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MAGIQ
Financial Planning
(Long Term Financial Planning)

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Meet Our Presenters

Julian Smith - Group Manager Customers and Partnerships

- Julian is an experienced sales and customer management professional and is focused on the growth and development of new customer relationships and he is based in our Melbourne office.

Reece Jones - Finance Consultant

- Reece is a Chartered Accountant with more than 20 years' financial management and accounting experience. He has specialist skills and knowledge in the delivery and support of MAGIQ Performance to ensure highly effective budgeting and financial reporting outcomes for customers.

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MAGIQ Software in Victoria - 169 Sites

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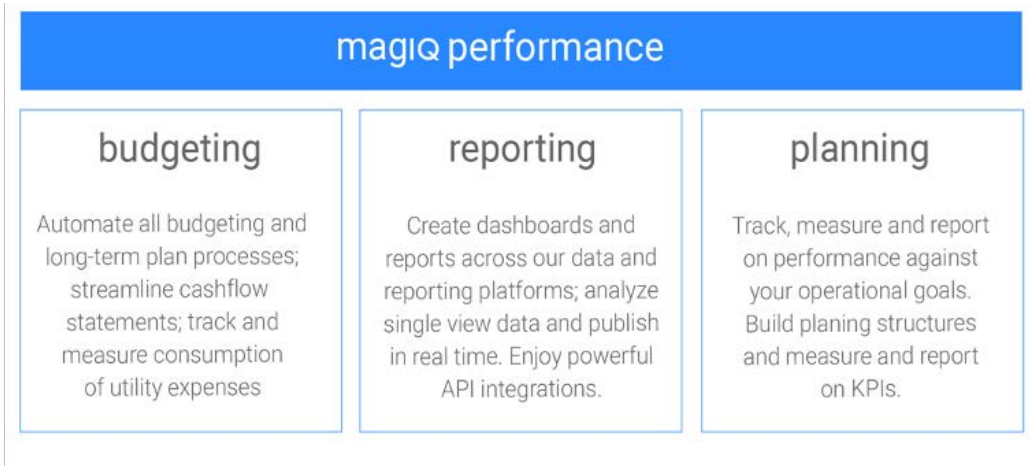
MAGIQ Financial Planning Module

- **MAGIQ Financial Planning** is a **module** of MAGIQ Performance.
- It's also referred to as MAGIQ Long Term Financial Planning



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Key Benefits of Financial Planning

- Our LTFP solution is **mature**. It has been implemented for many years in the New Zealand local government market where **30 year** plans are legislated and audited in detail.
- We have 160 MAGIQ customers in Victoria in 2020. Adding LTFP to meet the 2020 LG Act requirements for existing customers is incremental and straightforward.
- We maintain a comprehensive library of **data connectors** to local government ERP financial systems (including Oracle, SAP, Tech1, Civica, Open Office, IT Vision, Business Central, Dynamics, etc.).

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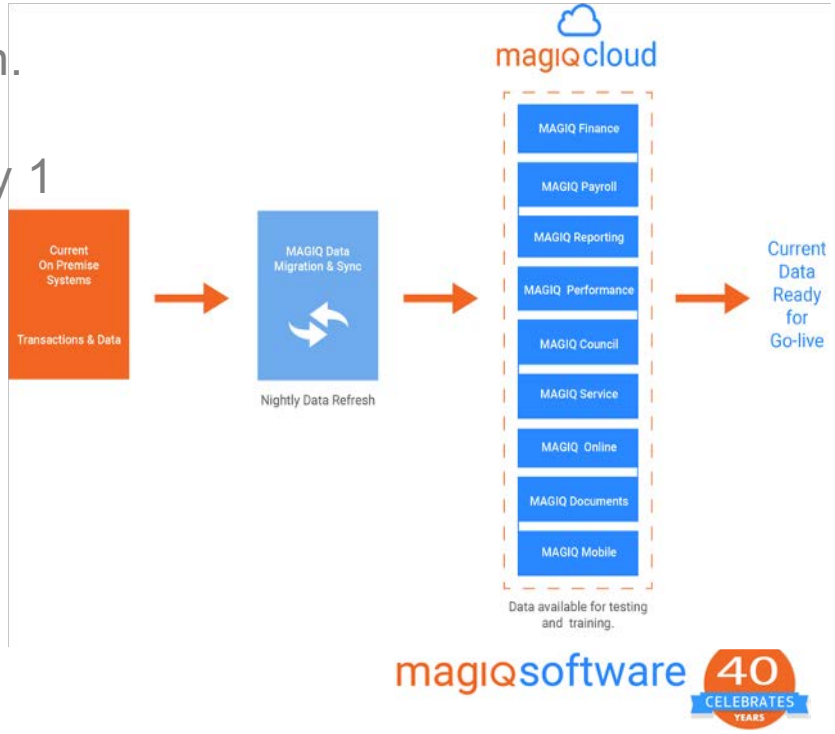
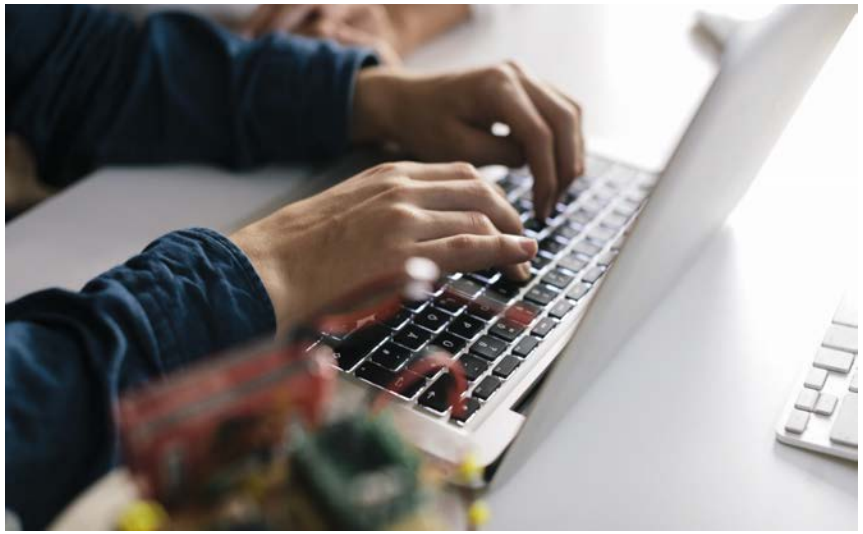
Key Benefits of Financial Planning

