



CFO Services

An Introduction

Our Motto

- To provide high impact outsourcing CFO/FC (Chief Finance Officer/Financial Controller) services to businesses as
 - One of the key stakeholder while navigating growth
 - Create value driven approach to finance function with best of management practices
 - Leveraging comprehensive tools, unique **proprietary engagement CFO Services** practice with measurable impact
 - Setting high level of professionalism with rich domain expertise, unmatched network & vibrant eco-system around knowledge management
 - Integrity with **X**cellence at its core

ixCFO Best Practices:

Core of *i*

- Integrity
- Intelligence
- Innovation

Applying *X*cellence in

- Knowledge Management
- Benchmarking practices
- High degree of ethics

The Differentiator

Convergence of above at the core, with unique execution & proprietary engagement model of People, Processes, Powering technology & domain expertise with measurement matrix on deliverables along with proactive approach & superior management practices

Business + Finance Integration = ixCFO



- With a cumulative experience of approx 150+ man-years; our team is arguably best positioned to leverage their sector agnostic cumulative CFO practices, tools and skill sets to add significant value
- Our CFO Services deliverables comes at a fraction of cost and integrated in line with best of practices with continuous update across our knowledge management framework

Our Engagement : Solution Offerings

- **Tx** = Transactions - Assurance, Processes, Controls & Automation
- **Fx** = Financial Health Management & Business Support Services
- **Ix** = Inorganic & Organic Growth **X**ecution

- We offer CFO services to SME Business Owners who can not offered full time CFO/Financial Controller (FC) or intensity of current finance function engagement does not warrant to have full time CFO/FC all the time
- We also offer CFO Services to existing CFO Offices by giving them project based mandates under **CFO STOP** bucket
- Complete Finance Outsourcing – Entire end to end outsourcing
- Strategic Engagements – Fund raise, M&A, Exit, IPO assistance

CFO STOP : Solution to existing CFO's Office

S – SUPPLEMENTING	Additional manpower requirement for finance professionals to reduce pressure on current finance team on specific projects – For e.g. ERP implementation, Post M & A finance integration etc.
T – TRANSFORMATION	Projects like Internal Financial Controls (IFC), Good & Services Tax (GST) & Accounting Standards – India/International (AS/IFRS) roll out, IPO assistance, Exit strategy etc.
O – OUTSOURCING	Non-core finance areas to manage finance function more strategically, reduce Cost of Finance Function (COFF) and releases bandwidth to focus on core of strategic business/finance
P – PLAN	With us based on our highly experience engagement Team Members, Knowledge Partners & Rich Network @ ixCFO

Team ixCFO

At present, we have trained & experienced team of 13+ CFO's/Controllers as CFO partners spread across Indian Metros + Tier 1 cities, involved in CFO Services mandates execution duly supported by our network knowledge partners

All team members carry a rich & diverse experience of 12-20 years in Corporate business segment covering entire gamut of CFO/Controllershship function and are well versed in adopting best of management practices capability to deliver benchmark finance parameters with hands on implementation approach

We also have network of advisors & knowledge partners closely working with our CFO Partners

