



Allows you to see the big picture

# What is a virtual CFO?

The Virtual CFO is a new concept. It's a way for businesses to get CFO support that they wouldn't have been able to afford previously. Businesses can get access to an experienced financial professional at a fraction of the cost of a full-time CFO. A Virtual CFO will handle all the duties of a traditional CFO, but work remotely and on a part-time basis.

We offer a selection of professional, top-quality financial services in the fields of preparing for a fund raising, developing business plans, implementing systems and processes, implementing budgeting systems, comprehensive financial health check-ups, due diligence, cash flow planning, cost management, tax planning, exit strategy, investor relations, turnaround management, and many more. Our service offerings are priced very sharply at rapid mandate turnaround times and provide customers with exceptional qualified CFOs, financial controllers, finance directors and analysts, by leveraging on our varied and wide database of resource pool.

VCFO Team has worked with different types of clients, across different industries including Retail, Technology, Education, Banking & Finance, Automotive, Pharma, Financial Services, Restaurant, Guarding, Facilities Management, Private Equity, Media and Publications, Logistics, Healthcare, and many others.

Based on company's size and growth stage, we provide a flexible engagement model, enabling you to increase/decrease engagement levels, through providing the opportunity of having the best CFO talent, according to your needs. Ongoing Virtual CFO retainer engagements vary between two to thirty-five hours a week. This flexible engagement model will help you keep your CFO budgets variable and low, but the experience will always remain enriching and notable.

## When you might use a Virtual CFO

- When you think your company should be more profitable.
- When you need support in strategic planning.
- When you need an experienced sounding board for discussing ideas.
- When your accounting systems do not provide timely and accurate data for decision-making.
- When your business is growing without having a growth plan.
- When you need to find outside financing, without having any bank relation
- When you need to design an effective incentive compensation program to help improve performance and avoid expensive turnover.
- When you are considering selling your company and you want to make your company as attractive and valuable as possible.
- When you need financial projections and "what if" scenarios.
- When your policies, procedures and internal controls seem loose.



## **Strategic Planning**

Your business is your most treasured asset. Thus, your business plan should be rock and solid, to ensure your ability to survive in this competitive world, and appear as a renowned leader. All businesses begin with a great, bright idea; however, it is the execution of the idea that differentiates successful entrepreneurs from others. Excellent implementation can only take place if companies invest adequate time and money towards developing a sturdy business plan and strategizing smartly.

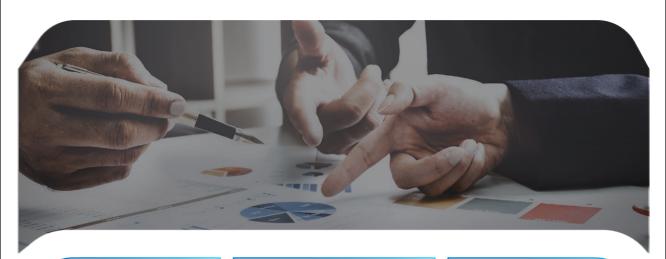
#### Build a new business plan:

We would gladly offer our expertise if you want to start strongly and be unique among your competitors with an exceptional business plan. With you and your senior management team, we start with a brainstorming session. We will then research everything related to your company, your products/services, your industry and your competition to build the foundation of the business plan. Adding sensitivity scenarios and ratio analysis to endorse various business statements.

# Customize existing business plan:

You may consider our services in case of having a basic business plan, but your business has grown into something much bigger. We would like to provide you with an expert review, propose modifications and update them appropriately. We could even build on a detailed financial forecast model and advise on any additional content that should be included when addressing your target audience for the plan.

## **Operational Support**



#### Month End Closing

Month end closing can be a tedious process because of evaluating the financial records of the whole company for this month, and making sure that you did not miss anything. If any transaction has not been recorded, adjustments have to be made. This can consume a lot of time that is why you can quickly track your month-end close process with the help of VCFO.

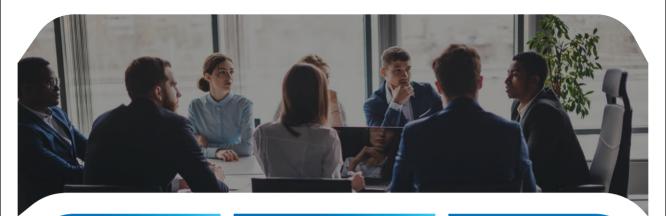
# Board & Management Reporting

Our team of specialists can assist analyzing and aeneratina detailed reports for your business. Besides, we undertake a full review of financials and operational parameters to provide you with in depth analytics, and help in designing smart finance reports. We also use ratios. trends, comparatives, industry benchmarking, scenarios, and other statistical techniques to perform our analysis.