- We have a **mature "data first"** approach. Your ERP financial planning data is accurately synched into MAGIQ from Day 1
- **Cloud delivered -** today.
- MAGIQ's Australia HQ is in **Melbourne**.
- We provide one of the most **affordable**, **quick to deliver** and **low total cost of ownership** solutions for planning in the marketplace today.



All your Data in one Single, Secure Location

- All financial data is held centrally within a **single secure location**, to **reduce** your business **risk** and provide stakeholders with access to high quality, **accurate information** to support and guide decision making.



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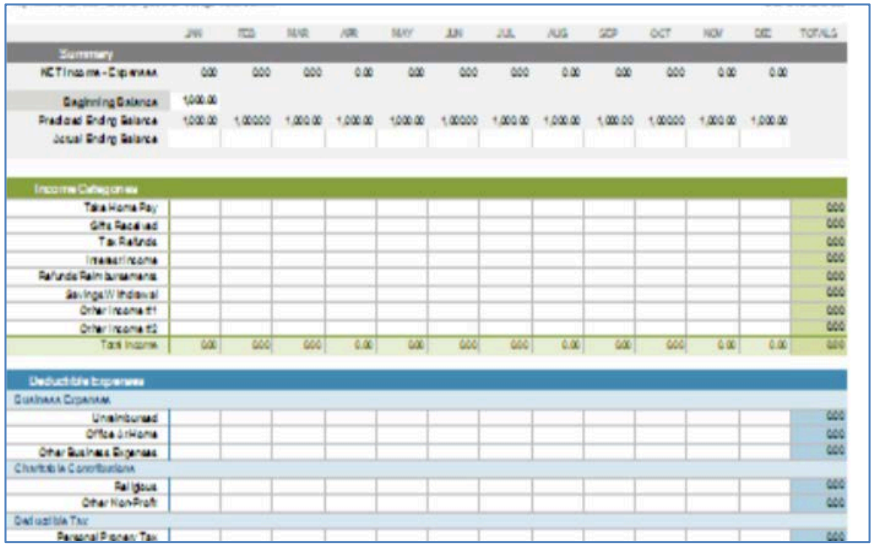
Reduce Your Business Data Risk

- Reduce the business **risk** associated with **manual spreadsheet processes from manual sources**
- Improve overall **data integrity**
- Improved financial **transparency** drives **accountability** and supports informed, high-quality decision-making



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Save Significant Time

- Take advantage of **centralised business rules** and assumptions to streamline the modelling process and **save significant time**

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Generate ‘What-if?’ Scenarios

- Easily generate complex ‘**what-if’ scenarios** to facilitate high-value **analysis** and discussion
- Experience improved financial **transparency** to drive accountability and informed decision making

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Provides Planning for 30+ Years

- Highly flexible planning periods to meet **long term plan** requirements - 5, 10, 20, 30 or longer.
- It **meets the requirements** of the Local Government Act 2020 (s) 91.

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Automated Refresh

- Automated refresh capabilities deliver **instant updating** of all **data** from transaction right through to the plan document

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Import and Copy Worksheets & Plans

- Global Worksheets and Assumptions allow existing MS Excel worksheets to be imported into the Financial Planning model
- Existing **plans** may be **copied** to streamline the creation of additional and new plans

