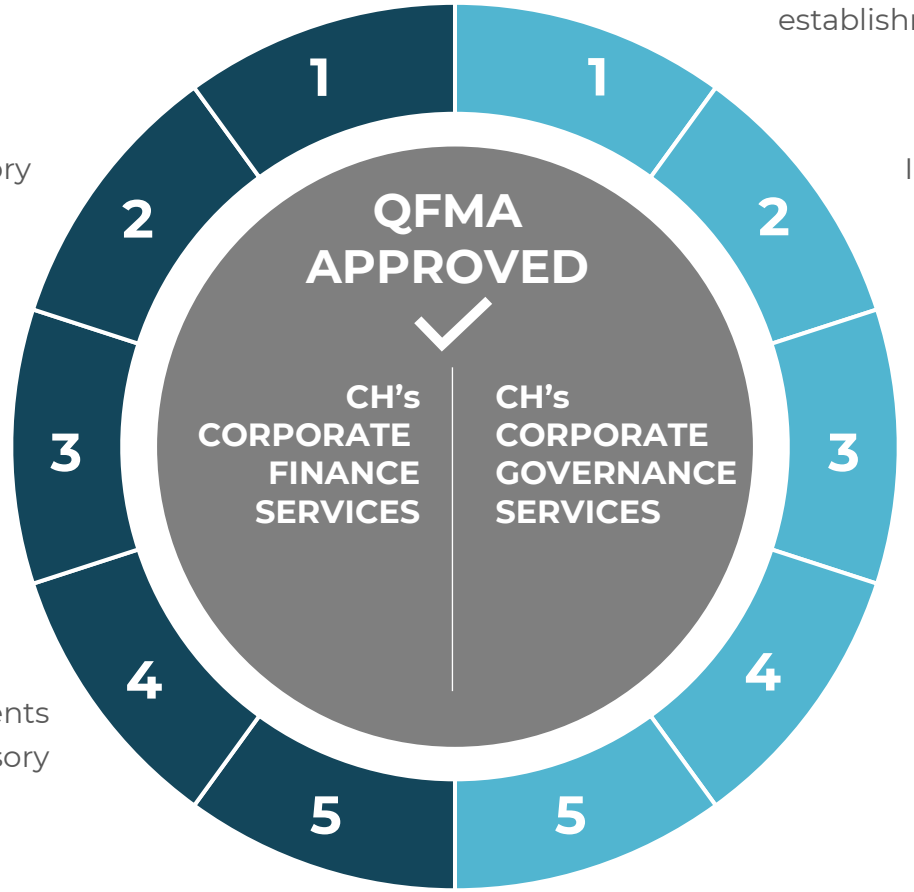
FINANCIAL MODELLING SERVICES

JUNE 2022

1. Why CH?

CH'S TURNKEY SOLUTIONS PROVIDE OUR CLIENTS WITH HOLISTIC ADVISORY SERVICES



IPO / listing advisory

Valuation advisory

Feasibility studies, business plans & financial modelling

Acquisitions and divestments advisory

Corporate strategy advisory

Corporate governance establishment

Internal audit

Enterprise risk management

Compliance

Internal controls assessment

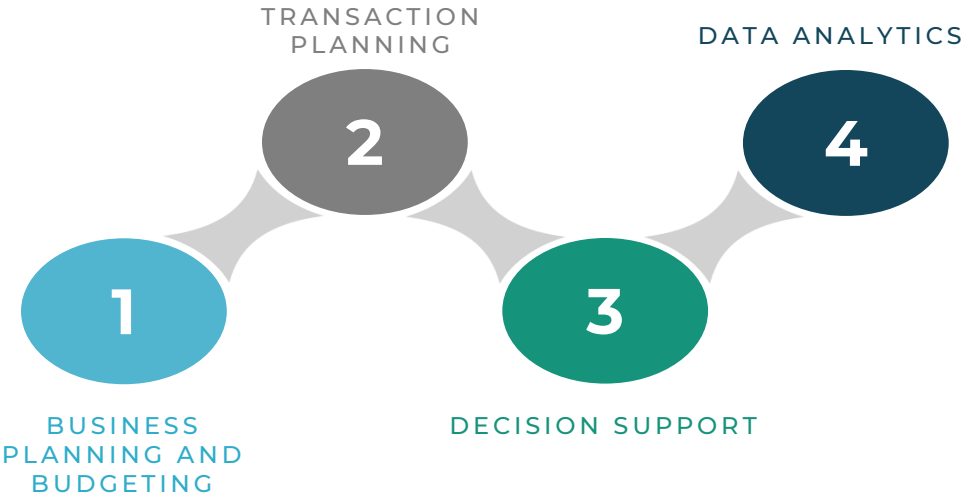
2. Financial modelling: Introduction

FINANCIAL MODELS CAN ADD VALUE TO BUSINESSES' OPERATING IN A MULTITUDE OF SECTORS

KEY SECTOR EXPERTISE: FINANCIAL MODELLING

- EDUCATION
- RETAIL
- OIL & GAS
- FMCG
- CONSUMER & INDUSTRIAL PRODUCTS
- REAL ESTATE
- FINANCIAL SERVICES
- HEALTHCARE

MAIN USES OF FINANCIAL MODELS



3. Financial modelling: Building blocks

CH'S FINANCIAL MODELLING SERVICES AIM TO SIMPLIFY COMPLEX MODELLING REQUIREMENTS

BASIC BUILDING BLOCKS OF FINANCIAL MODELS

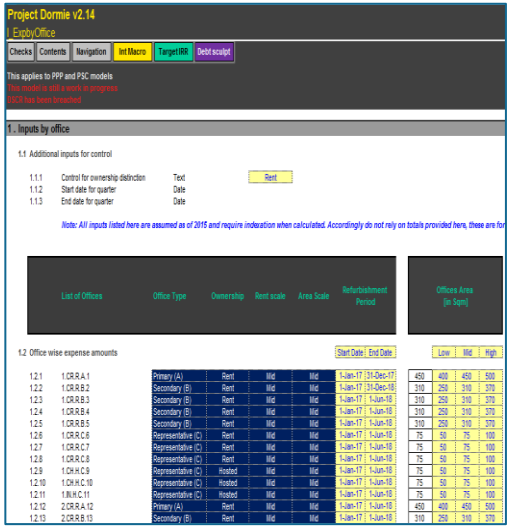
01	ASSUMPTION SHEET	• The assumptions sheet will be customized to meet your business' exact requirements and align with your management accounts/ERP output. • The objective of the assumption sheet is to provide a user-friendly interface that contains all relevant inputs which drive the financial model. For example, a business plan model will have inputs for all key revenue , cost, asset and liability line items together with their underlying drivers.
02	CALCULATION SHEET	• The calculation sheet is an output sheet driven by the content of the assumption sheet. • The objective of the calculation sheet is to present the results of the assumptions in a unified and organized fashion, The output from this sheet also feeds into the financial statements and dashboard.
03	FINANCIAL STATEMENTS	• The financial statements tab is another output sheet and consolidates all the inputs into a set of concise financial statements. • The objective of the financial statements is to provide the user with a full view of the financial outcome of the inputs by arranging all inputs into income statement, balance sheet and cash flow statements.
04	DASHBOARD	• The dashboard provides a simplified user interface summarising the output of the model. • The objective of the dashboard is to present a summarized version of the output with KPIs and the ability to run sensitivities on the model with the click of a button. It also enables the user to see the data in various formats including graphs, tables and charts and is customized to meet your needs.

