

“THE ART OF FINANCIAL STORY-TELLING”

Presented by Alan Miltz Award winning speaker



- Alan Miltz has changed the way in which banks and business review financial performance. His analysis techniques are used in over 22 countries by the leading banks, businesses and accounting firms
- Alan Miltz will share 20 years research in a dynamic presentation that will change the way you look at your company and interact with you bank.

ATTENDEES WILL LEARN:

- The financial analysis techniques used by the best global companies and banks to measure performance.
- Communicating financial strategy to the board and the executive team.
- How to measure the cash flow quality of your company? Are you funding growth or wastage in management?
- What to include in a one page financial scorecard. To be used in board reporting and communication to the management team.
- How to evaluate the cash flow potential of your business using the “Power of One” – What are the cash flow impacts of a 1% or 1 day change in your cash flow drivers.
- The three cash flow measures that are critical to measure and understand.
- How to create a culture of Cash Flow excellence in your business.
- How the bank reviews your performance.
- How to lower your cost of borrowings.
- Debt vs. Equity financing options

Alan’s interactive presentation will provide you with the methodology to unlock your blind spots and “Improve cash flow and grow the value of your business.”

Alan has presented The Art of Financial Storytelling to over 5000 business leaders globally.

In his dynamic presentation Alan employs interactive tools and live case studies to highlight the significance of these performance measures and comprehensively describes how to implement them. Even seasoned financial professionals who thought they had seen and heard it all have been “wowed” by Alan Miltz’s penetrating analysis.

“Understanding and mastering key Financial Performance Measures is vital to the success of your company”



BIOGRAPHY

With over 20 years executive experience in a wide variety of industries, including financial services and manufacturing, Alan Miltz is a solution focused high level Corporate Executive with impeccable integrity and professional reputation.

Alan's executive background ranges from founding director of Inmatrix Pty Ltd through to most recently, director of Pearl Finance Australia. Alan has extensive experience across all major finance fields, including financial analysis and debt finance boosting. Working across Europe, Asia and the USA as an accomplished speaker at seminars and conferences, Alan has a wide ranging experience and understanding of global banking operations. A passion for analysing critical business requirements, Alan is highly skilled in identifying deficiencies and potential opportunities, formulating strategy and implementing subsequent innovative and cost effective solutions.

As founding director of Inmatrix, Alan has developed financial analysis techniques that have become a global standard for Businesses, CPA's and Banks. These techniques are now being used in 22 Countries by over 20,000 customers. Including the major banks in Australia, USA, Canada, South Africa, Thailand, Malaysia, Philippines and Hong Kong. Alan has also completed in excess of 200 Business Plans for public companies and large private enterprises.

Alan's concentrated business savvy has also assisted a large number of Australian companies to successfully raise debt finance from the major financial institutions to over \$1.4B to date. Voted Best Speaker in Australia for TEC, the world's largest CEO forum, Alan has been invited as a guest speaker at many CEO conferences globally, including the USA where in 2010 he presented to over 5000 leading CEO's. In 2010 and 2011 he was also the leading presenter at the CEO Syndicate in Australia. Alan is a highly recognized speaker and a keynote presenter for the Entrepreneurs Organization including presentations at the EO Universities in Tokyo, Berlin, Barcelona and at their executive education program that takes place in Boston, MA, USA.

During his career Alan has been involved in every level of company management giving him an incredibly strong grounding in all facets of business operations. With extensive experience as a senior executive, Alan has a thorough knowledge of what it takes to run an effective multinational business or organization and is a valuable contributor to any organization.



Alan Miltz | Director | Commercial Finance Advisory
Pearl Financial Services Pty Ltd
2/83 William Street Melbourne VIC 3000, Australia
Office: +61 3 9629 2144 | alan.miltz@pearlfinance.com.au
Mobile: +61 412 300 401 | Fax: +61 3 9629 4188
Website: www.pearlfinance.com.au