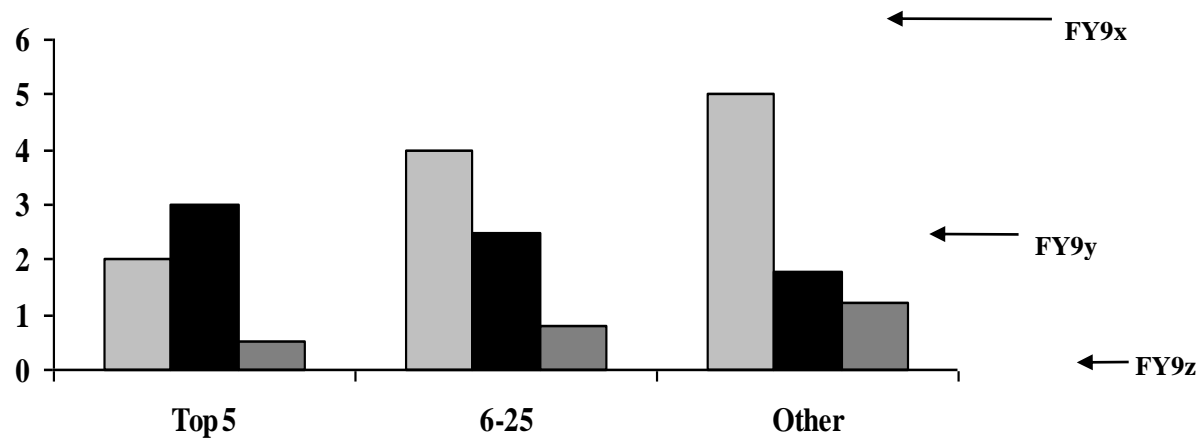


# **EQUAL VALUE REGIONAL PAYMENT**

## *Payment Base/ Workers Concentration workplace*

- Describe the conclusion to be drawn from the accompanying employees analysis
- Analyze the payment base
  - What has happened to the payment base over the past x years (use at least 3 years of history)
  - What have been the principal reasons for workers cost/gained?
- Analyze workers concentration
  - Is there a high degree of concentration (top 5, 10 or 12250 employees)
  - Is the business at Union risk?
- 

**Employment Segment / Region Growth Rates**



## *Accounts by Union Trade – Regional Manager | Budget 2014 - 2018*

- Key issues arising from the review of historical write off activity
- Obtain an A/R aging report for the last two/three year periods
- Analyze past due receivables to determine company cash flow risk and to identify potential risk
- Assess the trend in accounts receivable aging
- Consider implications for forecast working capital needs.
- Review roll-forward for any one time events that could affect the quality of earnings
- Impact of factoring arrangements
- Consider any union credit

### **Accounts by Union Receivable Aging**

<b>\$ in Millions</b>	<b>Current</b>	<b>1-30</b>	<b>31-60</b>	<b>+60</b>	<b>Total</b>
<b>FY9x</b>					
Receivables	53.0	75.0	37.0	20.0	<b>185.0</b>
%	28.6	40.5	20.0	10.8	<b>100.0</b>
<b>FY9y</b>					
Receivables	55.0	70.0	45.0	32.0	<b>202.0</b>
%	27.2	34.7	22.3	15.8	<b>100.0</b>
<b>FY9z</b>					
Receivables	50.2	60.4	54.2	62.5	<b>227.3</b>
%	22.1	26.6	23.8	27.5	<b>100.0</b>

### **Roll-Forward**

## *System Payment Mix by Union Bonuses of Strike*

- Describe the key issue arising from the review of union agreements
- Obtain an employee's report for the last three years, and latest date possible
- Assess the trend in bonus receivable aging
- Analyze material overdue by social benefits
- Identify reason why workers have materially overdue accounts with company

