



MACM

MALTA ASSOCIATION OF CREDIT MANAGEMENT

MACM Training Programme

Financial Analysis

for Non-Financial Executives & Credit Controllers

(Based on Real Life Case Studies)

3 hours duration

Dates:

Tuesday, 18th June 2019

MACM Training Centre - Mosta

Sessions Time: 1:45pm – 4:45pm (15 minutes Networking Coffee)

www.macm.org.mt

Financial Analysis for Non-Financial Executives & Credit Controllers

Learning Outcomes

Working in the field of B2B credit management, understanding of financial principles is critical to achieving sound cash flow. This workshop will increase your ability to interpret financial reports, evaluate the financial performance of customers requesting credit, manage your commercial accounts receivable profitably, mitigate credit risk and make sound credit decisions.

Real life Case Studies will be used for the participants to:

- Read, understand, analyze, and interpret financial reports for the purpose of using this information to make better credit decisions.
- Understand accounting rules and principles.
- Make the best of abridged accounts.
- Enhance the ability to forecast financial performance, mitigate credit risk and better manage your accounts receivable.
- Increase the effectiveness in credit management and cash flow decision-making.

Date:

Tuesday, 18th June 2019

Sessions Time: 1:45pm – 4:45pm

(15 minutes Networking Coffee)



Fees:

MACM Members: €75.00 + VAT = €88.50

Non-Members: €100.00 + VAT = €118.00

Moderators:



Dr Ivan Grixti
University Lecturer

Dr Ivan Grixti was educated at St Joseph Convent in Sliema and St Aloysius College, B'Kara, following which, he enrolled on the B.A.(Hons) Accountancy course at the University of Malta in 1986. He graduated 1991 whilst already engaged on a full-time basis with the commercial arm of the University. In 1993, he commenced reading for his M.A. degree in Accounting & Finance at the University of Lancaster. In December 2014 he was awarded the Ph.D. degree from the University of Southampton. Given that his main research area is financial accounting, his doctoral thesis was dedicated to discovering how the change in the accounting paradigm from Historical Cost Accounting to Fair Value Measurement affected the Maltese scenario.

In 2006 he became accepted as a fellow of the AIA – Academic branch. He has contributed on various occasions to the official journal of the Malta Institute of Accountants and has conducted various seminars as part of the CPE programme.

On a professional level he was awarded the warrant of a CPA in 1992 and eventually, became a fellow of the MIA in 1998. In 2002 he was accepted as a member of the Chartered Institute of Arbitrators.



Mr Charles Xuereb
CEO Trident Estates Plc

Charles Xuereb, B.A. (Hons) Accty, CPA, FIA, MIM, was appointed Chief Executive Officer of Trident Estates plc in 2017 and is responsible for the group's property interests.

After graduating in Accountancy in 1991, Charles started off his professional career with PricewaterhouseCoopers. He joined Simonds Farsons Cisk plc ("*SFC*") in 1995 and between 2005 and 2017 served as the Chief Financial Officer of SFC, being responsible for the Group's overall financial management, direction and governance as well as the Group's Credit Control, Information Technology and Business Services. He was a member of the Group Executive Board and sat on the board of ten companies.

Mr Xuereb was elected President of the Malta Association of Credit Management in 2013, a position he still holds to date.



Financial Analysis for Non-Financial Executives & Credit Controllers

3 hour Workshop

Registration Form

| | |
|--|--|
| Name & Surname | |
| Company Name & Address | |
| VAT Number <i>(For Invoicing purposes)</i> | |
| Phone | |
| Mobile | |
| e-mail Address | |

Date of Lectures:

Tuesday, 18th June 2019

Fees:

MACM Members: €88.50 *incl VAT*

Non-MACM Members: €118.00 *incl VAT*

*Cheques are to be made payable to
Malta Association of Credit Management.*

Please note that places are limited and registrations are processed on first-come-first-served basis.

Signature/s: _____ Date _____

MACM Training Centre 86/2, Triq ta' Mellu, Mosta MST 3785

Tel: 21423638

Fax: 21423640

email: info@macm.org.mt

website: www.macm.org.mt

The personal data of the participants, including name, telephone number, e-mail address and other details are held by the MACM Training Centre for account and order administration, to facilitate better communication, for security purposes, and subject to the provisions of the GDPR and any other applicable law.