

A focused training to help organizations **monitor, manage, and improve their Financial Resilience for Sustainable Growth**

Finance KPI's Cross functional collaborations - Sync

Finance Interaction with Functions	Sales & Marketing	Purchase	Operations & Production	NPD/Costing	HR
Financial performance / Profitability/	<ul style="list-style-type: none"> Customer Pricing Commodity Adjustment Red Part Correction 	<ul style="list-style-type: none"> Price negotiation Purchase orders 	<ul style="list-style-type: none"> Operations financials health status Product profitability Cost optimisation Supplier Negotiation 	<ul style="list-style-type: none"> VAVE Saving Projects 	<ul style="list-style-type: none"> Employee cost Staff Welfare cost Actuary Valuation
Cash flow	<ul style="list-style-type: none"> Customer collections/ Overdues 	<ul style="list-style-type: none"> Vendor Payments / Overdues 	<ul style="list-style-type: none"> Vendor Payments 	<ul style="list-style-type: none"> Vendor Payments 	<ul style="list-style-type: none"> Vendor Payments
Budgeting	<ul style="list-style-type: none"> Sales Budget Expense Budget 	<ul style="list-style-type: none"> Capex Budget Procurement Budget 	<ul style="list-style-type: none"> Production Planning Capex Budget Expenses Budget 	<ul style="list-style-type: none"> New Projects Budget 	<ul style="list-style-type: none"> Headcount Budget MPC Budget
Investment Decisions	<ul style="list-style-type: none"> Tooling investments 	<ul style="list-style-type: none"> Capex Purchase negotiations Budget 	<ul style="list-style-type: none"> New Project/Existing expansions Maintenance Expenses Productivity Improvement 	<ul style="list-style-type: none"> New Customer Quotation 	<ul style="list-style-type: none"> Productivity Improvement
GST (Compliances)	<ul style="list-style-type: none"> Supplementary Invoices E Way Bill 	<ul style="list-style-type: none"> Input Credit Eligibility Vendors in Default 	<ul style="list-style-type: none"> Input Credit 	<ul style="list-style-type: none"> Input Credit Eligibility Vendors in Default 	<ul style="list-style-type: none"> Input Credit Eligibility Vendors in Default

Training Content & Details

4 key pillars of financial health, each critical to long-term sustainability:

<p>Growth & Scale</p> <p>Sales Growth (CAGR)</p> <p>Size of Business (Turnover)</p> <p>Increase in Net Worth</p> <p>→ Understand how to measure and drive sustainable expansion.</p>	<p>Liquidity & Efficiency</p> <p>Current Ratio</p> <p>Inventory Turnover Ratio</p> <p>Collection & Payable Periods</p> <p>→ Learn to manage cash flow and operational efficiency.</p>
<p>Leverage & Risk Management</p> <p>Debt-Equity Ratio</p> <p>Interest Coverage</p> <p>→ Assess financial stability and risk exposure.</p>	<p>Profitability & Returns</p> <p>ROCE (Return on Capital Employed)</p> <p>EBITDA Margin & Trend</p> <p>Net Profit Margin</p> <p>→ Evaluate performance and value creation.</p>

Main Topics:

- Manging Revenue & Profit Growth
- Overview to Balance Sheet
- Strategic Cash Flow Management
- Financial Ratio’s

Every Topic includes Q&A’s , Case Studies and team presentations

Benefits of Participation:

Make informed strategic decisions | Improve financial resilience and sustainability | Optimize resource allocation and cost management | Enhance risk management and investment planning

Heads	South Zone- Chennai
Name of the Training	Building Financial Resilience for Sustainable Growth
Date of the Training	28 th July 2025
Venue	Radha Regent, Chennai
Trainer’s Name	<ul style="list-style-type: none">• Mr Abhinav Gandotra, Chief Finance Officer- MAHLE ANAND Filter System• Mr. Roshan Jha, AGM Group Finance- ANAND AUTOMOTIVE
No of Participants	16
No of Companies	7
Feedback (Most useful part of the training) from Participants	<ol style="list-style-type: none">1. Good Content2. Case Studies3. Q&A’s
Improvements/Suggestions from Participants	<ol style="list-style-type: none">1. Good Time Management2. Subject must be taken in detail for non-financial persons; so they understand the need for specific Finance Related requirements & Limitations