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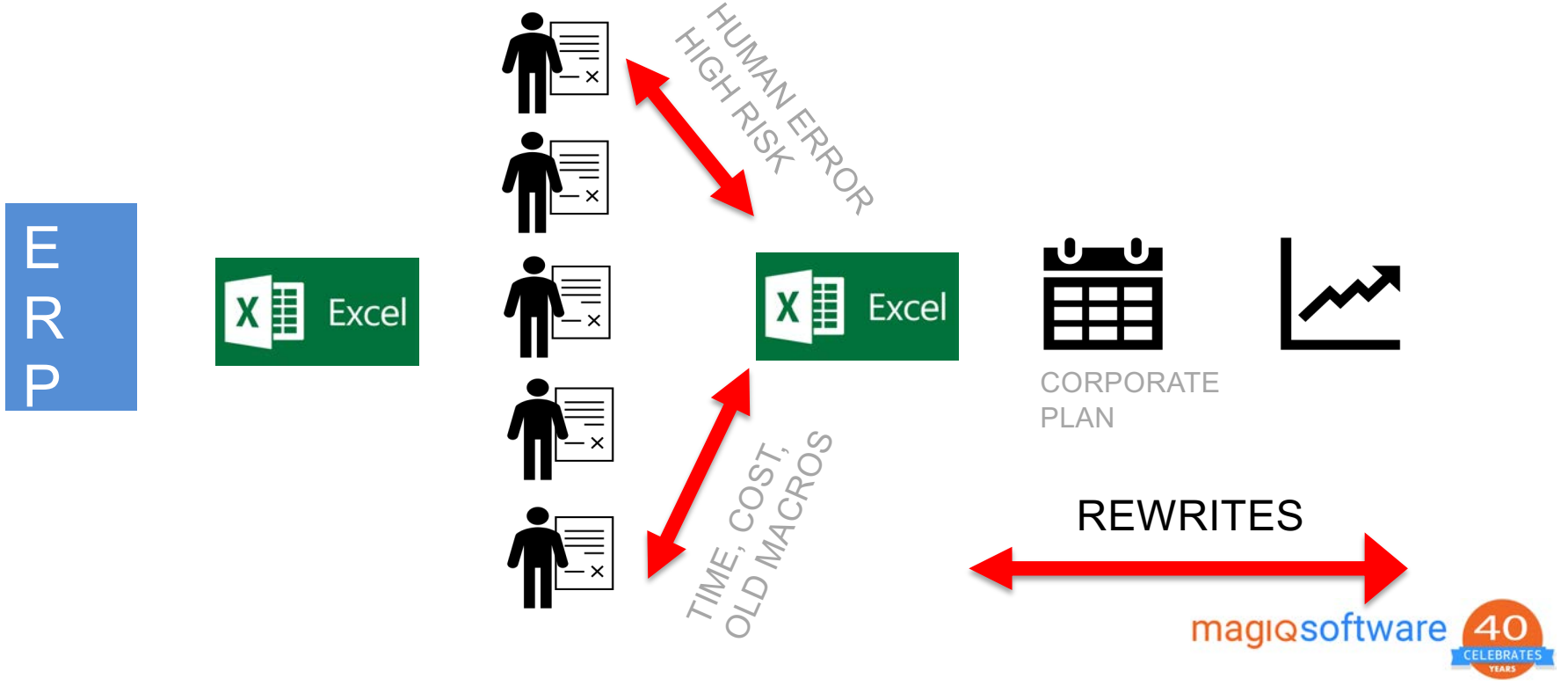
The Traditional Planning Process



With MAGIQ Financial Planning

magiq performance

ALL
FINANCIAL
DATA FROM A SINGLE
SOURCE OF TRUTH

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- 20 MINUTE REWRITES
- NO MACROS
- AUDITABLE
- STANDARDISED
- ACCOUNTING NOTES

CORPORATE
PLAN

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Demonstration Inclusions

- Plan Process
- Plan Structure
- Plan Inputs
- Plan Outputs
- Plan Reporting

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Demonstration

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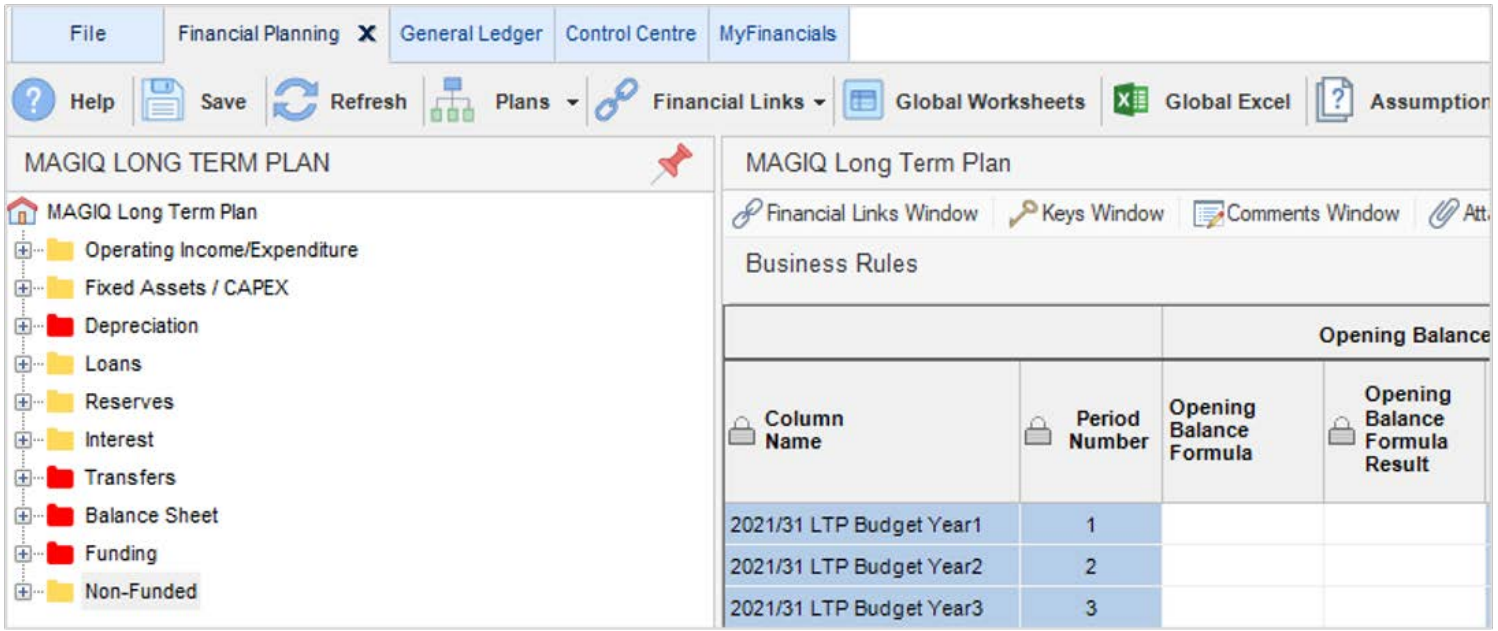
The Long-Term Planning (LTP) Module



