

DON CLARKE SEMINARS

FINANCIAL STATEMENT ANALYSIS SEMINAR COURSE OUTLINE



1641 N. 71st Terrace | Hollywood, Florida 33024 ■ Office: (954) 962-0099 ■ Fax: (954) 962-4132
Toll Free: 1 (800) 861-5711 | Email: d.clarke@ablc.net | corain.cash@ablc.net
Visit Us Online: www.ablc.net

FINANCIAL STATEMENT ANALYSIS

Length: 2 day Seminar

- Day 1: 9:00am – 4:00pm | Day 2: 9:00am – 12:00pm

Seminar Schedule:

- Class Begins: 9:00am | Class Ends: 4:00pm
- Day 1 Breaks: (15 min) - 10:30am & 2:30pm | Lunch: (1 hr.) -12:00pm
- Day 2 Break: (15 min) - 10:30am

Course Overview:

The Financial Statement Analysis Seminar teaches how to properly analyze financial statements, focusing on liquidity and cash generation by doing vertical and horizontal analyses.

Course Objective:

Students will learn how to extrapolate, spread and analyze pertinent financial statement data and metrics.

SEMINAR COURSE OUTLINE:

1) Introduction

- a. The Purpose of Financial Analysis
- b. Conventional VS. ABL

2) Balance Sheet Ratios/Analysis

- a. The Quick or “Acid Test” Ratio
- b. The Working Capital or Current Ratio
- c. Tangible Net Worth Analysis
- d. Leverage Ratio Analysis (“DTW”)

- e. Days Sales Outstanding (“DSO”)
 - f. Days Purchases Outstanding (“DPO”)
 - g. Inventory Turnover
 - h. Analyzing “True” Liquidity in A/R and Inventory using ABL Guidelines
 - i. How the ABL Revelations Impact the Liquidity Ratios
 - j. What is the “Gearing Ratio”?
 - k. LIFO Inventory and its Possible Impact on Debt Service Capabilities
- 3) Income Statement Analysis
- a. Tracking Sales Trends
 - b. Analysis of Cost of Goods Sold (“COGS”)
 - c. Tracking Gross Margin Trends vs. Industry Comparisons
 - d. Analyzing “Below The Line” Items As A % of sales
 - e. EBITDA vs. Interest Coverage
 - f. Cash Flow vs. Debt Service Obligations and the Impact on Working Capital
 - g. Breakeven Sales Analysis
- 4) Summary
- a. Connecting the Dots to Create a Global or Macro Outlook