



Fáilte Ireland

National Tourism Development Authority

Financial Planning

Meeting with Banks and Financial Institutions

Understand Your Business

- What is your business?
- What is unique about your business and what sets it apart?
- Who are your customers?
- Is the business adaptable?
- Who are your competitors?
- Who owns and/or operates the business?
- Will your team be able to achieve the financial projections forecasted?



What are Our Lending Requirements?



WORKING CAPITAL

- Monthly business needs
- Sales Seasonality
- Cashflow needs



SHORT TERM LOAN

- Covid-19
- Creditor payments
- Operational needs



CAPEX

- Capex requirements
- Associated projections
- How will this impact the P&L



FURTHER INVESTMENT

- Customer and business needs
- Projections
- Does the interest increase?

What is the Right Type of Financing for Your Business?

OVERDRAFT

- Short-term funding option
- Not as a way of financing
- Must return to zero balance after period

SHORT TO MEDIUM TERM LOAN

- Short-term working capital facility
- Balance sheet restructuring

LONG TERM LOAN

- What is the period of time you need the loan for?
- Is the loan extended?
- Does the interest increase?




ASSET FINANCE

- Equipment
- Leasing versus hire purchase

Being Prepared



Be prepared for meeting the bank/your financial institution

-  Understand how much and what type of financial support your business needs
-  The level and type of lending you will require will dictate the level and type of information you require to provide the bank
-  The funding structure of every business differs. Each bank/lender will take a slightly different approach.

Lending Documentation Requirements

The level of information will be dependant on the quantum of debt

01

TAX COMPLIANCE

Ensure your tax affairs are in order and you have your tax clearance certificate or number

03

PROJECTIONS

Three year projections to include both base and best case scenarios

05

AGED DEBTORS AND CREDITORS LISTING

Banks will want to understand your ability to manage them

02

AUDITED ACCOUNTS

The banks will want to know your credit history (latest three years)

04

MANAGEMENT ACCOUNTS

More detail on the operation than your audited accounts (two to three years)

06

FULL BUSINESS PLAN

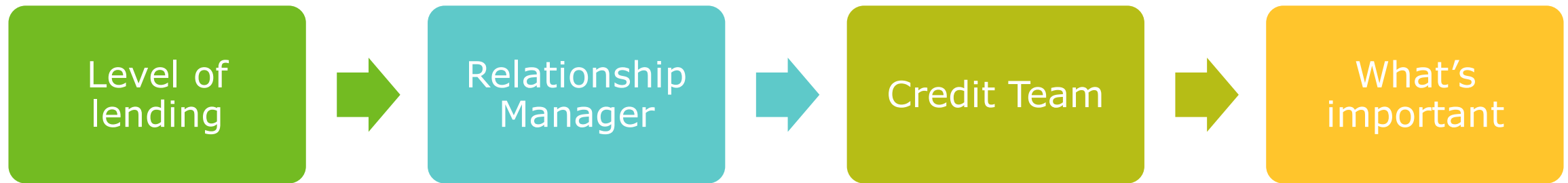
May be optional (If you are looking at new lending, a large capital investment loan, etc.)

What other liabilities do you have?

How did you manage during COVID-19?

Understanding the Credit Process

Being prepared for meeting the bank/your financial institution and understanding what the ask is



What do I do Now?

- 01 Do you keep good management accounts?
- 02 Do you track KPIs within your business?
- 03 Have you forecasted your business needs for the next 12-18 months?

