

# Creating a Business

Lecture Title: Presenting your Business



Lecturer: Angelito Sciberras

Date: 26 October 2024

Undergraduate Diploma in  
Business Administration

# Funding Methods (Last Lecture)

- Bootstrapping
- **Equity Funding**
  - Venture Capitalist
  - Business Angels
  - Stock Market
- **Debt funding**
- Government funding
- Crowd Funding

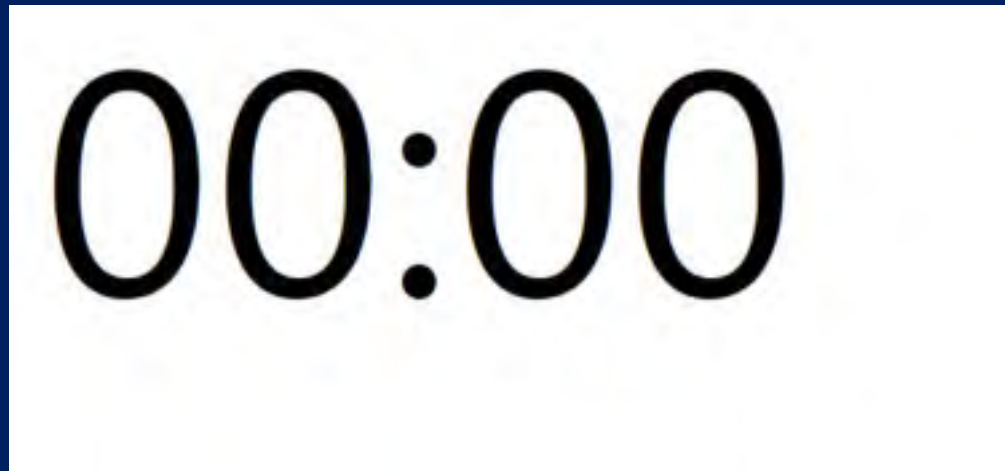
Lenders' and Investors'

how to we tap them?



# Funding Methods

Lenders' expectations vs Investors' expectations



# Funding Methods

Lenders' expectations vs Investors' expectations



# Funding Methods

## Lenders' expectations vs Investors' expectations

	Lenders	Investors
<b>The Pitch</b>	Want to see proof that the company has the <b>means to repay</b> the loan. Should include a <b>detailed and realistic cash flow forecast</b> , as well as <b>accountant-reviewed financial statements</b> or a tax assessment for the previous year.	Needs to be <b>exciting</b> with a <b>focus on growth</b> potential, hungry founders and an <b>inspiring story</b> .
<b>Financial Projections</b>	Projections should be <b>broken down by month and go out one or two years</b> . Should adjust for seasonality and scenarios.	Often stretch out to <b>five years</b> and are broken down by year.

# Funding Methods

## Lenders' expectations

- track record
- ability to repay
- staying in power
- collateral



# Funding Methods

## Investors' expectations

- competitive advantage
- huge market
- strong management team
- Huge returns
- exit strategy



# Funding Methods

## Pitch

- Pitching for new business is a make-or-break moment
- not just what you are pitching, but who you are pitching to

## Tips

1. Be a master of the facts, but know that for an executive audience, your relevant experience matters most.
2. Avoid pitches where only one person speaks.
3. Be passionate about the problem, not just your product
4. Listen closely and respond carefully.





# Funding Methods

## Pitch



# Funding Methods

Your views on the pitch



# Funding Methods



The screenshot shows the website for Peter the Speaker. The top navigation bar includes links for Home, About, Twitter, Contact, and Disclaimer. A large photograph of Peter the Speaker is on the left. To the right, a text block states: "I deliver innovative business workshops consisting of team games, presentations and skills workshops for students, first time entrepreneurs and established businesses". Below this text are two award logos: "WINNER nw BUSINESS AWARDS" and "DRAGONS' DEN WINNER".

