



**DELHI SCHOOL OF BUSINESS**

By Vivekananda Institute of Professional Studies TC

**Financial Analysis And Forecasting At Talentserve**

**By**

**RAHUL GAUR**

**A report submitted in partial fulfillment of**

**PGDM Programme 2022-24**



**TalentServe**

**TALENTSERVE**



**DELHI SCHOOL OF BUSINESS**

By Vivekananda Institute of Professional Studies TC

**Mrs. Meghha Worrah**

**(CEO- TALENTSERVE)**

**Prof. Rashmi Sharma**

**( Faculty Guide)**



## **DECLARATION**

I hereby declare that this project' **Financial Analysis And Forecasting At Talentserve** is my work, to the best of my knowledge and belief. It contains no material previously published or written by another person nor material which to a substantial extent has been accepted for the award of any other degree or diploma of any other institute, except where due acknowledgment has been made in the text.

Name & Signature: Rahul Gaur

Rahul Gaur

Enrollment Number: 202210079

2022-2024

Date: 28 December 2023

### **CERTIFICATE FROM FACULTY GUIDE**

This is to certify that work entitled **Financial Analysis And Forecasting At Talentserve** ' is a piece of work done by **Rahul Gaur** under my guidance and supervision for the partial fulfilment of the degree of PGDM at Delhi School of Business – VIPS TC.

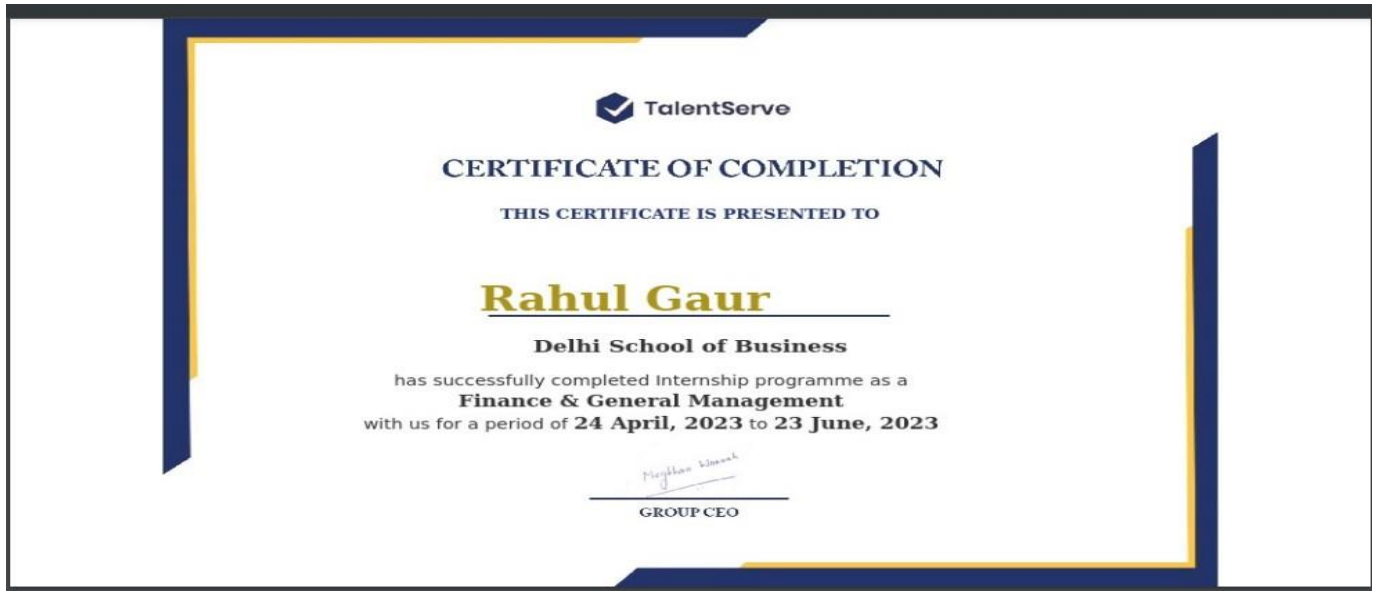
To the best of my knowledge and belief, this study embodies the work of the candidate. This requirement of the rules and regulations relating to the summer internship of the institute is up to the standard both in respect of content and language for being referred to the examiner.

