

Finance for Non-Finance F&B Professionals

10 & 11 Nov 2026 | RM2,000/pax



HRD Corp Prog
No 10001710829

Profitability in food and beverage is a team sport. That's why financial literacy is not just for managers, it's a critical skill for all support teams across F&B operations, from purchasing and logistics to kitchen support and administrative staff. Together, these roles directly influence cost control, operational efficiency, and data-driven decision-making. Yet many team members lack formal finance training. This 2-day workshop bridges that gap, designed specifically for non-finance personnel who need practical, hands-on financial knowledge for daily operations, smart budgeting, and strategic planning. Participants will learn to interpret financial statements, optimize menu pricing, manage food and labour costs, and improve sales forecasting accuracy. The outcome is clear: smarter decisions, stronger margins, and enhanced business performance across every link in the chain.

Learning Objectives

- **Understand and Interpret Financial Statements** – Analyze income statements, balance sheets, and cash flow reports to assess financial health.
- **Implement Effective Cost Control Strategies** – Monitor food, beverage, and labor costs to maximize operational efficiency and profitability.
- **Apply Pricing and Profitability Techniques** – Use strategic pricing, menu engineering, and break-even analysis to optimize revenue.
- **Develop and Manage Budgets** – Create, track, and adjust F&B budgets to ensure financial stability and growth.
- **Make Data-Driven Financial Decisions** – Utilise financial KPIs & performance analysis to drive operational success.

Topic 1 - Introduction to F&B Financial Management
Topic 2 - Understanding F&B Financial Statements
Topic 3 - Cost Control in Food & Beverage Operations
Topic 4 - Pricing Strategies & Profitability
Topic 5 - Budgeting & Forecasting for F&B Operations
Topic 6 - Forecasting Sales and Expenses
Topic 7 - Financial Decision-Making & Performance Analysis
Topic 8 - Technology & Tools for Financial Management

Who should attend

Restaurant Owners
F&B Directors / Managers
Restaurant / Outlet Manager
Revenue Managers / Execs
Catering / Banquet Heads
F&B Supervisors / Captains
F&B Promotions, Marketing,
Finance, Purchasing & Accounts
Cost Controller, Inventory Officers,
R&D and Head Chefs.

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.



Kelvin Lai Hospitality and F&B Expert



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

- ☐ **Customer Service Excellence: From Greetings to Service** | 28 & 29 Oct | RM2,000/pax
- ☐ **Revenue Management for Restaurants, Catering & Events** | 3 & 4 Nov | RM2,500/pax
- ☐ **Mastering the Art of Mixology** | 3 & 4 Nov | RM2,000/pax
- ☐ **The Modern Art of F&B Up-selling** | 5 Nov 2026 | RM1,500/pax **(1-day)**
- ☐ **Finance for Non- Finance F&B Professionals** | 10 & 11 Nov | RM2,000/pax
- ☐ **Professional Event Management Masterclass** | 18 & 19 Nov | RM2,500/pax **(Online)**

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

☐ Normal Rate - As shown above	No of pax:
☐ 20% Off Early-bird fee - Reg form received 14 days before the above intake dates.	No of pax:
☐ 30% Group rate - Min 3 pax / Self-pay	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 1,500.00 | 20% off = RM1,200.00 | 30% off = RM1,050.00/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:	Email:
Name:	NRIC No:	Email:
Name:	NRIC No:	Email:

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: _____