diamonds, Barmingo, Barrick Gold, Boyne Aluminium, BHP Research, BHP Billiton Iron Ore, BMA Coal, Capricornia Electricity, Civil Aviation Services, Comalco, CRA, Croseus Mining, CSA Glencore, CSBP, Curtin University, Dominion Mining, Doray Minerals Fortescue Metals Group, Gold fields Australia, Hamersley Iron, Hill 50 Gold, Illawarra Electricity, Iluka Resources, iPi Group, KCGM, Kambalda Nickel, Kleenheat, Leinster Nickel, Lihir Gold, McArthur River Mining, Minerals and Metals Group, Mobil, Mount Isa Mines, Murdoch University, Newcrest Mining, Newlands Coal, Newmont, New Zealand Aluminium, Normandy Mining, Northern Star Resources, Northparkes Mine, Olympic Dam, Oxiana, Pasma Mining, Peak Gold, PepinNini Minerals, Pilbara Iron, Placer Dome, Porgera Joint Venture, Queensland Alumina Ltd, Queensland Nickel, Ravenswood Gold, Rio Tinto, Sandfire Resources, SANTOS, Shell Billiton, Shell Refineries, Telfer Gold, Wesfarmers, Western Australia Petroleum, Western Mining Corporation, Western Power, Westralian Sands, Woodside, Worsley Alumina, Xstrata, Zinifex and more....

Course Content

- Content comprises of 10 chapters followed by a major section on how to apply the techniques in real situation.
- Delivered as a two day workshop it includes the instruction of each individual company's tools and processes.
- The content is mathematically straight forward and is presented at a relevant level and easy to follow manner according to the needs of the group.
- All chapters and content includes case studies, tutorials and participant exercises. The use of software tools and formulae are taught, and software is provided to all attendees at the event.
- Workbooks, handouts, software calculators and all materials are provided.
- Each chapter is followed by a brief section showing how to also apply the techniques learned in personal financial management and wealth creation. This helps with participant engagement and clarifies the financial concepts.
- The content is delivered in a logical step by step program in a manner that's easy to remember and easy to apply.

Next Public Seminars

Each **May** and **November**—see www.tecoa.com.au for next dates

Perth **Pagoda Resort** - 112 Melville Parade, Como WA

Brisbane **TBD** - Bowen Hills, Brisbane QLD

About: Fully catered two-day event. 8am to 5pm each day. No pre-requisites, no prior reading necessary, no computers required.

Fees: **\$1870** (\$1700+GST) for each delegate for first two from any one group. Then for any additional delegates after that, it is a 50% concession at **\$935** per person – if all attending the same event.

To register Registration and payment can be made directly on the website or simply email us at admin@tecoa.com.au and we will organise registrations and advise of payment options.

In-house version of the course - conducted on site

TECOA has conducted over 500 in-house courses over the last 25 years for organisations wishing to benefit from the cost saving and financial efficiencies that this exceptional session brings.

The in-house seminars are ideal for:

- For groups of 6 up to 16 delegates.
- Helping to broaden the financial awareness and efficiency culture in the organisation.
- Tailored to specifically suit the organisation/industry including actual live examples.
- Use and demonstration of actual in-house based case studies.
- After course follow up on specific organisation capital and operational budget challenges.

In-house/Onsite course fees: Two flat course rates apply depending on numbers of delegates and regularity of courses. The per person rate can be as low as \$650 for groups of 12 or more.

For general enquiries and further information, please contact:

Vanessa Glenn: telephone: +61 8 6230 2611 or email: admin@tecoa.com.au

Rob Glenn: direct phone: +61 417 813 542 or email: rob.glenn@tecoa.com.au

www.tecoa.com.au



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financial skills for technical people