Name & Signature:

Prof. Rashmi Sharma

Date: 28 December 2023

## COMPANY CERTIFICATE



## **ACKNOWLEDGMENT**

A **project** is the **fruit** of **test** and experience and it goes a long way to modeling a **individual** and **picking up**

**modern understanding** into that field of **investigate**.

**Acknowledgment** is an individual's feeling towards **numerous individuals**, who **specifically** or **indirectly** stimulated &

**affected** one **intellectual advancement** in **understudy** and **professional** life. This formal **explanation** of

**affirmation** will **barely** meet the **closes** of **justice within the** matter of expression of my sense of **appreciation**

and **commitment** to all those who **made a difference** me **within the** completion of this project.

This internship was completed with **the assistance** of **parts of individuals**. So, I **therefore expand** my **sincere thanks** to

those **individuals** whose **commitments**, **however little**, **made a difference** me **total** my internship **effectively**.

I would like to **display** this report for **Financial Analysis** And Forecasting At Talentserve

. It has been an **improving experience** for me to work under this company as a summer **intern**.

I would like to **extend** my **sincere gratitude** and **thanks** to Mrs. Meghha Worrah(CEO Talentserve), and

Prof. Rashmi Sharma(Faculty **Guide**, PGDM, **New Delhi**) for **shaping** my understanding towards the **part** and for the **careful** and **valuable direction** which were **amazingly important** both **theoretically** and

**essentially**.. It was **since** of their immense **offer assistance** and **support** that this internship has been **appropriately** completed.

I offer my **true appreciation** to Talentserve Ltd. for **giving** me with this **incredible** opportunity to **undertake**

this project.

At **final**, I like to **specific** my **true much obliged** to the **situation** committee of DSB **New Delhi** for **providing**

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## **EXECUTIVE SUMMARY**

TalentServe, a leading education provider, underwent a comprehensive financial analysis and forecasting to enhance strategic decision-making. The report highlights key findings, including financial trends, ratios, and forecasts, offering valuable insights for future planning.

### **ABOUT TALENTSERVE PVT LTD.**

- **TalentServe**, an EdTech company & E-mentoring company based in Mumbai. TalentServe was officially formed and registered as Talentserve India Private Limited in march 2019
- **Target Market:**
- Individuals: Students, young professionals, career changers, anyone seeking to enhance their skills and advance their careers.
- Organizations: Companies across various industries seeking to attract, retain, and develop top talent.
- **Value Proposition:**
- Individuals:
  - One-stop solution: Comprehensive career development resources and support under one roof.
  - Skill development: Gain in-demand skills and knowledge to thrive in the job market.



## **TALENTSERVE VISION AND MISSION**

Mission:

To **enable people to form educated** career **choices** and **accomplish** their full potential.

Vision:

To be the leading career **direction** and **work** search provider in India, **making a difference people accomplish** their dream careers.

TalentServe's mission is **to supply people** with the **information** and **assets** they **got to** make **educated** career **choices**. They **accept** that **everybody** has the potential **to attain** their dream career, and they are committed to **making a difference people** reach their full potential.

TalentServe's vision is to be the **driving** career guidance and job search **supplier** in India.

They want to be the go-to source for **people searching for** career **advice** and **work look help**. They are committed to **giving** high-quality **services** that **offer assistance people achieve** their career **objectives**.

## **TALENTSERVE PRIVATE LTD. SERVICES**

### For Students and Job Seekers:

- **Career Counseling and Guidance:** Personalized guidance on career choices, resume writing, interview preparation, and navigating the job market.
- **Skill Development:** Online and offline courses, workshops, and webinars on various career-related skills and industry trends.
- **Job Search Assistance:** Access to job postings, personalized job alerts, and support with preparing applications and networking.
- **100% Job Guarantee Program:** A unique program offering guaranteed job placement in top companies upon completion of specific courses and fulfilling program requirements.
- **Saarathi - Career Matchmaking Tool:** An AI-powered platform that matches individuals with suitable career paths and helps them create job opportunities.

