

Financial Modelling = Confidence = Funding



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The need for confidence

- The confidence of Investors and Debt Providers (“Funders”) is easily lost, but not easy to earn.
- The landscape is changing as regards funding....
 - Funding packages from multiple sources.
- Everyone is going back to basics...
 - Higher quality information required more frequently.
 - Detailed due diligence being carried out.



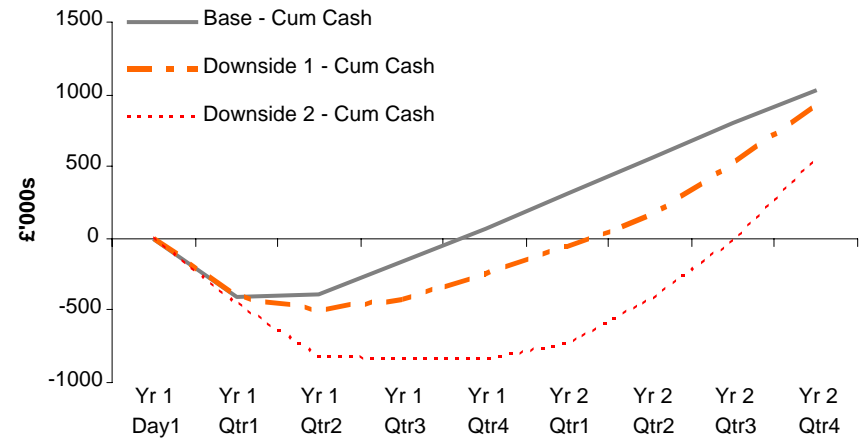
Financial Models are critical to confidence!

Modelling as a confidence booster...

■ A good model provides:

- Clarity
- Precision
- Insight

Cumulative Cash Analysis



■ The model supports the validation and challenge process:

- What are the assumptions/drivers
- Are these achievable/realistic?
- Range of outcomes assessed – run scenarios!

Time and money spent on a model is worth it!

Modelling supporting your fundraising...

■ Getting Funding RIGHT!

- Size & nature
- Timing
- Mix (Equity / Debt)

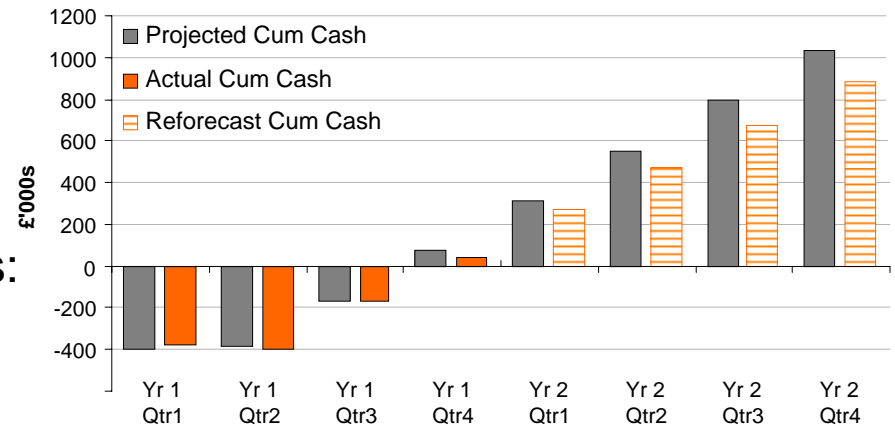
■ Supporting increased information needs:

- Actuals YTD vs original projections
- Actuals YTD + Re-forecasts
- Covenant or other tests monitored

■ Assess the potential impacts of new ideas, new services / products.

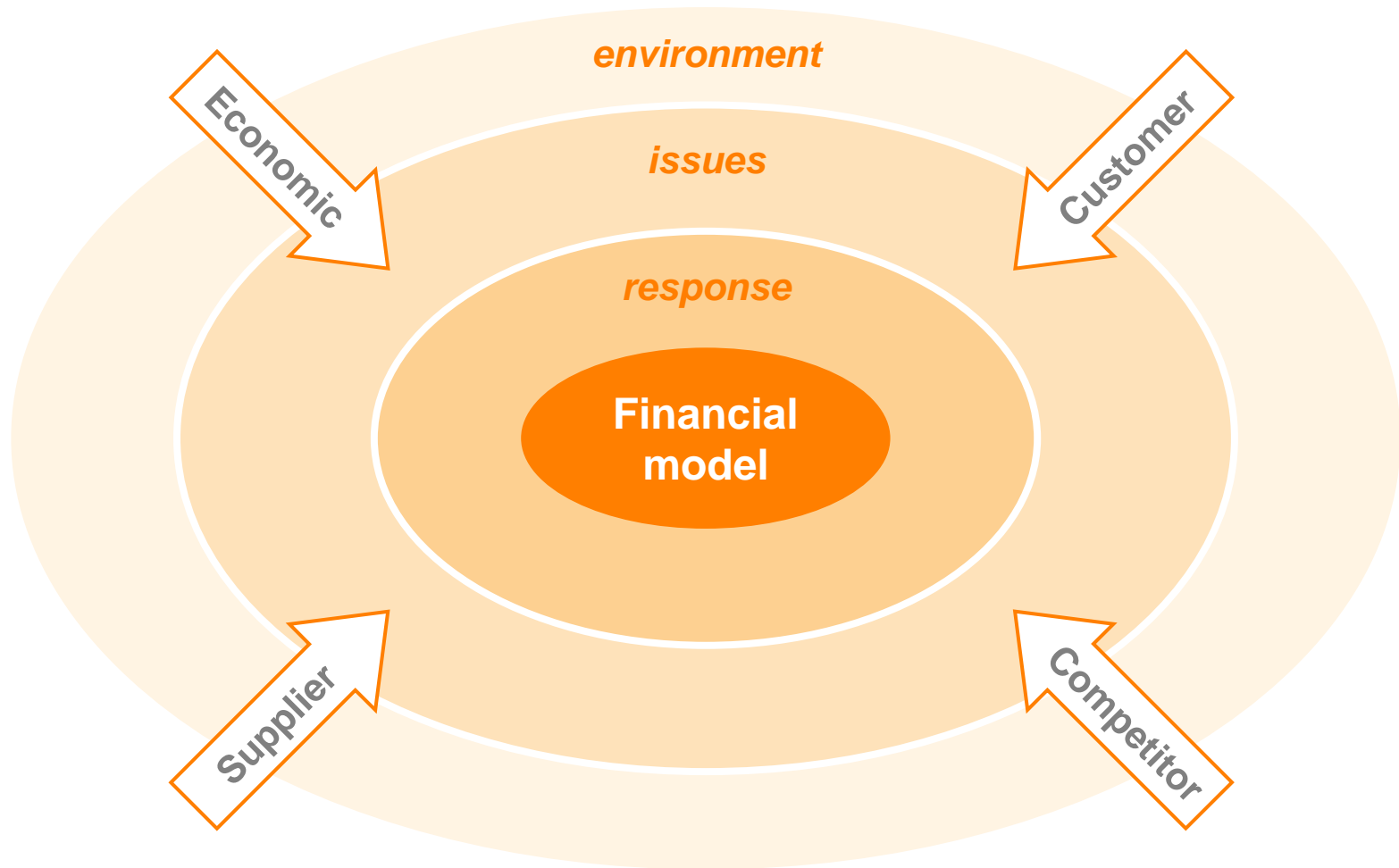
■ Supports possible re-negotiations of funding at a later stage.

Cumulative Cash – Comparative Analysis



The Model supports both pre and post fundraising...

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Thank you

