

CHAPTER 6

ASSESSMENT OF THE FIRM'S OPERATING EFFICIENCY AND FINANCIAL POSITION THROUGH FINANCIAL STATEMENTS ANALYSIS

Financial statement analysis is the process of extracting information from financial statements to better understand a company's current and future performance and financial condition.

ANALYZING THE BROADER BUSINESS ENVIRONMENT

Quality analysis depends on an effective business analysis. The broader business context in which a company operates must be assessed as its financial statements are read and interpreted. A review of financial statements which reflect business activities is contextual and can only be effectively undertaken within the framework of a thorough understanding of the broader forces that impact company performance. Some of these questions about a company's business environment are:

- *Life cycle.* At what stage in its life is this company? Is it a startup, experiencing growing pains? Is it strong and mature, reaping the benefits of competitive advantages? Is it nearing the end of its life, trying to milk what it can from stagnant product lines?
- *Outputs.* What products does it sell? Are its products new, established or dated? Do its products have substitutes? How complicated are its products to produce?
- *Buyers.* Who are its buyers? Are buyers in good financial condition? Do buyers have substantial purchasing power? Can the seller dictate sales terms to buyers?
- *Inputs.* Who are its suppliers? Are there many supply sources? Does the company depend on a few supply sources with potential for high input costs?

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