



**Last date for registration 28 July 2025**

## INTRODUCTION

All commercial organizations are in the business of making money now and in the future. For this we are asked to continually improve on P Q C D M S, DSI, DSO, DPO, MTTR, MTBF, COPQ, OEE, TEEP, etc. How does our action on the shopfloor impact the finances of the organization? Does it affect P&L? Balance Sheet? Cash Flow? This is the question most of the operations professionals would have. Periodically, the team is also asked to ratify certain financial ledgers and statements such as - Inventory, status of CAPEX, non-moving and slow-moving material statement, etc. For more involved contributions from the Operations team, it is always desired that they should understand the meaning & implications of the terminologies that are used and how their day-to-day activity affects the financial performance of the Organization.

This training program strives to unbox the mysteries of financial world to the Operating professionals so that they can more proactively contribute to the financial well-being of the Organization.

## FOCUS AREAS

- Introduction
- Selling Price, Cost, Profit
- Fixed Costs, Variable Costs, Semi-Variable costs
- Product Cost, Machine hour rate & Factory Overheads
- Financial terms - Payback, ROI, ROCE, Breakeven, DSI, DSO, DPO, Write-down, Write-off
- P&L - Topline, Bottomline, EBIT, EBITDA, PBT, PAT, Contribution, Gross Margin, etc.
- Working capital, CAPEX, OPEX, Depreciation, Provision, Impairment, Anticipated losses
- Standard Cost, -Ve margin analysis, variance analysis
- Balance sheet, Assets, Liabilities, Key ratios
- Cash Flow Statement, Competitor Analysis
- How can we contribute?

### Exercises:

- Classification of Fixed and Variable Costs and their impacts
- Product Costing, MHR, FOH practical examples
- Calculation of PBP, IRR, ROCE, BEP, DSI, DSO

## KEY TAKE AWAYS

**After undergoing the programme, the participants will be able to -**

- Clarity on financial terms being used and their linkage to operational metric
- Better contribution to the organisation to improve financial parameters
- Preparing employees for higher management role in the future

## PARTICIPATION FEE

**Rs. 10450/-**  
+18% GST

**IMTMA Members/ Micro Companies/ Individuals/  
Educational Institutions / Students/ IMTMA Non  
Members/ Others**

**USD 415/-**  
**Overseas Participants**

**Group Concession : 10% for 3 to 5 and 20% for 6 and more delegates being nominated from the same company**

## PARTICIPANT PROFILE

**Target functions:** All functions except Finance & Accounts team

## FACULTY

The program shall be delivered by **Mr. Shashiprakash L S**

He is a Mechanical Engineer & MBA with 40 years of experience in all manufacturing functions - across Automotive, Non-Automotive (Precision Engineering, Heavy Engineering, Capital Equipment Polymer Industries). He has been a Lean Practitioner since the year 2000. He has worked as COO & CEO in multiple organizations including MNCs and reputed Indian companies, for over a decade. Having been responsible for P&L for many years, he is able to explain financial linkages to operational metrics.

Having implemented Lean and ToC techniques across different Industries, he was featured in Business Today for effecting turnaround from a very difficult industry and was called 'Josh Machine'. He has authored a book titled - 'A Journey from Impossible to I'm Possible' which is under release currently. He is a good orator and has a penchant for teaching concepts through stories and anecdotes.

### For Registration Contact

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**REGISTRATION** : Prior registration for participation is necessary. Number of participants is limited and will be accepted on 'First Come First Serve' basis. A Certificate of participation will be issued to participants.

**Important Information** : Participation fee includes, course material, working lunch and tea / coffee. Interested companies are requested to register online by clicking on 'REGISTER' button and by filling up the nomination authority and participant's details in specified form.