Peter the Speaker

[Home](#) [About](#) [Twitter](#) [Contact](#) [Disclaimer](#)

I deliver innovative business workshops consisting of team games, presentations and skills workshops for students, first time entrepreneurs and established businesses

WINNER  
nw  
BUSINESS  
AWARDS

DRAGONS' DEN  
WINNER

# Funding Methods

Your views on the pitch



# Funding Methods


Pitch

## Dragons' Den reject 'worth £90m' is now driving his girlfriend's Smart car

And the Brummie ProGains boss has had to sell his house after abuse and a sales drop

NEWS By **Roz Laws**  
15:00, 28 OCT 2017 | UPDATED: 14:28, 9 JUL 2018

Enter your postcode for local news and info  Enter your postcode



HEALTH FOOD BOSS CLAIMS TO HAVE LOST 80 PERCENT OF HIS BUSINESS

VERSACE

Video

# Funding Methods

## Tips

1. Be a master of the facts. But know that you are an executive audience, your relevant experience is your asset.
2. Avoid pitches where only one person speaks.
3. Be passionate about the problem, not just your product.
4. Listen closely and respond carefully.





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00:00



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# Business Plan

It is a:

- Post feasibility study which documents
  - the operational and
  - financial objectives
  - detailed plans to achieve them



# Business Plan

It is a:

- Plan to execute a new venture
- Shared vision
- Dynamic Document
- Snap shot
- Where the Company wants to go
- How is it getting there



# Business Plan

## Overview of a Business Plan

- cost of organising the business
- anticipated sources of revenue
- how the products and/or services are customer oriented
- anticipated profit margins



# Business Plan

Business plans serve two main purposes.

- guide business owners use to streamline management and planning/organisation of the business.
- show potential share holders, bankers, and other lenders a comprehensive plan to encourage them to invest in the business.



# Business Plan

## Types

- One-pager
  - high level and easy to understand at a glance
- Startup
  - bigger focus on the financials as well as on other sections that determine viability of your business idea
- Internal
  - to keep your team on the same page and aligned toward the same goal



# Business Plan

## Types

- Strategic
  - bigger picture, more-long-term look (built on normal business plan)
- Feasibility
  - pre-business plan - many refer to it as simply a feasibility study
  - Business Model Canvas



# Business Plan

Sublevels of a business plan include:

- Marketing plan
- Financial plan
- Human resource plan
- Production plan



# Business Plan

## Types

Strategic	Feasibility	Start Up	One Pager	Internal	Strategic
Executive Summary		✓	✓	✓	✓
Company Description	✓	✓		✓	✓
Market Analysis	✓	in-depth	summarised	✓	comprehensive
Products and Services	✓	✓	summarised	✓	for launch & expansion
Marketing Plan		✓	summarised	✓	comprehensive
Logistics & Operations	✓	✓	summarised	✓	comprehensive
Financials	✓	in-depth	summarised	✓	comprehensive



# Business Plan

Elements of a business plan include:

- Cover letter
- Title page
- Table of Contents
- Executive Summary
- Company background
  - Management and international organisation
  - Mission statement
- Products and services
- Marketing plan
- Competitive analysis
- Marketing/Realization
- Risk analysis
- Financial planning
- Conclusions
- Appendices



# Business Plan

## Cover Letter

- make a good first impression
- sell your business idea
- explain why your business is a good investment

## OR

- explain why you are approaching the potential investor or lender
- what they can gain from investing



# Business Plan

## Cover Letter

- not long (half page)
- well-written and professional-looking (first impressions)
- tailor specifically for the recipient/s
- contact information should be included



Less formal when sent via email but still include the details above



# Business Plan

## Cover Letter

### Letterhead

Barry Fenton, Owner/Operator  
BF Innovative Apps Ltd.  
84 Softwood Road  
Naxxar, NXR 123

January 10, 2022

Mr John Smith  
Bank Manager  
ABC Bank  
223 Main Street,  
Valletta, VLT 999

Dear Mr. Smith,

I am very pleased to enclose my business plan for BF Innovative Apps Ltd. Inside, you will find a wealth of information about my business, a thorough assessment of opportunities in the marketplace, and a detailed plan for seizing them. I look forward to the possibility of working with your bank to make BF Innovative Apps Ltd. a success in the coming months and years.