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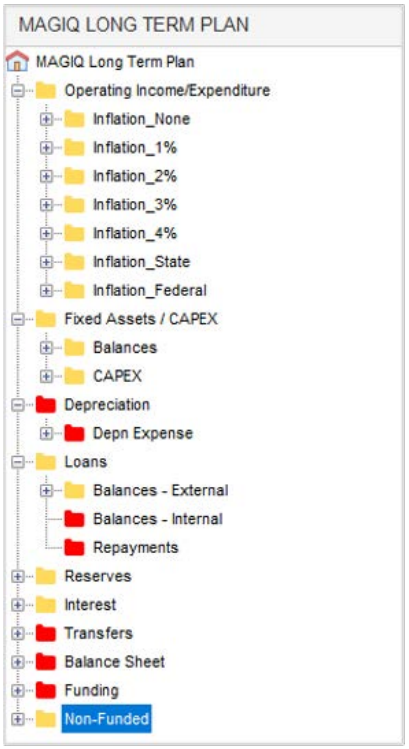
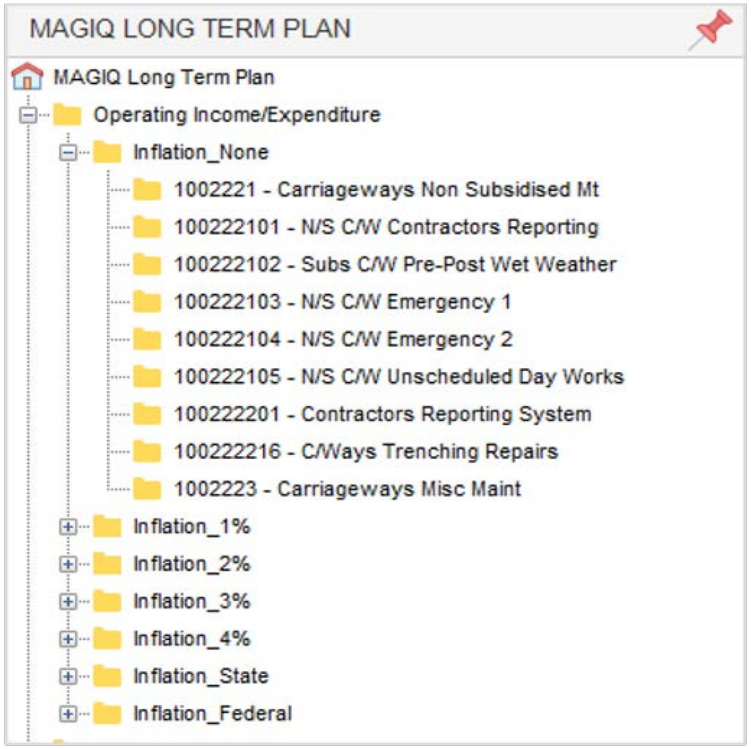
LTP Structure





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LTP Business Rules

Business Rules

		Opening Balance			Period Movement			Closing Balance		
Column Name	Period Number	Opening Balance Formula	Opening Balance Formula Result	Opening Balance Formula Result Amount	Period Movement Formula	Period Movement Formula Result	Period Movement Formula Result Amount	Closing Balance Formula	Closing Balance Formula Result	Closing Balance Formula Result Amount
2021/31 LTP Budget Year1	1			$0.00	({@Base Budget} * ({#Inflation_1%} * {@Inflation Switch})) + {$globalworksheet(Journals,[Adjust Y {@ROWNUMBER}],[AccountCode] ='{@ACCOUNTCODE}')}	(150700 * (1.01 * 1)) + $0.00	$152,207.00	[Opening Balance Formula Result Amount]+ [Period Movement Formula Result Amount]	0+152207	$152,207.00
2021/31 LTP Budget Year2	2			$0.00	({@Base Budget} * ({#Inflation_1%} * {@Inflation Switch})) + {$globalworksheet(Journals,[Adjust Y {@ROWNUMBER}],[AccountCode] ='{@ACCOUNTCODE}')}	(150700 * (1.0201 * 1)) + $0.00	$153,729.07	[Opening Balance Formula Result Amount]+ [Period Movement Formula Result Amount]	0+153729.07	$153,729.07