4. Financial modelling: Simplified

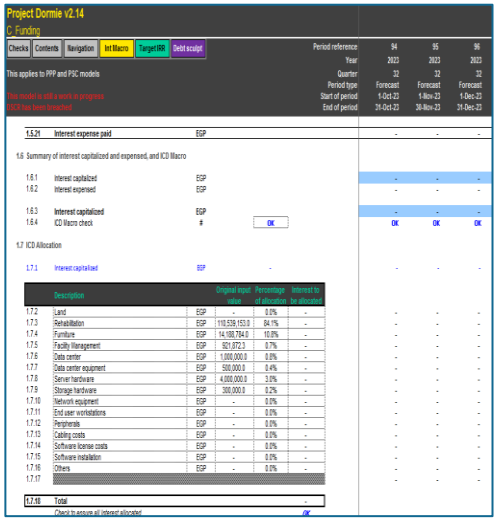
OUR PROFESSIONAL FINANCIAL MODELLING TEAM WILL ENSURE YOUR MODEL IS EASY TO POPULATE AND MAINTAIN

We will use our best practice modelling methods to develop a model structure capable of delivering on your requirements in full

FLEXIBLE INPUTS



SIMPLE AND EFFECTIVE CALCULATIONS



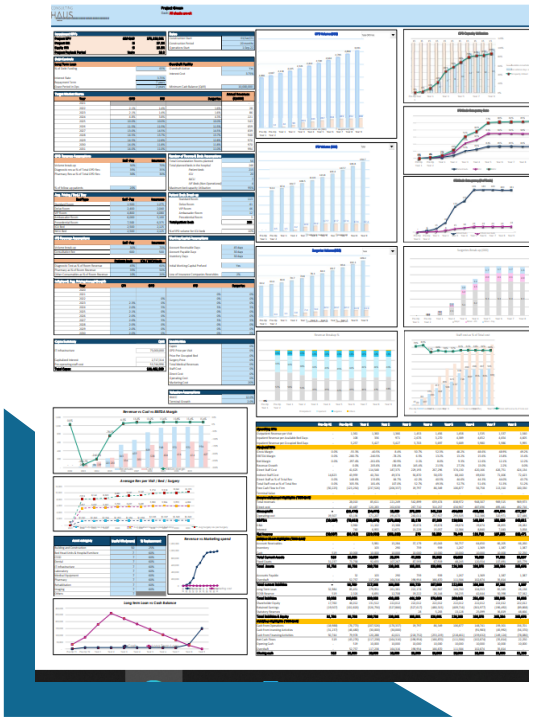
CLEAR OUTPUTS AND ROBUST RESULTS

5. Financial modelling: Dashboards

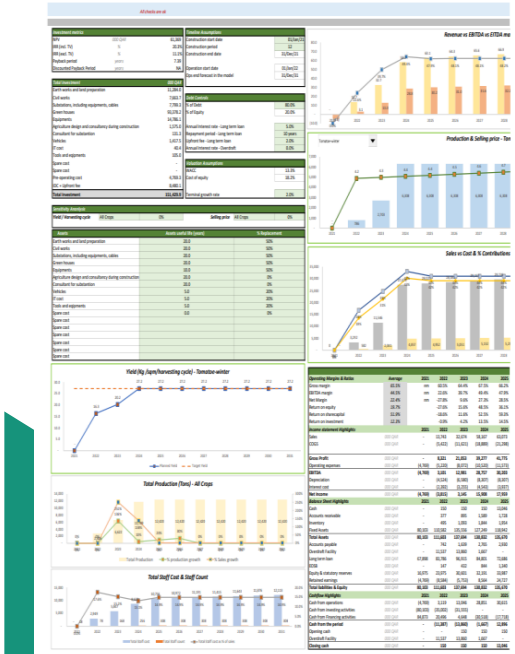
INTERACTIVE DASHBOARDS PRESENT KPIS AND OTHER INFORMATION IN A SUMMARIZED AND EASY TO FOLLOW FORMAT

EXAMPLES OF MODEL DASHBOARDS

HEALTHCARE



AGRICULTURE



REAL ESTATE

6. Financial modelling: Business plans

FINANCIAL MODELLING CAN ADDRESS A BROAD RANGE OF CLIENT ISSUES (1/4)