I am eager to hear your comments and answer any questions you may have. You can reach me at 9999-9999.

Thank you for your time and attention.

Sincerely,

Barry Fenton



# Business Plan

## Title Page

Simple, clean, and powerful

- Company name
- Company logo (corporate colours)
- Title & date
- Contact Information
- Confidentiality Statement



# Business Plan

Title Page



Upmetrics

ADDRESS  
10000 Balboa Ave, Westminster, CO, 80068  
http://upmetrics.co

CONTACT  
(303) 559-2145  
info@upmetrics.co

## Business Plan

2021-22

Prepared By  
**John Doe**

#1 Online Business Plan Software

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The image shows a title page for a business plan. It features a dark header with the Upmetrics logo and contact information. The main content area is white and contains the title 'Business Plan 2021-22' and the author's name 'John Doe'. A photograph of a man in a suit pointing at a whiteboard is visible on the right side. The footer includes a claim to be the '#1 Online Business Plan Software' and a copyright notice.



Upmetrics

## BUSINESS PLAN

# 2021-22

John Doe

10000 Balboa Ave, Westminister, CO, 80068

(303) 559-2145

info@upmetrics.co

http://upmetrics.co

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The image shows a title page for a business plan with a dark blue background and a white diagonal section. It features a briefcase icon in the white section. The text includes the company name 'Upmetrics', the title 'BUSINESS PLAN 2021-22', and the author's name 'John Doe'. Contact information is provided at the bottom. A copyright notice is also present.



# Business Plan

## Table of Contents



# Business Plan

## Table of Contents

- major sections
- sub-categories
- logically with page numbers



## Table of Figures





# Business Plan

## Executive Summary

- gives an overview of
  - business opportunity
  - entire business plan.
- explains the type of business
- summarises key facts and strategies
- provides the lender or investor a quick analysis

**IT IS NOT  
AN  
ABSTRACT**



# Business Plan

## Executive Summary

- keep it simple and succinct



### IT SHOULD –

- grab the reader's attention
- convince them it is in their best interest to keep reading

# Business Plan

## Executive Summary

- The problem statement or business
- Your business
- Company
- The target market or customer
- Competition
- Milestones
- Financial plan
- Management Team