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LTP Assumptions

Inflation | Interest | Revaluation

Assumptions

Save | Excel | Add Row | Delete Row | Calculate | Close

Description	Comment	Assumption ID	Group	Data Type	2021/31 LTP Budget	2021/31 LTP Budget	2021/31 LTP Budget	2021/31 LTP Budget	2021/31 LTP Budget	2021/31 LTP Budget	2021/31 LTP Budget	2021/31 LTP Budget
Not Grouped												
Inflation_None		Inflation_None	Not Grouped									
Inflation_1%		Inflation_1%	Not Grouped	1.01	1.01	1.0201	1.030301	1.04060401	1.0510100501	1.061520150601	1.07213535210701	1.08285670562808
Inflation_2%		Inflation_2%	Not Grouped	1.02	1.02	1.0404	1.061208	1.08243216	1.1040808032	1.126162419264	1.14868566764928	1.17165938100227
Inflation_3%		Inflation_3%	Not Grouped	1.03	1.03	1.0609	1.092727	1.12550881	1.1592740743	1.194052296529	1.22987386542487	1.26677008138762
Inflation_4%		Inflation_4%	Not Grouped	1.04	1.04	1.0816	1.124864	1.16985856	1.2166529024	1.265319018496	1.31593177923584	1.36856905040527
Inflation_State		Inflation_State	Not Grouped	1.03	1.03	1.0609	1.092727	1.12550881	1.1592740743	1.194052296529	1.22987386542487	1.26677008138762
Inflation_Feder		Inflation_Federal	Not Grouped	1.02	1.02	1.0404	1.061208	1.08243216	1.1040808032	1.126162419264	1.14868566764928	1.17165938100227

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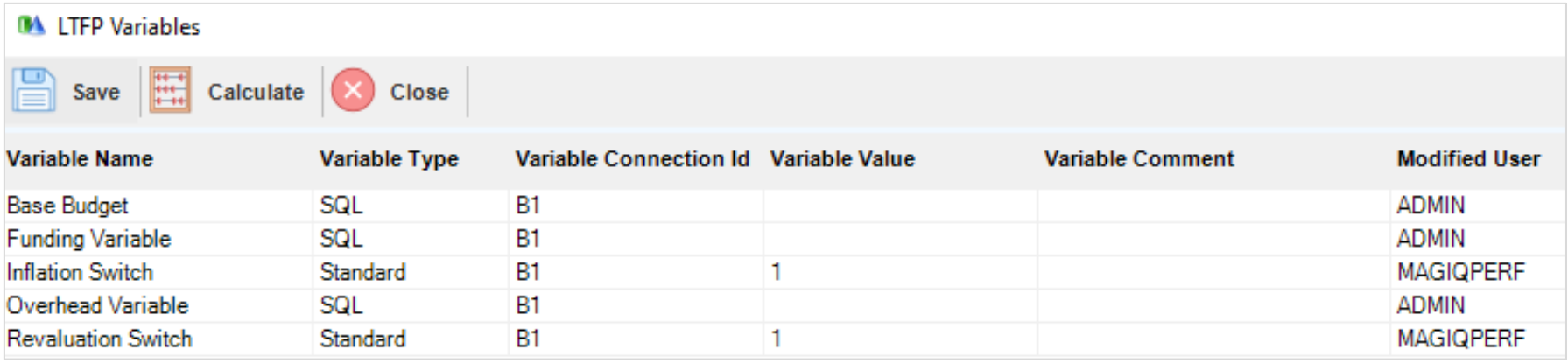
LTP Variables



Variable Name	Variable Type	Variable Connection Id	Variable Value	Variable Comment	Modified User
Base Budget	SQL	B1			ADMIN
Funding Variable	SQL	B1			ADMIN
Inflation Switch	Standard	B1	1		MAGIQPERF
Overhead Variable	SQL	B1			ADMIN
Revaluation Switch	Standard	B1	1		MAGIQPERF