MAIN USES OF FINANCIAL MODELS

1	BUSINESS PLANNING
2	TRANSACTION PLANNING
3	DECISION SUPPORT
4	DATA ANALYTICS

BUSINESS PLANNING

1. Financial models are the cornerstone of business plan creation and simplify the budgeting and financial planning process to provide more time to management to focus on meeting targets rather than spending too much time building the structure and coding the financial model.
2. We are continually updating and improving our best practice modelling techniques based on the large number of models we work with. Our approach is designed to improve the efficiency of the development process, whilst maximizing the model's output and minimizing the risk of error
3. We work closely with our clients to develop custom-made models to reflect the specifics of their businesses using their assumptions together with financing structures that incorporate key risks and uncertainties.
4. Main advantages of onboarding CH to support with your financial model:
    1. Saves a significant amount of time;
    2. Significantly reduces the risk of error;
    3. Significantly speeds up the process of developing financial projections;
    4. User friendly and protects against user errors;
    5. Provides interactive dashboards which include all the required KPIs and also enables users to undertake sensitivities by quickly changing key inputs.

7. Financial modelling: Transaction planning

FINANCIAL MODELLING CAN ADDRESS A BROAD RANGE OF CLIENT ISSUES (2/4)

MAIN USES OF FINANCIAL MODELS

1 BUSINESS PLANNING

2 TRANSACTION PLANNING

3 DECISION SUPPORT

4 DATA ANALYTICS

TRANSACTION PLANNING

1. CH develops and reviews complex business and financial models to provide the resource, independence and objectivity to support our clients' transactions. Our modelling services are designed to help our clients mitigate their modelling risk, support the evaluation and execution of their transactions, or augment their strategic planning, budgeting and decision making processes

2. Financial modelling supports the evaluation and execution of transactions. Examples include:

    i. Need to evaluate the impact of a buy or sell-side transaction on existing business

    ii. Pre-deal requirement to develop a business plan and robust financial forecasts

    iii. Need for projections to support fundraising and evaluate alternative funding scenarios

    iv. Determining whether the business can generate sufficient cash to meet covenants

8. Financial modelling: Decision support

FINANCIAL MODELLING CAN ADDRESS A BROAD RANGE OF CLIENT ISSUES (3/4)

MAIN USES OF FINANCIAL MODELS

1 BUSINESS PLANNING

2 TRANSACTION PLANNING

3 DECISION SUPPORT

4 DATA ANALYTICS

DECISION SUPPORT

1. We work with major corporate clients and large government departments on complex decisions, often involving multiple stakeholders and high degrees of uncertainty where such decisions require rigorous analysis and smart modelling. Our work typically falls into the following areas:

   i. Strategic Options - Identifying and appraising strategic and commercial options for clients, enabling them to make informed business decisions, and implement strategy

   ii. Capital Allocation - Producing better business cases to support complex investment decisions including M&A activities, and (or) large capital projects

   iii. Operational Research - Using operational research tools and techniques to model the physical (rather than the financial) elements of complex business problems

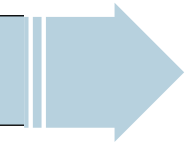
   iv. Major Programs - Delivering real insight to our clients to help them better understand the potential risks and rewards of the major contracts they bid for or contracts that they offer to tender

9. Financial modelling: Data analytics

FINANCIAL MODELLING CAN ADDRESS A BROAD RANGE OF CLIENT ISSUES (4/4)

MAIN USES OF FINANCIAL MODELS

1	BUSINESS PLANNING
2	TRANSACTION PLANNING
3	DECISION SUPPORT
4	DATA ANALYTICS



DATA ANALYTICS

1. Data analytics consists of the use of data, statistical and quantitative analysis, explanatory and predictive models to improve business performance, drive better business decisions and proactively manage risk. Examples include:

    i. Understanding key business cycles by employing analytics (e.g., working capital)

    ii. Employing a decision-making framework based on data science to reach an objective view of a strategic portfolio

    iii. Analyze operational data to identify bottlenecks and inefficiencies and its impact on operational cost

    iv. Identifying potential synergies by utilizing larger data sets and determining if synergies are likely to be realized

10. Our team

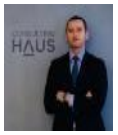
CONTACT A MEMBER OF OUR TEAM TODAY TO DISCUSS YOUR FINANCIAL MODELLING NEEDS

CORPORATE FINANCE TEAM

Integrated Team

Supported By A Team Of Analysts

LEADERSHIP



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