**LAST TO  
COMPLETE**



00:00



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# Business Plan

## Company Overview

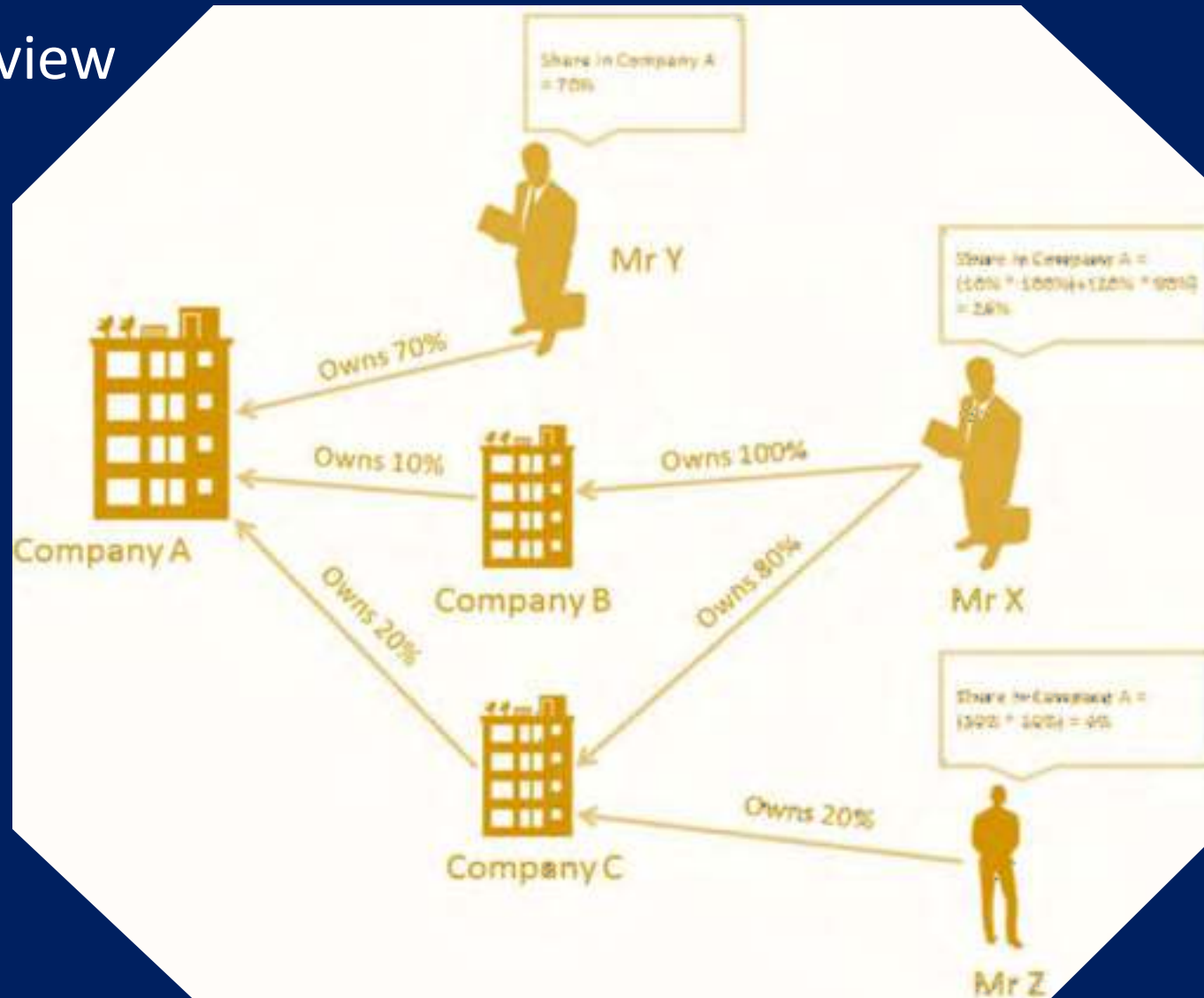
- Mission Statement
- Management and international organisation
- History
- Management team
- Legal structure and ownership
- Locations and facilities
- Mission, Vision & Values



# Business Plan

## Company Overview

- Ownership



# Business Plan

## Company Overview

- Management Team



# Business Plan

## Company Overview - Mission Statement

- Comes after SWOT
  - Describes the Company
  - Mission (present)
  - Vision (future)
  - Values (belief)
- } Different styles





# Business Plan

## Mission, Vision & Values Statements

“Our business is your future”

“to offer excellent face to face and online academic courses with the aim of providing students with a learning experience comprising of quality, of teaching, learning facilities, and a positive education experience”