We are constantly guided by our Board of Advisors @ ixCFO

Our Network Ecosystem



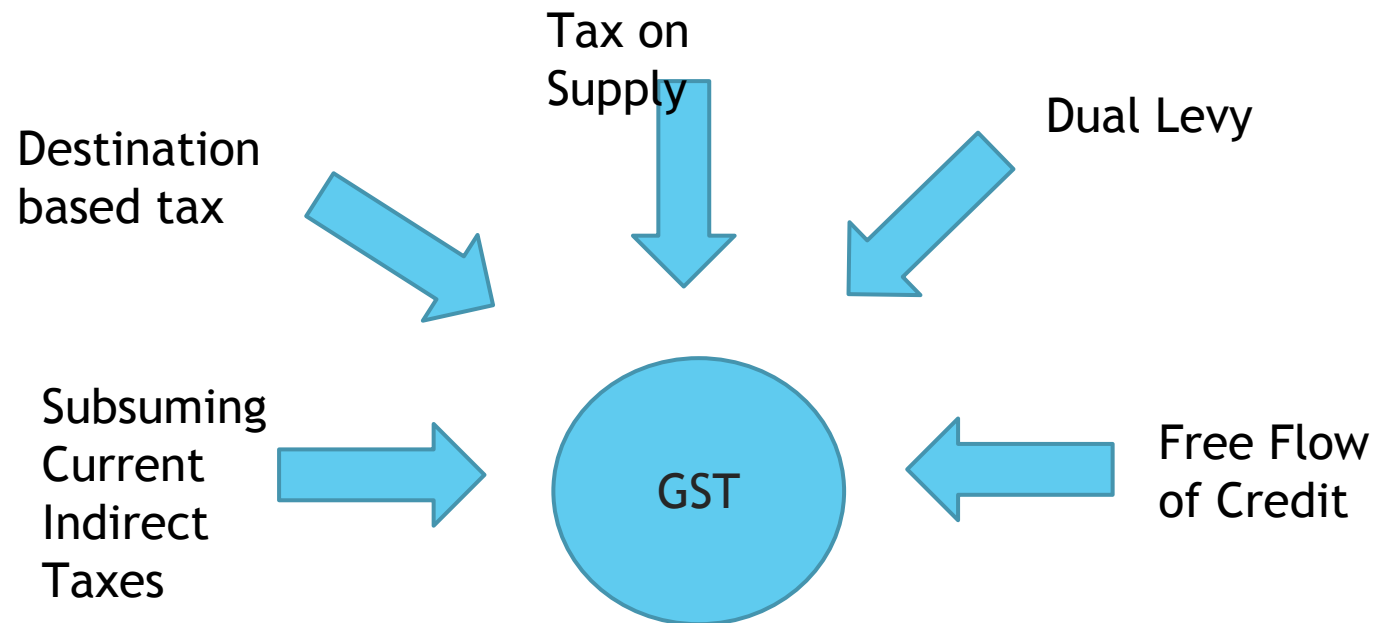
Clients & Mandates

- Since our inception beginning October 2010, we have seen steady quarter on quarter growth in our number of clients & mandates
- We have more than 50+ Clients across Industries (Mfg/Distribution/Services sectors) having aggregate revenue under management of Rs.1500cr.+ & in terms of ownership pattern, these SME/Mid-sized Corporates & business owners are Family set-ups, MNC's, PE/VC's investee Companies, Professionals entrepreneurs etc.
- We are offering mandate based monthly retainer CFO services or specialized project based assignment-engagement
- We are guided by confidentiality agreement with our client and will be happy to provide detail list of these clients/testimonial when our mandate comes to final signing with our prospective clients

Presentation on one of the offering in CFO STOP

GST : Business & Compliance Consulting

GST : Tax to Unified Indian Market



How ixCFO can Assist on GST Roll Out

- Evaluation of proposed GST law and its impact on the present business model
- Reworking product/services pricing by considering current supply chain logistics impact by remodelling the same
- Reconfiguration of IT Systems, setting up Standard Operating Process
- Review & on-going support post implementation of GST
- Assisting in Compliance in line with the rules framed with existing compliance partner/in-house team of the client in various statutory filings and record keeping with emphasise on training

Caselets-1 (Not an exhaustive list)

Manufacturer of engineering panels :
Top-Line 200 cr. INR

- Streamlined controls, processes
- Implemented new ERP with vast functionality added & MIS systems to capture KPI at BU level tracking for better incentivisation
- Improved Cash Conversion Cycle
- Leveraged optimally for banking limits for fund and non-fund limits
- Added strategy to overall growth

PE funded Retail apparel company

- Reduced WC cycle by 20 days
- Improved WC management & cash flows
- Stabilised & automated compliances
- Improved MIS & reporting
- Capital structuring & ESOP formulation assistance

IT Product company with INR 150 mn revenue.

- Streamlined closing cycle
- Created new MIS/Board packs
- Reduced DSO by 30 days
- Fruitfully deployed treasury monies with improved forex exposure tracking
- Developed Budget & Business Plan for PE fund raise
- International structuring

**More
Details on
web site**

Client Testimonials

"It is good to see the learning curve along with partner of your firm and to realise the in-depth potential of CFO. "
CEO - INR 400 Million IT Services Company

Excellent structured approach to shared CFO services & a clear general process in place to implement the services (rapidly measure financials and implement controls) "
CEO - Manufacturing Co - Electical Panels.* Heavy Engg Machines

Revamped entire operational IT system with good interface with financial platform interface, saved huge cost of migrating to branded ERP solution."
CEO - ITES Services Company of 1000+ people with presence across cities in India and overseas

Our Score-card = Integrity led Multiplier = **ix**

Score Card = **X**cellence in Services

Sector Agnostic Clients (Revenue Rs.1cr. - Rs.300 Cr)	50 + (Owners - Family set-ups/PE Portfolio Cos/Professionals)
Team Members & cumulative experience	13 CFO/FC level Partners with 150 + Man- years domain expertise
Modules in our mandate	2 Way positioning with 24 x 7 presence Shared (On-site) and Virtual (Off-site)
CFO Services (Retainership + Project specific) engagement	3 Segmentation of deliverables / products/services around Tx + Fx + Ix
Key Knowledge Partners	25 + Network Partners across 6 major cities in India
Current aggregate Revenue of ixCFO Clients	Rs.1500 cr. + under CFO mandates



For further info on our media coverage, blogs, resource centre

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