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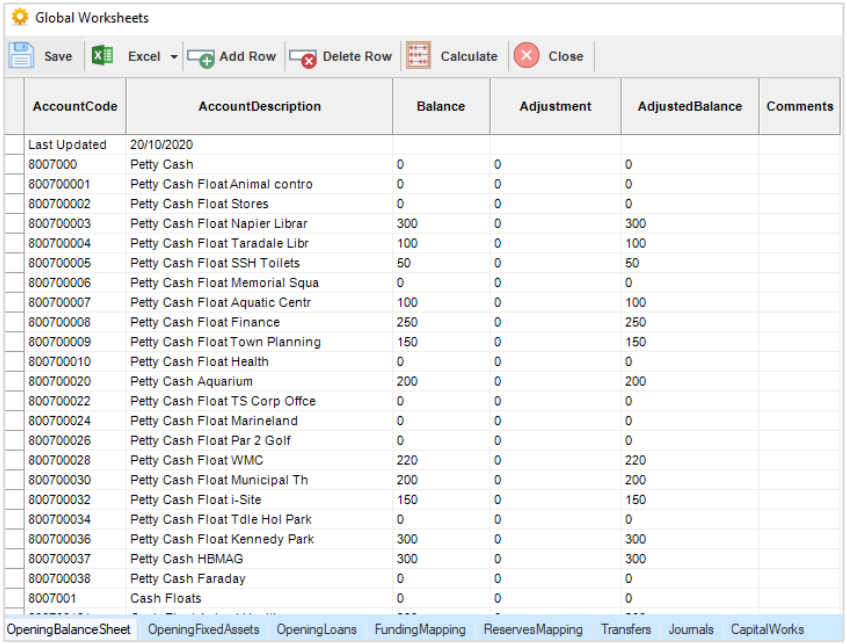
LTP - Global Worksheets

OpeningBalanceSheet | OpeningFixedAssets | OpeningLoans | FundingMapping | ReservesMapping | Transfers | Journals | CapitalWorks



Global Worksheets

Save | Excel | Add Row | Delete Row | Calculate | Close

AccountCode	AccountDescription	Balance	Adjustment	AdjustedBalance	Comments
Last Updated	20/10/2020				
8007000	Petty Cash	0	0	0	
800700001	Petty Cash Float Animal contro	0	0	0	
800700002	Petty Cash Float Stores	0	0	0	
800700003	Petty Cash Float Napier Librar	300	0	300	
800700004	Petty Cash Float Taradale Libr	100	0	100	
800700005	Petty Cash Float SSH Toilets	50	0	50	
800700006	Petty Cash Float Memorial Squa	0	0	0	
800700007	Petty Cash Float Aquatic Centr	100	0	100	
800700008	Petty Cash Float Finance	250	0	250	
800700009	Petty Cash Float Town Planning	150	0	150	
800700010	Petty Cash Float Health	0	0	0	
800700020	Petty Cash Aquarium	200	0	200	
800700022	Petty Cash Float TS Corp Offce	0	0	0	
800700024	Petty Cash Float Marineland	0	0	0	
800700026	Petty Cash Float Par 2 Golf	0	0	0	
800700028	Petty Cash Float WMC	220	0	220	
800700030	Petty Cash Float Municipal Th	200	0	200	
800700032	Petty Cash Float i-Site	150	0	150	
800700034	Petty Cash Float Tdle Hol Park	0	0	0	
800700036	Petty Cash Float Kennedy Park	300	0	300	
800700037	Petty Cash HBMAG	300	0	300	
800700038	Petty Cash Faraday	0	0	0	
8007001	Cash Floats	0	0	0	

OpeningBalanceSheet | OpeningFixedAssets | OpeningLoans | FundingMapping | ReservesMapping | Transfers | Journals | CapitalWorks

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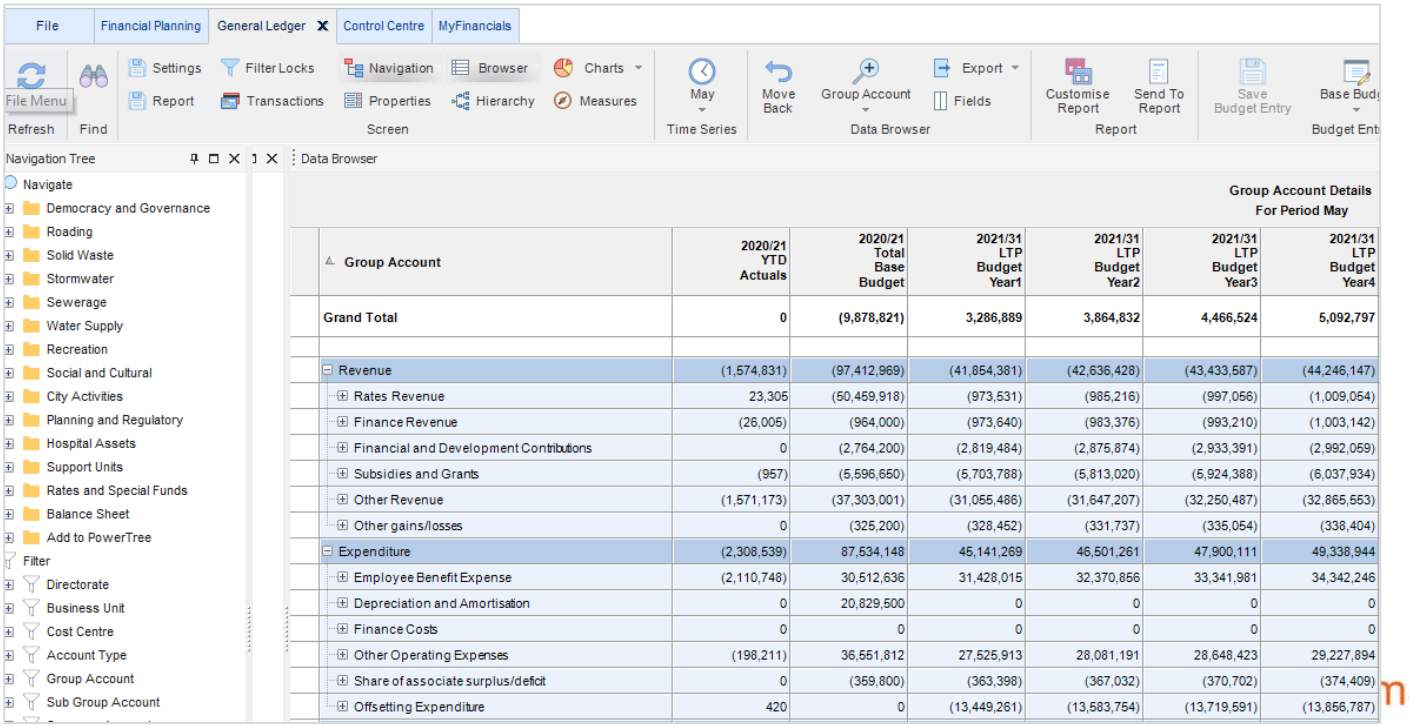
LTP Reporting - Data Browser