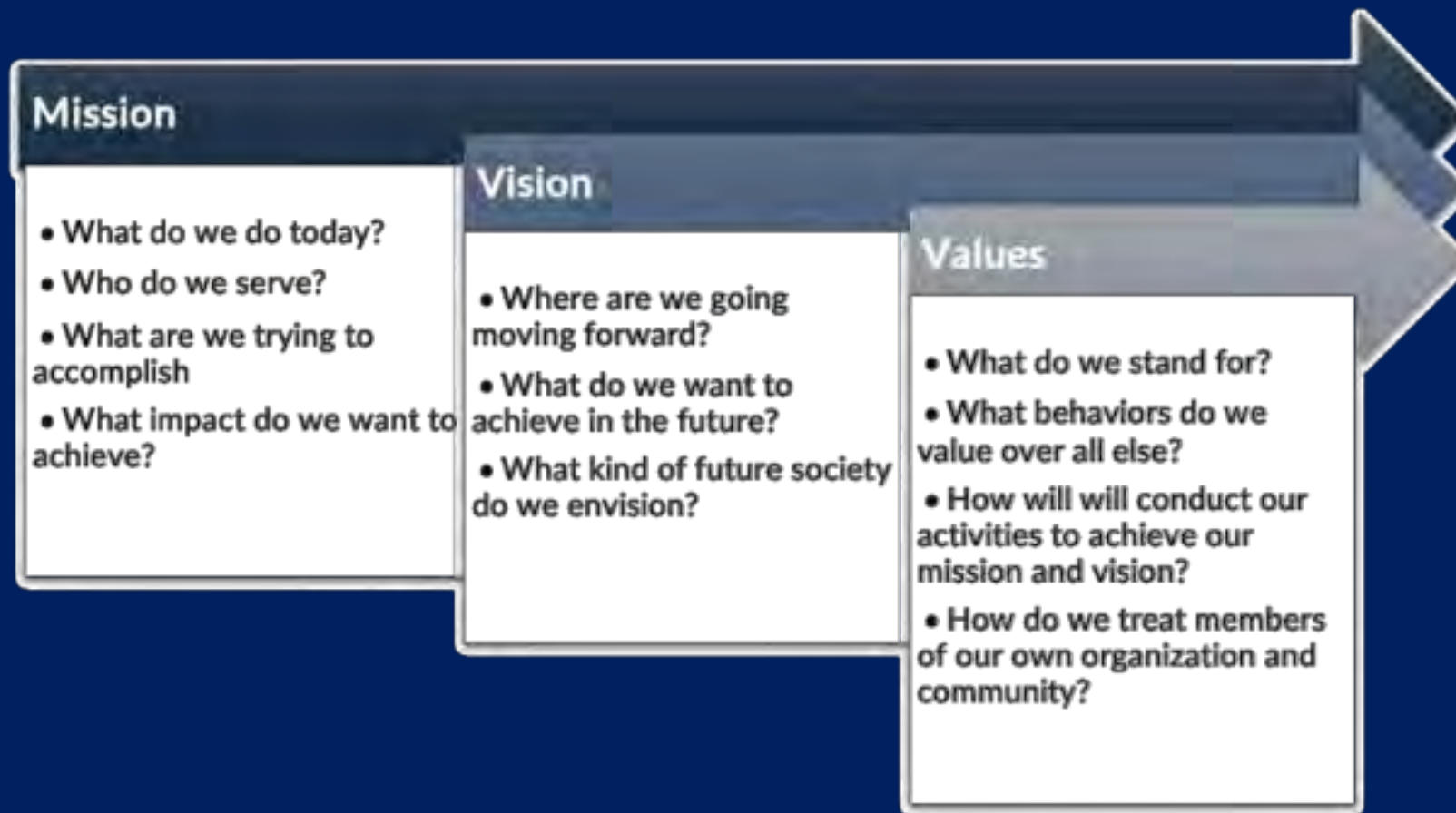
# Business Plan

Mission, Vision & Values Statements



# Business Plan

## Mission, Vision & Values Statements

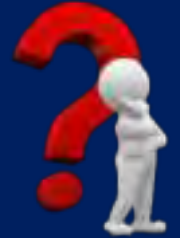


# Business Plan

Mission, Vision & Values Statements

“to bring the best user experience to its customers through its innovative hardware, software, and services”

“We believe that we are on the face of the earth to make great products and that's not changing.”



Which  
company?



# Business Plan

## Mission, Vision & Values Statements

“We believe in the simple, not the complex.

We believe that we need to own and control the primary technologies behind the products we make.

We participate only in markets where we can make a significant contribution.

We believe in saying no to thousands of projects so that we can really focus on the few that are truly important and meaningful to us.

We believe in deep collaboration and cross-pollination of our groups, which allow us to innovate in a way that others cannot.

We don't settle for anything less than excellence in every group in the company, and we have the self-honesty to admit when we're wrong and the courage to change..”





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# Create a Mission Statement



00:00

**Mission**

- What do we do today?
- Who do we serve?
- What are we trying to accomplish
- What impact do we want to achieve?





# Create a Mission Statement



# Travel Company

“To empower Maltese travellers with exceptional experiences abroad by providing personalised service and expert guidance. We strive to make exploring the world accessible and enjoyable, ensuring every journey is memorable and hassle-free.”