### For Working Professionals:

- **Professional Development:** Executive coaching, leadership training, and skill enhancement programs to address individual needs and career goals.
- **Career Transition Support:** Guidance and resources for career changes, personal branding, and building new skillsets.
- **Work-Life Balance Support:** Workshops and resources on managing stress, maintaining a healthy work-life balance, and promoting mental well-being.

### For Corporates:

- **Campus Recruitment:** Talent acquisition services for recruiting fresh talent from universities and colleges across India.
- **Employee Training and Development:** Customized training programs to improve employee skills, enhance productivity, and foster professional growth.
- **Employer Branding Solutions:** Strategies and campaigns to attract and retain top talent, improve company reputation, and build a strong employer brand.

### Additional Services:

- **Phygital Learning:** A blend of online and offline learning experiences for comprehensive skill development and knowledge acquisition.
- **Solopreneur Program:** Support and guidance for aspiring entrepreneurs looking to build their own businesses.
- **Community Building:** Access to a vibrant online community of professionals and mentors for networking, sharing experiences, and gaining insights.

## **OBJECTIVES OF STUDY**

### **Assessing Financial Health:**

**Examine the current financial health of TalentServe by analyzing key financial statements such as the Income Statement, Balance Sheet, and Cash Flow Statement.**

### **Identifying Trends and Patterns:**

**Identify and analyze trends and patterns in TalentServe's financial performance over the past few years. This includes revenue growth, cost structures, and profitability trends.**

### **Ratio Analysis:**

**Conduct a comprehensive ratio analysis to evaluate liquidity, solvency, efficiency, and profitability. This will provide insights into the company's operational efficiency and financial stability.**

### **Forecasting Future Financial Performance:**

**Use appropriate forecasting methods to predict TalentServe's future financial performance. This may involve forecasting revenue, expenses, and cash flows to provide insights for strategic planning.**

## **LEARNING ANALYSIS**

### **Key Responsibilities:**

#### **Financial Data Collection:**

**Collect and compile financial data from various sources, including financial statements, reports, and databases.**

#### **Data Analysis:**

**Utilize financial analysis tools and software to analyze and interpret financial data, identifying trends, patterns, and anomalies.**

#### **Ratio Analysis:**

**Conduct ratio analysis to evaluate liquidity, profitability, solvency, and efficiency, providing insights into TalentServe's financial performance.**

#### **Forecasting:**

**Collaborate with the finance team to develop and implement forecasting models for revenue, expenses, and cash flows, contributing to strategic planning.**

#### **Comparative Analysis:**

**Compare TalentServe's financial performance with industry benchmarks and competitors, identifying areas of strength and potential areas for improvement.**

Operating Revenue	Under INR 1 cr
EBITDA	961.14 %
Networth	-10.86 %
Debt/Equity Ratio	19.66
Return on Equity	-12.18 %
Total Assets	224.12 %
Fixed Assets	339.08 %
Current Assets	172.81 %
Current Liabilities	261.69 %
Trade Receivables	289.89 %
Trade Payables	276.66 %
Current Ratio	0.60

## INTERPRETATION

- Revenue / turnover of TALENTSERVE INDIA PRIVATE LIMITED is Under INR 1 cr
- Net worth of the company has decreased by -10.86 %
- EBITDA of the company has increased by 961.14 %
- Total assets of the company has increased by 224.12 %

- Liabilities of the company has increased by 261.69 %

**Positives:**

- **Explosive EBITDA growth: 961.14% increase suggests strong operational performance despite low revenue.**
- **Asset growth: Total assets up 224.12% points to potential investment and expansion efforts.**

