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COURSE BROCHURE

# Logistics Performance and Financial Results Training Course

7 – 11 November 2027
Kuala Lumpur

**jupiterprime.uk**

info@jupiterprime.uk

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# Logistics Performance and Financial Results Training Course

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Logistics Performance and Financial Results is a 1-week training course for logistics managers, supply chain finance analysts and operations controllers who build a logistics financial bridge: a single pack that traces freight, storage and service measures to margin and cash. Boards now ask logistics leaders to explain results in the language of the income statement and the balance sheet. Jupiter Prime Training delivers this Logistics Performance and Financial Results course for that shared conversation.

## Why Logistics Performance and Financial Results Matters Now

Three pressures shape this subject. Freight and fuel rates swing faster than annual budgets can absorb, so finance teams want to see which lanes, customers and order profiles erode margin. Customers expect shorter delivery windows, which pushes inventory forward and ties up cash. An organisation that links operational measures to profit and cash can defend service levels, reprice unprofitable accounts and fund the right capacity. One that cannot tends to cut spending blindly and pays later in lost orders and urgent freight.

## Who Gains Most from Logistics Performance and Financial Results

- Those who run transport and warehouse operations and answer for cost and service
- Those who prepare supply chain budgets and variance commentary
- Those who own service levels and justify delivery promises
- Those who control inventory and the cash it absorbs
- Those who manage carrier and warehouse agreements

A logistics team that sends its operations lead and its finance partner together gains most, as both leave with shared measures and allocation logic.

## Logistics Performance and Financial Results Capabilities

Participants learn to turn delivery, storage and stock data into figures a finance director can test and act on.

- Design a measure tree linking delivery and fill rate to margin — for the executive committee
- Calculate activity-based logistics costs per order, customer and lane — for pricing and account decisions
- Assess how stock days, receivable days and payable terms move the cash conversion cycle — for treasury and finance leaders
- Weigh service improvements against their landed cost and margin effect — for commercial directors
- Build variance commentary that separates volume, rate and efficiency effects — for monthly business reviews
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Communicate logistics results in a reporting pack finance colleagues trust — for budget holders and auditors

## Key Logistics Performance and Financial Results Terms

- Perfect order rate — the share of orders delivered complete, on time and undamaged.
- Activity-based costing — assigning overhead to orders or customers according to the activities they actually consume.
- Cash conversion cycle — the days between paying suppliers and collecting cash from customers.
- Landed cost — the full cost of a product at its destination, including freight, handling and storage.
- Rate and volume variance — splitting a cost change into the part caused by price and the part caused by quantity.
- Customer profitability analysis — comparing revenue from each customer with the logistics and service cost of serving it.

## Logistics Performance and Financial Results Day by Day

## Day 1: Logistics Measures in the Financial Picture

- Income Statement Lines Driven by Logistics — Where Freight and Storage Sit
- Balance Sheet Effects of Inventory and Receivables — Cash Tied in Stock
- Measure Tree from Operations to Margin — Which Indicators Leaders Watch
- Perfect Order Rate and Its Components — Service Promise Versus Cost
- Stakeholder Map of Finance and Operations — Who Owns Each Number

## Day 2: Costing Freight, Storage and Handling

- Activity-Based Costing for Warehouse Tasks — Fair Allocation of Overhead
- Freight Cost per Lane and Shipment Profile — Carrier and Mode Choices
- Storage Cost per Pallet Position and Cube — Space and Rental Decisions
- Landed Cost Build-Up by Product Family — Pricing and Sourcing Reviews
- Cost Driver Data Quality Checks — Confidence in Allocated Figures

## Day 3: Working Capital and Cash Effects

- Cash Conversion Cycle Calculation — Inventory Days and Payment Terms
- Safety Stock Value Versus Service Target — Cash Released or Absorbed
- Slow-Moving and Obsolete Stock Provisions — Write-Down Exposure for Finance
- Carrier Payment Terms and Accrual Timing — Cash Flow Forecast Accuracy
- Inventory Carrying Cost Rate — Capital Charge on Network Stock

## Day 4: Profitability by Customer, Channel and Lane

- Customer Profitability Analysis — Repricing or Changing Service Terms
- Order Profile Segmentation — Minimum Order Size and Delivery Frequency
- Channel Cost Comparison for Retail and Direct — Fulfilment Investment Choices
- Rate, Volume and Efficiency Variance Split — Monthly Cost Explanation
- Scenario Modelling of Fuel and Rate Swings — Budget Contingency Setting

## Day 5: Practising the Logistics Financial Bridge

- Measure Tree Applied to a Sample Network — Selecting Board Indicators
- Allocated Cost Model for Two Sectors — Retail and Industrial Cases
- Working Capital Effect of a Service Change — Approve or Defer
- Monthly Reporting Pack Layout and Commentary — Finance Review Readiness
- Logistics Financial Bridge Completed and Presented — Executive Sign-Off

## Applying Logistics Performance and Financial Results After the Course

- Rebuild one month of freight and warehouse costs with activity-based allocation.
- Run a customer profitability analysis on the ten largest accounts and bring the findings to the next commercial review.

## Logistics Performance and Financial Results Questions FAQ

### What is Logistics Performance and Financial Results and why does it matter now?

It is the practice of linking delivery, storage and stock measures to margin and cash. It matters now because volatile freight rates and close investor attention on working capital force logistics leaders to explain results in financial terms.

### Which roles gain most from Logistics Performance and Financial Results training?

Operations leaders and finance partners gain most. Warehouse, transport and inventory leads use the costing and cash methods monthly.

### How does Logistics Performance and Financial Results differ from a network design course?

It measures and explains the network you already run rather than redesigning it. It shows what current operations earn, cost and tie up in cash.

### What do you bring back from Logistics Performance and Financial Results training?

You bring back a logistics financial bridge. It holds a measure tree, a cost model, a working capital view and a reporting layout.

## Logistics Performance and Financial Results: The Way Forward

The logistics financial bridge first informs which customers and lanes deserve a change in price or service terms. Operations leads, finance partners and commercial directors use it together in monthly reviews. After its first use, revisit the allocation drivers, because shifting order profiles can hide a loss-making customer account in the figures.