# Beauty Service

“To enhance the beauty and well-being of our clients in Malta through exceptional, personalised services in a welcoming environment. We are dedicated to empowering individuals to embrace their unique beauty and self-expression.”



# EV Charging Stations

“To support Malta’s transition to sustainable transport by providing accessible, reliable EV charging solutions that empower drivers to embrace eco-friendly travel.”



# Asian Food Store

“To bring the vibrant flavours of Asia to Malta by offering a diverse selection of authentic ingredients and products, enriching the culinary experiences of our community.”



# Technical Training

“To empower individuals in Pakistan through innovative technical training, equipping them with the skills and knowledge needed to excel in their careers and contribute to the country's development.”



# Create a Vision Statement



00:00

**Vision**

- Where are we going moving forward?
- What do we want to achieve in the future?
- What kind of future society do we envision?



# Create a Vision Statement





# Travel Company

“To be the leading travel partner for Maltese adventurers, inspiring exploration and creating unforgettable experiences that connect our clients with the world.”



# Beauty Service

“To be Malta’s premier destination for beauty and self-care, celebrated for our innovation, expertise, and commitment to empowering individuals to embrace their unique beauty.”



# EV Charging Stations

“To lead Malta towards a sustainable future by becoming the most trusted provider of EV charging solutions, fostering a greener, cleaner environment for generations to come.”



# Asian Food Store

“To be Malta's go-to destination for authentic Asian cuisine, promoting cultural diversity and culinary exploration through our exceptional range of products.”



# Technical Training

“To be a leading institution in Pakistan for technical education, shaping skilled professionals who drive innovation and contribute to a prosperous future.”



# Create a Values Statement



## Values

- What do we stand for?
- What behaviors do we value over all else?
- How will we conduct our activities to achieve our mission and vision?
- How do we treat members of our own organization and community?



# Create a Values Statement



# Travel Company

“We prioritise personalised service, integrity, and excellence, ensuring that every journey is crafted with care and respect for both our clients and the destinations they explore. Sustainability, cultural appreciation, and community impact are at the core of our commitment to responsible travel.”





# Beauty Service

“We are dedicated to excellence, inclusivity, and client well-being, creating a welcoming environment where everyone feels valued. Integrity, innovation, and self-expression guide us as we empower clients to embrace their unique beauty with confidence.”



# EV Charging Stations

“We are committed to sustainability, reliability, and innovation, providing accessible and eco-friendly solutions that support Malta’s shift towards a cleaner future. Integrity and customer satisfaction are at the heart of everything we do.”



# Asian Food Store

“We value authenticity, diversity, and community, offering high-quality Asian products that celebrate culture and inspire culinary exploration. Our commitment to customer satisfaction and integrity guides every interaction.”



# Technical Training

“We are dedicated to integrity, innovation, and excellence in education, empowering students with practical skills and knowledge. Our commitment to inclusivity and lifelong learning drives us to support individual growth and contribute to Pakistan’s development.”





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00:00



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# Business Plan

## Products &/or Services

- What need are you fulfilling or what problem are you solving?
- Emphasize how and why you are competitive.
- How do you stand out, and why does this business have such a terrific chance at succeeding
- Try to answer why a client would want it.
- How will your offering make your customers' lives better or more profitable?





# Business Plan

## Products &/or Services

- Description
  - what is your product and/or service
  - how does it work?
  - how does it benefit customers?
  - how do you make it or how will you get it made?



# Business Plan

## Products &/or Services

- Comparison
  - what makes it unique or better?
  - why would someone choose to buy it or do business with you over someone else?



# Business Plan

## Products &/or Services

- Accreditations/Intellectual Property
  - have you had it tested or certified?
  - approvals from industry experts?
  - trademark, copyright, or patent?