Group Account Details
For Period May

Group Account	2020/21 YTD Actuals	2020/21 Total Base Budget	2021/31 LTP Budget Year1	2021/31 LTP Budget Year2	2021/31 LTP Budget Year3	2021/31 LTP Budget Year4
Grand Total	**0**	**(9,878,821)**	**3,286,889**	**3,864,832**	**4,466,524**	**5,092,797**
Revenue	(1,574,831)	(97,412,969)	(41,854,381)	(42,636,428)	(43,433,587)	(44,246,147)
Rates Revenue	23,305	(50,459,918)	(973,531)	(985,216)	(997,056)	(1,009,054)
Finance Revenue	(26,005)	(964,000)	(973,640)	(983,376)	(993,210)	(1,003,142)
Financial and Development Contributions	0	(2,764,200)	(2,819,484)	(2,875,874)	(2,933,391)	(2,992,059)
Subsidies and Grants	(957)	(5,596,650)	(5,703,788)	(5,813,020)	(5,924,388)	(6,037,934)
Other Revenue	(1,571,173)	(37,303,001)	(31,055,486)	(31,647,207)	(32,250,487)	(32,865,553)
Other gains/losses	0	(325,200)	(328,452)	(331,737)	(335,054)	(338,404)
Expenditure	(2,308,539)	87,534,148	45,141,269	46,501,261	47,900,111	49,338,944
Employee Benefit Expense	(2,110,748)	30,512,636	31,428,015	32,370,856	33,341,981	34,342,246
Depreciation and Amortisation	0	20,829,500	0	0	0	0
Finance Costs	0	0	0	0	0	0
Other Operating Expenses	(198,211)	36,551,812	27,525,913	28,081,191	28,648,423	29,227,894
Share of associate surplus/deficit	0	(359,800)	(363,398)	(367,032)	(370,702)	(374,409)
Offsetting Expenditure	420	0	(13,449,261)	(13,583,754)	(13,719,591)	(13,856,787)

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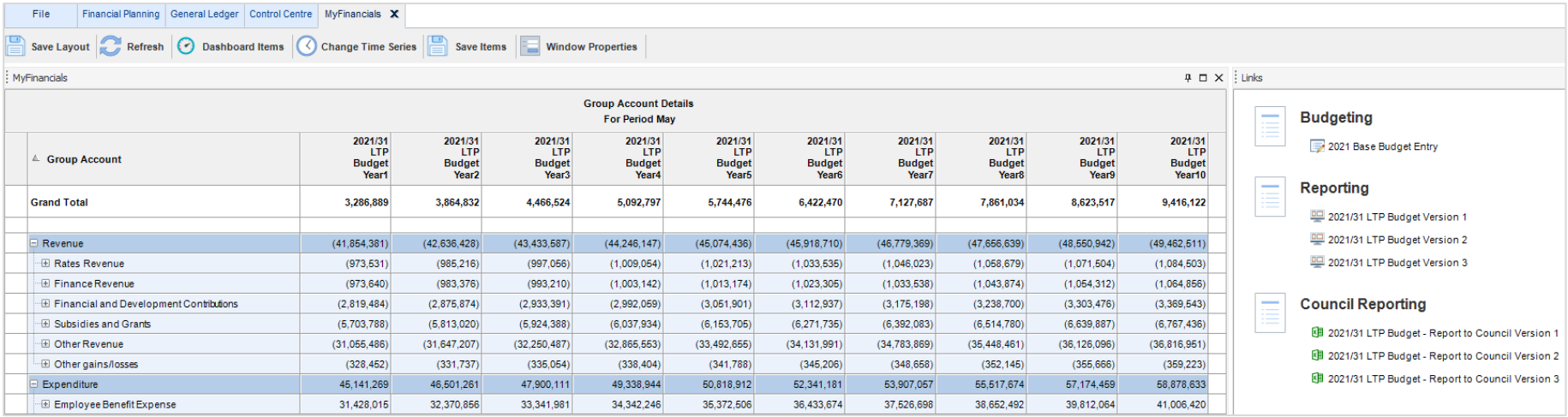
LTP Reporting - Dashboard



