

## Previous Newsletters :

[ISSUE 9 – MAY 2013](#)[ISSUE 8 – APRIL 2013](#)[ISSUE 7 – MARCH 2013](#)[ISSUE 6 – FEBRUARY 2013](#)**Interesting Articles:**

**Global economic power shift puts focus on Mideast** . Middle East capital stocks will more than double from USD 3.8 trillion in 2010 to USD 8.8 trillion over the next 20 years, according to the latest study by World Bank. By 2030, global capital stocks will rise to USD 316 trillion, nearly double from current levels...[Read more](#)

**From Bombay to Mumbai**. Gyan Prakash's most recent book takes us on a journey through Bombay's history, focusing on the myths and fables that have shaped how the city is represented. His ambitious project fails, however, to explain Bombay's transition from a cosmopolitan city to one torn apart by ethnic conflict...[Read more](#)

**MIDEAST MONEY–Saudi crackdown on illegal firms threatens thousands**. Many smaller firms foreign-owned, use Saudis as front men, Play big role in low-capital service industries, Blamed for taking jobs, opportunities from local citizens, Government now starting to crack down on them, Minister says not worried by potential economic impact...[Read more](#)

**Assignments Handled:**

- ◆ **Sales Manager – Saudi National (KSA) – IT/ Telecom**
- ◆ **Head of Consultancy & Training – Data Center – IT/Telecom**
- ◆ **Network Operations Center Leader – Persian Speaker – IT/Telecom**
- ◆ **Contracts Manager – MEP (Construction)**

**Find Us**[BMMC Company Profile](#)[BMMC Professionals](#)[BMMC Management Recruitment](#)[BMMC Learning & Development](#)[BMMC Business Finance Management](#)[BMMC Values](#)[Contact Us](#)[www.bmdubai.com](http://www.bmdubai.com)

Dear All,

**Welcome to our 10<sup>th</sup> monthly newsletter!**

It is a real pleasure to liaise with you all every month.

This month, we are going to talk about financial projections you should develop after you have analyzed the market and set clear objectives when you create your business plan. That's when you can allocate resources efficiently. The following is a list of the critical financial statements to include in your business plan packet.

Next month, we will explain why executive search firms only accept to work on retained and exclusive assignment.

Best Regards,

Zoran Marinkovic

Managing Partner – BM Management Consultancies

### Developing Financial Projections when Creating Business Plan

**Historical Financial Data – if you own an established business**

You will be requested to supply historical data related to your company's performance. Most creditors request data for the last three to five years, depending on the length of time you have been in business.

The historical financial data to include are your company's income statements, balance sheets, and cash flow statements for each year you have been in business (usually for up to three to five years). Often, creditors are also interested in any collateral that you may have that could be used to ensure your loan, regardless of the stage of your business.

**Prospective Financial Data – Startup**

All businesses will be required to supply prospective financial data. Most of the time, creditors would want to see what you expect from your company to be able to do within the next five years. Each year's documents should include forecasted income statements, balance sheets, cash flow statements, and capital expenditure budgets. For the first year, you should supply monthly or quarterly projections. After that, you can stretch it to quarterly and/or yearly projections for years two through five.

Make sure that your projections match your funding requests; creditors will be on the lookout for inconsistencies. It is much better if you catch mistakes before they do. If you have made assumptions in your projections, be sure to summarize what you have assumed. This way, the reader will not be left guessing.

Next, include a short analysis of your financial information. Include a ratio and trend analysis for all of your financial statements (both historical and prospective). Since pictures speak louder than words, you may want to add graphs of your trend analysis (especially if they are positive).

Finally, you may want to include an Appendix to your plan. This can include items such as your credit history, resumes of key managers, letters of reference, and any additional information that a lender may request.

If you need any support to establish your business plan to start a business or if you believe your organization needs a proper planning process, feel free to approach us.

### Meet BM Management Consultancies

**We Outsource Services of your Accounting and Finance department which include the following**

- |  |  |
|--|--|
| ◆ Set-up your Chart of Accounts depending on your activity with IFRS, US or French GAAPS | ◆ Preparation of cheques & follow up of PDC (Post Dated Cheques) |
| ◆ Book-keeping with Monthly, Quarterly and Yearly closing, following your requests       | ◆ Reconciliations of staff advances; saving accounts...          |
| ◆ General Ledger Maintenance   | ◆ Assets follow up   |
| ◆ Bank reconciliations   | ◆ Cash Flow Maintenance  |
| ◆ Payroll Administration (Payroll processing/Gratuities/Vacations...)                    | ◆ Monthly, Quarterly and Yearly results analysis for management  |
| ◆ Accounts Receivables and Payables (Aging Balance)                                      | ◆ Planning Process (Plan, Budget, Forecast)                      |

[Click Here to Download our E-brochure](#)