**Positive EBITDA margin: EBITDA profitability indicates the company can generate cash from operations**

**Concerns:**

- **Low revenue: Under INR 1 crore raises questions about the sustainability of current growth.**
- **Declining net worth: -10.86% decrease indicates potential profitability problems.**
- **Rising liabilities: 261.69% increase in liabilities, particularly current liabilities (261.69%), raises financing concerns.**

**High debt/equity ratio: 19.66 suggests heavy reliance on debt, potentially increasing financial risk**

## **FORECASTING**

**Profitability: Uncertain due to declining net worth and negative ROE. Requires understanding of cost structure and future investment plans.**

**Financial stability: Rising liabilities and decreasing net worth raise concerns about long-term sustainability. Needs analysis of debt servicing ability and potential for capital injections**

## **LIMITATIONS**

## **Limitations of the Financial Analysis and Forecasting Project at TalentServe:**

### **Data Quality:**

#### **Limitation:**

The accuracy and **reliability** of the **financial analysis** intensely depend on the quality of the **data accessible**. **Inaccuracies** or **inconsistencies** in **financial explanations** may **influence** the **accuracy** of the **examination**.

### **Assumptions and Estimates:**

#### **Limitation:**

The **forecasting process** involves making **assumptions** and **estimates** about future **economic** conditions, **showcase patterns**, and other **components**. **Variability** in these **presumptions** may impact the **exactness** of the **figures**.

### **Market Volatility:**



## **SUGGESTIONS**

Suggestions for TalentServe Based on Financial Analysis and Forecasting:

Diversification of Revenue Streams:

Recommendation: Explore opportunities to diversify revenue streams by introducing new courses or expanding into emerging markets. This can help mitigate risks associated with dependence on specific offerings.

Cost Optimization Strategies:

Recommendation: Implement cost optimization strategies to improve overall operational efficiency. Conduct a thorough review of cost structures and identify areas for potential cost savings without compromising service quality.

Strategic Partnerships:

Recommendation: Consider forming strategic partnerships with industry leaders or technology providers. Collaborative ventures can enhance TalentServe's offerings and provide access to new markets and resources.

Enhanced Marketing Efforts:

Recommendation: Strengthen marketing efforts to increase brand visibility and attract a wider audience. Implement targeted marketing campaigns to highlight the unique value propositions of TalentServe's courses.

Technology Adoption:

Recommendation: Embrace cutting-edge technologies in the education sector. Invest in advanced e-learning platforms, virtual classrooms, or other tech-enabled solutions to enhance the learning experience and stay competitive..

## **CONCLUSION**

In conclusion, the financial analysis and forecasting undertaken at TalentServe provide valuable insights into the company's current financial health and future prospects. This internship project aimed to evaluate key financial indicators, assess risks, and offer strategic recommendations to enhance TalentServe's overall financial performance.

This internship has not only contributed to the enhancement of financial analysis skills but also provided a firsthand understanding of the complexities and strategic considerations involved in managing the financial aspects of an educational institution like TalentServe. The recommendations outlined in this report serve as a foundation for continuous improvement and sustainable growth, aligning with TalentServe's commitment to excellence in education.

## **LEARNINGS**

Learnings from the Financial Analysis and Forecasting Internship at TalentServe:

Practical Application of Financial Concepts:

The internship provided a hands-on opportunity to apply theoretical financial concepts learned in academic settings to real-world scenarios. This practical experience enhanced my ability to interpret financial statements, calculate key ratios, and analyze financial performance.

Financial Modeling and Forecasting Techniques:

Through the project, I gained proficiency in financial modeling and forecasting techniques. Working on forecasting models improved my understanding of the factors influencing future financial outcomes and the importance of making informed assumptions.

Data Analysis Skills:

The internship significantly enhanced my data analysis skills. Utilizing financial analysis tools and software, I learned to collect, organize, and interpret financial data, enabling me to draw meaningful conclusions and insights.

Risk Assessment and Mitigation:

Identifying and assessing financial risks for TalentServe was a crucial aspect of the internship. This experience equipped me with the skills to recognize potential risks, quantify their impact, and suggest strategies for mitigating these risks.

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