

From great idea to business case



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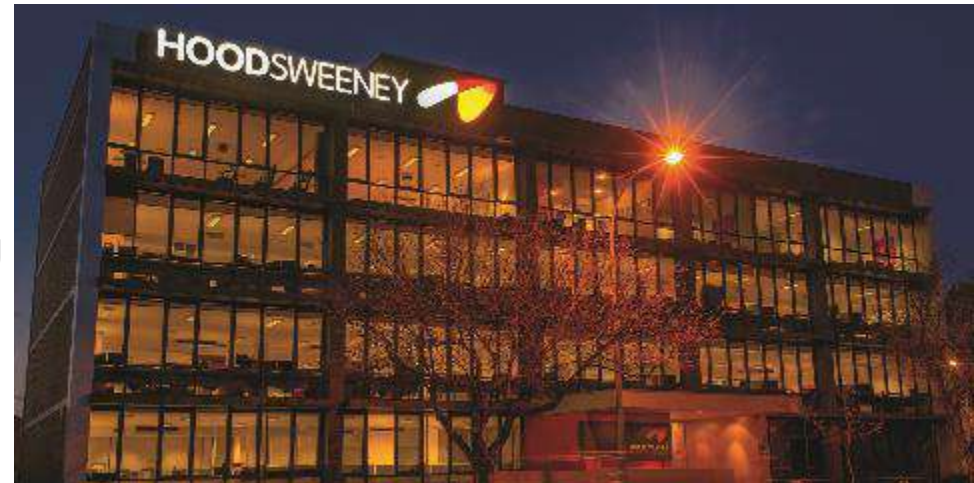
Who we are

40+ year old South Australian firm with over 120 staff in three offices – Adelaide, Whyalla and Kadina.

Serving over 3,000 clients throughout South Australia, including small-to medium-sized private businesses, hospitality and tourism operators, agribusiness enterprises, wine industry, health providers, not-for-profits and individuals.

Integrated service provider:

- Accounting and Business Advisory
- Financial Planning
- Finance
- Consulting and Performance Coaching
- Technology Services
- People and Culture Consulting
- Branding and Marketing Advisory





Today's session

How to Prepare a Business Case

- Template
- Financial projections
- Viability beyond the grant phase
- Financing requirements
- Financial risk mitigation

Executive Summary

**Opportunity
Expectations**

The background of the slide is a dark, circular graphic that resembles a camera shutter with several curved blades. On the left side, there is a vibrant, out-of-focus bokeh light effect with colors ranging from green to blue. The text 'Opportunity Expectations' is centered in the middle of the shutter blades.

Opportunity



Problem & Solution

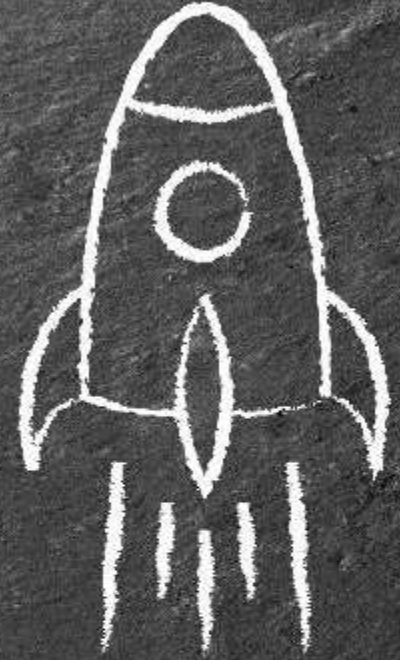
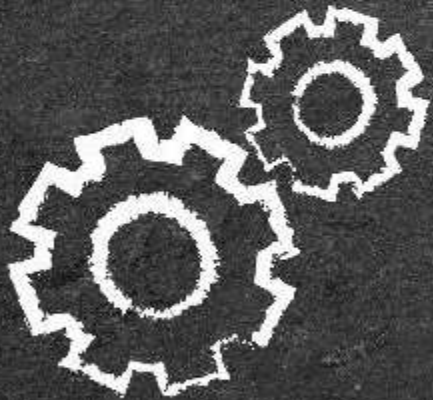
Target Market

Competition

Execution

Project Plan

Milestones & Metrics



A close-up photograph of several people's hands stacked together in a circle, symbolizing teamwork and unity. The hands are of various skin tones and are adorned with various accessories like bracelets and watches. The background is a blurred green field.

Company

Overview

Team

Financial Plan



Forecast

Financing

Statements



Financial Projections – Profit & Loss

Key Considerations

- Growth Projections
- Construction v Operations
- Industry Changes
- Economic & Social Trends

Financial Projections – Balance Sheet

Key Considerations

- Sustainability
- Opening Balances
- Investing in New Assets
- Inflow of Capital
- Repayment of Debt



Financial Projections – Cash Flow

Key Considerations

- Timing of Cash
- Operating Cash Flow
- Investing Cash Flow
- Financing Cash Flow



8,922

21,104

17,074

23,611
5,537

\$ 106,255

31,611

74,644

\$92,3

25,1

67,49

And That's a Wrap

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TiCSA
PARTNER
TOURISM INDUSTRY COUNCIL

