



PAKISTAN SOCIETY FOR TRAINING AND DEVELOPMENT

27th & 28th
October 2022 | Fees: 32,500

TIME: 9:00 TO 5:00

VENUE: PSTD



Overview of Budgeting

- ▶ Understanding the background of budgeting
- ▶ Stages of budgeting Budgeting process (steps) Zero based budgeting
- ▶ Information required for budgeting
- ▶ Who can do budgeting
- ▶ Impact of inflation and other economic indicators Impact of Country's policy/ operating environment Budgeting as a tool for controlling efficiency

Cash Budgeting

- ▶ Myth of "Profit"
- ▶ Cash Flow Versus Profit Managing Surplus Contingency provisions
- ▶ Linking the Financial Statements Preparing Cash Flow Statement Analyzing Business Performance Using Cash Flow Statement

Strategic Budgeting and Control

- ▶ Linking budgets to business objectives and financial outcomes

Cash Budgeting

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Capital Budgeting

- ▶ Incorporating capital investment decisions into the budget and planning process
- ▶ Capital investment evaluation techniques
- ▶ Importance of Cost of Capital
- ▶ What to rely NRV or IRR?

Sample Budgets

- ▶ Viewing real time budgets

Rolling Forecast Vs Budget

- ▶ What is Rolling Forecasts
- ▶ How to implement Rolling Forecasts
- ▶ Actual vs Budget vs Rolling forecast

A sample budget template likely given "free" to participants to use and coherently share it across the organisational context.

Preparing Budgets for Future Years

- ▶ Basics of Budgeting
- ▶ Time Value of Money
- ▶ Importance of Monthly Budgets
- ▶ How Yearly budgets only require 1 minute a week
- ▶ Carrying out Sensitivity Analysis

For Registration & Details:

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Trainer Profile: Mohammad Ali Saeed



Ali Saeed's professional experience converges from over 10 years of diverse indulgence in the fields of portfolio management and institutional/retail sales of equities to foreign and domestic market participants.

He is currently the CEO of a leading investment banking and equities brokerage firm operating at the Karachi bourse. His responsibilities have encompassed a wide range of roles from effectively marketing the firm to domestic, retail and corporate institutions and also managing the entire settlement cycle. He has also been engaged in sell side research and economic analysis. Ali's previous assignment was at a leading Asset Management Company where he led the portfolio and research efforts of the firm managing three funds with an asset base of PKR 7 billion.

Prior to that, Ali was actively monitoring and investing in the far eastern markets at Morgan Stanley Capital in London researching and managing emerging markets in the Asia-pacific rim, Early in his career, his concentration in research efforts have paved the way for over 50 research reports and business journal articles regularly published and distributed to domestic and international clients. Currently, Ali is authoring a book on PPP (Public Private Partnerships) with a Boston based consultant.

His association with academia has allowed him to currently pursue his M.Phil. in Economics. He holds an MSc. In Finance & Economics from the prestigious Graduate School of Business at the University of Strathclyde in Glasgow, Scotland and a Bachelors in Business & IT from the Curtin Business School at the University of Curtin, in Australia. He has attended various international conferences and workshops to enrich his own pool of thought. Ali is renowned for his highly engaging, thought provoking and practical approach towards coaching and mentoring professionals. Off the corporate floor, Ali is also a regular visiting faculty member at leading universities in Karachi.

- CEO at an investment banking/equities brokerage firm
- Over 10 years of diverse professional experience in foreign and domestic equity markets specializing in buy and sell side rolls
- Former emerging markets strategist with Morgan Stanley Capital, UK
- Renowned for his highly engaging, thought provoking and practical approach towards coaching and mentoring professionals

Testimonials:

"It was a good experience learned various knowledgeable things about finance."
Syed Hameed Hussain Shah, Lotte Chemical.

"The training was very good, many things were covered."
Muhammad Raheel, 1 Link.

"It was an excellent course, both content and delivery."
Muhammad Imran Nawaz, Pakistan State Oil Co. Ltd.

"A great experience. The teaching style was very different and interesting."
Shahzad Munir, Lotte Chemical.