

Food & Beverage Financial Planning



In the high-stakes world of food and beverage, where margins are made or lost in every shift, financial acumen is no longer confined to the back office. For Food & Beverage leaders, every decision carries a cost and every interaction holds a revenue opportunity. This intensive 2-day workshop, equips your front-line staff and operational leaders in F&B with the financial toolkit to own their numbers.

We cut through accounting complexity to deliver practical, kitchen-to-counter intelligence. Learn how menu mix, portion control, labour efficiency, and table turnover directly impact your gross and net profit. Through real-world simulations and F&B-specific case studies, participants will master forecasting, analyse profit per square foot, and develop incentive plans that align the team with the business's financial goals. Transform your operation from a cost centre into a profit powerhouse by empowering those on the floor with the knowledge to protect your margins and drive sustainable growth, one plate, one shift, and one guest at a time.

Who should attend: *Restaurant owners, F&B Managers, Restaurant / Outlet Manager, Catering / Banquet Supervisors, Captains, F&B Purchasing, Cost Control, Inventory Officers, etc.*

Learning Objectives - *By the end of this workshop, participants will be able to:*

- **Decode the P&L Statement** - Translate financial data into actionable insights on operational health and performance.
- **Identify and Capitalise on Revenue Streams** - Recognising and maximising opportunities for income generation specific to their role.
- **Analyse and Control Operational Costs** - Distinguish between fixed and variable expenses to implement targeted reduction strategies.
- **Apply Financial Insights Directly to Daily Decision-Making** - Use key metrics to guide actions that boost efficiency and profitability.
- **Drive Measurable Business Impact** - Align personal and team goals with the organisation's financial objectives for mutual benefit.

Topic 1 - Profit & Loss (P&L) and Financial Concepts

Topic 2 - Revenue Streams in Service Operations

Topic 3 - Cost Management and Optimisation

Topic 4 - Analysing and Calculation of Profit Margins

Topic 5 - Budgeting & Forecasting for Operations Team

Topic 6 - Driving Profitability through Operational Excellence

Topic 7 - Technology & Tools for Financial Management

Topic 8 - The Customer

Trainer Profile: **Kelvin Lai** is a seasoned leader and master strategist in hospitality and fine-dining. With executive roles spanning Front Office Management, Director of Sales, Head of Catering, and General Manager of F&B Operations, he has consistently driven revenue and profitability by building dynamic, high-performance teams aligned with the most discerning standards of luxury.

His unique expertise, forged over 16 years in hospitality leadership and 14 years in F&B operations, provides a holistic, 360-degree view of premium service delivery. Kelvin specialises in crafting and architecting profitable F&B operations by instilling a meticulous, customer-centric culture grounded in practical SOPs and financial acuity.

Tick where applicable, and **click** the underlined course titles to view the full programme details.

<input type="checkbox"/> <u>Revenue Management for Restaurants, Catering & Events</u> 12 & 13 May (<i>KLCC</i>) 20 & 21 May (<i>Penang</i>) RM 2,500 / pax	<input type="checkbox"/> <u>Mastering the Art of Mixology</u> 6 & 7 May RM 2,500 / pax	<input type="checkbox"/> <u>Professional Event Management Masterclass</u> 10 & 11 June (<i>Online</i>) RM2,500 / pax
<input type="checkbox"/> <u>The Art of F&B Up-selling</u> 2 June 2026 (<i>1-day</i>) RM 1,400 / pax	<input type="checkbox"/> <u>F&B Financial Planning</u> 3 & 4 June 2026 RM2,000 / pax	<input type="checkbox"/> <u>Front Office Mastery Redefining CeX</u> 18 & 19 June RM 2,000 / pax

REGISTRATION

Company / Individual Information

Company / Individual Name:	
Contact Person:	Email Address:
Designation:	Contact No:

Mode of Payment

HRD Corp SBL-Khas Self-pay Individuals

Programme Fees

<input type="checkbox"/> Normal Rate - As shown above	No of pax:
<input type="checkbox"/> 20% Off Early-bird Rate - 14 days before intake date	No of pax:
<input type="checkbox"/> 30% Group rate - Min 3 pax / programmes	No of pax:

Fee Guide / Pax - Normal fee RM 2,500.00 | 20% off = RM2,000.00 | 30% off = RM1,750.00 / pax.
Normal fee RM 2,000.00 | 20% off = RM1,600.00 | 30% off = RM1,400.00 / pax.
Normal fee RM 1,400.00 | 20% off = RM1,120.00 | 30% off = RM980.00 / pax.

Total no of programme(s) _____ Total no of pax _____ Total amount RM _____

Registration includes certificate and notes for each pax; Refreshments and lunch for all days - Training venue will be notified via email to all confirmed participants 14 days before the above intake date - admin@professionals.asia

Participant Details

Name:	NRIC No:
Name:	NRIC No:
Name:	NRIC No:

Payment & Cancellation Policy

This cancellation policy does not apply to registration under HRD Corp SBL KHAS.
For self-pay individual, payment must be made 7 DAYS prior to the course commencement.
All enrolment form received is considered a confirmation, and all payments made payable to:

- Professionals Asia Consultancy - MyCOID 202103127752
- Maybank Account No: 562348583958

Should a participant is unable to attend, a replacement is allowed.
Cancellation 7 days prior to the programme commencement, 20% of programme fee is charged.
Please ensure that cancellation is emailed to admin@professionals.asia
Professionals Asia Consultancy (PAC) reserves the rights to change the terms and conditions or cancel and postpone the programme dates without prior notice.
For further details please contact Admin at +6012-6968242.

Company Stamp (for SBL-Khas only)

Signature: _____

Name: _____

Date: _____