#### Bookkeeping

VCFO bookkeeping provides customized bookkeeping services for small and medium-sized businesses at reasonable fixed monthly prices. All work is performed in-house by our experienced staff. We offer cloud-based accounting systems with up-to-date technology to maintain safety and efficiency.

## **Finance Team Organization**



## Finance Team evaluation

You may have assembled a great team of finance experts; however, if they are not doing their best, your organization is losing out on a great deal. If you need to evaluate your staff and make use of their abilities, you can always rely on our services. Our team of specialists will observe your finance team closely and make recommendations. Thus, we will enhance your team's performance, which will certainly reflect in the performance of the entire business.

#### Recruitment

If you are searching for someone to join your finance team, check out our huge network of CFOs, Controllers and senior finance professionals.

Unlike regular headhunters, our team of experienced CFOs can help identify exactly which candidate would be the best fit for your team as they know your exact needs.

#### **Training**

We offer comprehensive training programs covered all finance and accounting aspects.
We have a wide variety of training programs covering specific topics within the fields of financial valuation, tax compliance, due diligence, IPO, IFRS.

#### **Health Check Services**

#### **Accounting Health-check**

The purpose of this assessment is to check main accounting and reporting areas and give recommendations from a CFO's perspective to strengthen your finance and accounting function





#### Systems Assessment and Development

We can help your current systems to make certain they are operating efficiently and providing accurate regularly. If systems are inadequate, or are non-existent, we can assist you to choose the right one.

#### **Accounting Policies & Procedures**

Solid accounting policies and procedures are widely recognized as the most significant requirement for sound internal controls for a business. We help our customers formulate and apply finance and accounting policies as well as procedures to improve company's internal controls, reporting and general management.





#### Internal Controls

Applying finance and accounting internal controls for a business is not that easy. We not only provide growth companies with necessary real-world and vital controls, but also help them set-up and implement them. Based on its size and stage, we closely work with the company in customizing various controls to ensure its effectiveness.

### Cash flow & Cost Management

#### **Cash flow Management**

- Building detailed cash flow forecast
- Reviewing all overdue receivables and accelerating collections
- Evaluating all trade payables terms
- Reviewing and analyzing inventory ageing
- Assessing investing and financing activities
- Reviewing all key banking lines
- Undertaking sensitivity analysis to increase cashflows

#### **Working Capital Management**

- Reviewing of working capital management function
- Analyzing receivables and payables cycles and setting benchmarks.
- Building detailed cash flow forecast and monitoring mechanism.
- Identifying areas to improve cash flow cycles.
- Assisting in setting up working capital lines with banks.

#### **Profit Maximization**

- Detailed Financial and Trend Analysis.
- Implementing of Systems and Controls.
- Better Pricing and Procurement Strategy.
- Efficient Transaction Structuring.
- Fine tuning of the business model to improve efficiency and productivity.

### Transaction support

#### **IPO Support**

If you don't have a CFO or if you have one but the CFO does not have relevant IPO experience; we at VCFO step in and act as your Interim CFO to assist you with the entire IPO process. Thereafter, upon completion of the IPO, we assist you in setting up necessary systems and processes to be able to undertake Public Company compliances.

#### M & A Support

At VCFO, our CFO's have executed many M&A transactions on both the buy-side and the sell-side. We help companies execute their M&A strategy with maximum possible benefits, while maintaining any transaction risk to the minimum.

#### **Due Diligence**

VCFO makes the perfect strategic partner for your requirements whether someone is conducting a due diligence on your organization and you need help getting your data room in place, or whether you are planning to undertake due diligence on some other company and want a comprehensive business and finance diligence.

#### **Feasibility Studies**

Preparing any feasibility studies required for any kind of investments, new projects, expansions, and valuating any available investment opportunity.

#### **Taxation**

VCFO tax advisers work with clients to minimize their tax burden legitimately. Taxes, in their various forms, constitute a major business cost, but this can often be reduced or deferred with the help of VCFO tax advisers.

#### **Tax Consulting Services**

- Tax planning
- General Tax consultation
- Social insurance
- Customs advice
- Real state tax advice
- Tax Due diligence
- Transfer price study
- Tax IT audit
- Global tax and tax treaties

#### **Tax Compliance Services**

- Preparing and reviewing tax returns
- Representation at tax inspections
- Appealing defense and tax memorandums
- Representation before the Tax Authorities
- Attendance of Internal and Appeal Committee
- Social insurance compliance