Research & Development



# Business Plan

## Products &/or Services

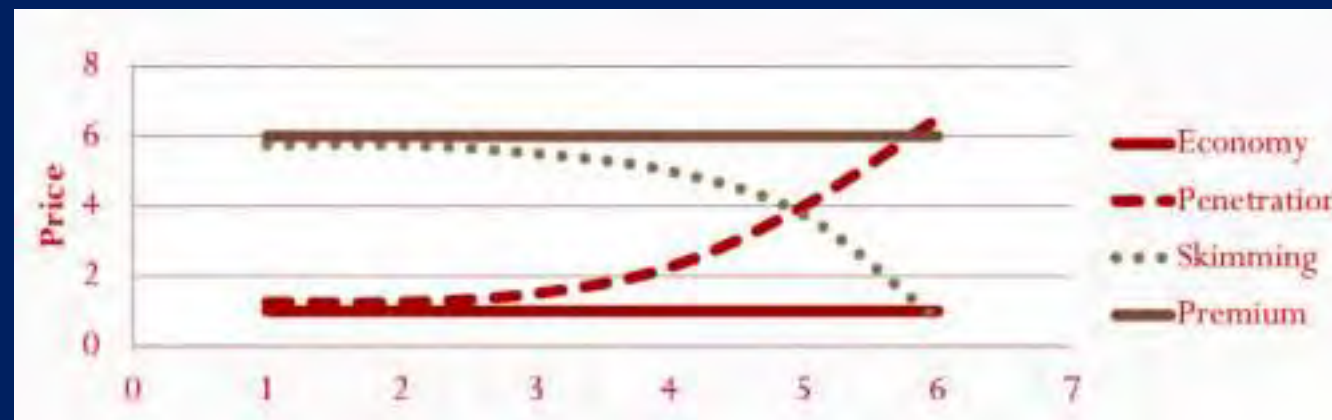
- Lifecycle
  - where are you currently with it?
    - idea stage or do you have a prototype?
    - produced some and are looking to expand?
    - started offering this service already or are you still in the planning stages?



# Business Plan

## Products &/or Services

- Pricing
  - how much will you charge for it?
  - where does this fit in with what is currently available?



# Business Plan

## Products &/or Services

- Sales and Distribution Strategy
  - How will you sell it?
    - online or in retail stores?
  - Have you lined up any vendors?
  - How will you distribute it or deliver it?



# Business Plan

## Products &/or Services

- Fulfilment
  - Will you need any special equipment or technology to provide your product or service?



# Business Plan

## Products &/or Services

- Requirements
- How will you fill orders or deliver it?
- Will you manufacture items yourself or outsource to someone else?
- Who will handle distribution, and how?





# Business Plan

## Products &/or Services

- Expansion
  - Do you envision future products or services as an extension of the business once it's successfully launched?



# Business Plan

## Products &/or Services

- Photographs/Brochures
  - Refer and append



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# Business Plan

Conclusions

Executive Summary vs Conclusions

Convince to Keep Reading vs Convince to Invest

Conclusions have to have a **Sales Pitch**



What is the  
difference?

# Business Plan

## Conclusions

Shoutout Entertainment is a business establishment that always wants to make it in the audio system service. Our business can compete well with other similar business as well. Moreover, Shoutout Entertainment has made lots of efforts during the survey for the establishment of business and in terms of its financial projections. In connection with that, we are aiming to provide our service according to our customers' wants, desire and needs. We are very confident and believe that our business venture will create and establish a very satisfactory investment return every year.

Our business will continuously make concentrate in the business strategies, especially in terms of marketing to ensure that the business is well known to the customers. We hope that we will be able to build a good loyal customer base in every year.



# Business Plan

## Appendices

- Resumes of management team
- Past three years of tax returns
- Current bank statements
- Copies of existing loans or notes
- Interim income statement and balance sheet
- Personal financial statement
- Copies of legal documents
- Copies of potential contracts
- Letters of reference
- Brochures



# Business Plan

- Unrealistic Financial Projections
- Not Defining the Target Audience
- Over-Hype
- Bad Research
- No Focus on your Competition
- Hiding Your Weaknesses
- Not Knowing your Distribution Channels
- Including Too Much Information
- Being Inconsistent
- One Writer, One Reader





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# Creating a Business

Lecture Title: Presenting your Business



Lecturer: Angelito Sciberras

Date: 28 October 2023

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