Group Account Details
For Period May

Group Account	2021/31 LTP Budget Year1	2021/31 LTP Budget Year2	2021/31 LTP Budget Year3	2021/31 LTP Budget Year4	2021/31 LTP Budget Year5	2021/31 LTP Budget Year6	2021/31 LTP Budget Year7	2021/31 LTP Budget Year8	2021/31 LTP Budget Year9	2021/31 LTP Budget Year10
Grand Total	3,286,889	3,864,832	4,466,524	5,092,797	5,744,476	6,422,470	7,127,687	7,861,034	8,623,517	9,416,122
Revenue	(41,854,381)	(42,636,428)	(43,433,587)	(44,246,147)	(45,074,436)	(45,918,710)	(46,779,369)	(47,656,639)	(48,550,942)	(49,462,511)
Rates Revenue	(973,531)	(985,216)	(997,056)	(1,009,054)	(1,021,213)	(1,033,535)	(1,046,023)	(1,058,679)	(1,071,504)	(1,084,503)
Finance Revenue	(973,640)	(983,376)	(993,210)	(1,003,142)	(1,013,174)	(1,023,305)	(1,033,538)	(1,043,874)	(1,054,312)	(1,064,856)
Financial and Development Contributions	(2,819,484)	(2,875,874)	(2,933,391)	(2,992,059)	(3,051,901)	(3,112,937)	(3,175,198)	(3,238,700)	(3,303,476)	(3,369,543)
Subsidies and Grants	(5,703,788)	(5,813,020)	(5,924,388)	(6,037,934)	(6,153,705)	(6,271,735)	(6,392,083)	(6,514,780)	(6,639,887)	(6,767,436)
Other Revenue	(31,055,486)	(31,647,207)	(32,250,487)	(32,865,553)	(33,492,655)	(34,131,991)	(34,783,869)	(35,448,461)	(36,126,096)	(36,816,951)
Other gains/losses	(328,452)	(331,737)	(335,054)	(338,404)	(341,788)	(345,206)	(348,658)	(352,145)	(355,666)	(359,223)
Expenditure	45,141,269	46,501,261	47,900,111	49,338,944	50,818,912	52,341,181	53,907,057	55,517,674	57,174,459	58,878,633
Employee Benefit Expense	31,428,015	32,370,856	33,341,981	34,342,246	35,372,506	36,433,674	37,526,698	38,652,492	39,812,064	41,006,420

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LTP Reporting - Excel Reports

LTP Report to Council

2021/21 LTP Budget

MAGIQ Council

	2021/31 LTP Budget									
	2020/21	2021/22	2022/23	2023/24	2024/25	2025/26	2026/27	2027/28	2028/29	2029/30
INCOME AND EXPENDITURE - Inflated										
Access Roading & Transport										
Income										
Fees and Charges										
17997 OTHER REVENUE	(60,920)	(61,773)	(63,132)	(64,647)	(66,263)	(68,052)	(69,958)	(72,057)	(74,290)	(76,742)
Total Fees and Charges	**(60,920)**	**(61,773)**	**(63,132)**	**(64,647)**	**(66,263)**	**(68,052)**	**(69,958)**	**(72,057)**	**(74,290)**	**(76,742)**
Grants and Subsidies										
17990 NZTA SUBSIDY GENERAL	(1,404,219)	(1,466,949)	(1,530,457)	(1,599,171)	(1,686,495)	(1,732,030)	(1,780,527)	(1,833,943)	(1,890,795)	(1,953,191)
17998 NZTA CAPITAL	(2,756,208)	(2,185,755)	(2,689,542)	(2,710,953)	(2,951,832)	(6,615,516)	(1,860,844)	(1,916,670)	(1,976,087)	(2,041,296)
179B9 NZTA SUBSIDY FOOTPATH	(43,865)	(45,426)	(47,392)	(49,520)	(51,773)	(53,171)	(54,660)	(56,300)	(58,045)	(59,960)
179H2 NZTA SUBSIDY ON COMMUNITY PROGRAMMES	(38,036)	(39,389)	(41,095)	(42,940)	(44,893)	(46,105)	(47,396)	(48,818)	(50,332)	(51,993)
Total Grants and Subsidies	**(4,242,328)**	**(3,737,519)**	**(4,308,485)**	**(4,402,583)**	**(4,734,993)**	**(8,446,823)**	**(3,743,427)**	**(3,855,731)**	**(3,975,258)**	**(4,106,440)**

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Summary

magiq financialplanning

MAGIQ Financial Planning will:

- Store all you data in one single, secure location
- Reduce the business risk associated with multiple spreadsheets and macros
- Save your organisation significant time
- Generate ‘what if’ financial planning scenarios and allow you to copy plans
- Provide financial planning for 30+ years
- It is fully auditable
- Provides an automated data refresh

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Questions?

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Find out more - MAGIQ Financial Planning

- If you would like to find out more information about MAGIQ Financial Planning, please contact sales@magiqsoftware.com or contact your friendly Account Manager.
- We will be hosting an in depth webinar on MAGIQ Financial Planning in the coming weeks. If you would like to attend, please get in touch via the email above or call our sales team on:

03 9468 9401

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