



CFO Mentor

We build sustainable value.

Value-added Strategy and Finance Solutions from CFO Mentor

Effective, Efficient and Economic
Strategic Financial Solutions for
Growing Sustainable Business Value.

CFO Mentor seeks to simplify
Strategic Financial Management
from Start-up through Scaling-up to
Exiting focusing on Building
Sustainable Value enabling business
owners to grow their businesses and
exit with grace and cash.

Our Services



CFO Mentor tailored makes solutions to enhance your value.

From strategy to governance, accounting, risk management, HR, executive outsourcing, business solutions, and more, we offer solutions that are efficient, effective and most importantly, economic.

Our Solutions Focus Areas



PERFORMANCE MANAGEMENT

Craft strategy. Create Tasks.
Track Performance.



TREASURY

Allows you to focus on your
business while we run your
Forex Treasury in a way that best
supports your business.



VALUATIONS

Generate accurate and realistic
enterprise and equity valuations



FINANCE

We help you raise finance, create
tax-efficient structures, manage
your cash flow, and improve your
profitability, and much, much
more.

Value Building Basics

1

Strategy

Strategic: Planning and implementation

Provide inputs for the long term strategy development and implementation and structuring of the organisation to achieve organisational goals.

2

Planning

Financial Planning and Analysis:

Coordination, compiling and monitoring of Opex and Capex budgeting, analysis of actual results, problem identification/rectification and continual improvement.

3

Management

Financial Management:

Ensure that all elements for effective financial management are put in place including treasury, cash flow planning and cash management

4

Risk

Financial Risk Management:

Monitor financial risks to which the organisation may be exposed including insurable risk cover, reputational and contractual risk.

5

Reporting

Financial Reporting:

Ensure that the organisation meets it's monthly, quarterly, annual and ad hoc financial reporting requirements to the relevant internal and external stakeholders and the Chief Executive Officer and Management

6

Control

Internal Control Systems:

Implement and monitor appropriate financial and internal control systems to ensure that all transactions comply with legislative prescripts and organisation's policies and Procedures. Assist in safeguarding the assets of the organization

Value Building Basics

7

Procurement

Procurement Services and Administration:

Establish and maintain a supply chain management function and policies and procedures that promote sound financial management in the organization

8

Organisation

Organisational Audit:

In partnership with the Chief Executive Officer, coordinate the year-end internal and external organizational audits

9

Payroll

Payroll Management and Administration:

Remuneration computation and administration tax legislation and retirement funding and management of deductions and statutory obligations

10

Staffing

Management of Staff in the Finance Division:

Supervise Finance staff in the performance of their delegated duties carry out accounting and control duties satisfactorily

11

Tax

Tax Planning and Compliance:

Optimising the corporate and financial structures to minimise tax and ensure tax compliance.

12

Stakeholders

Stakeholder Relations:

Managing the flow of financial information and relationships to all financial and other stakeholders including investors, bankers, suppliers, labour and other stakeholder

Value Building Basics

13

Ethics

Company Ethics ,Legal and Statutory Compliance:

Ensure the company and its directors and management are in compliance with the statutory, legal and moral obligations

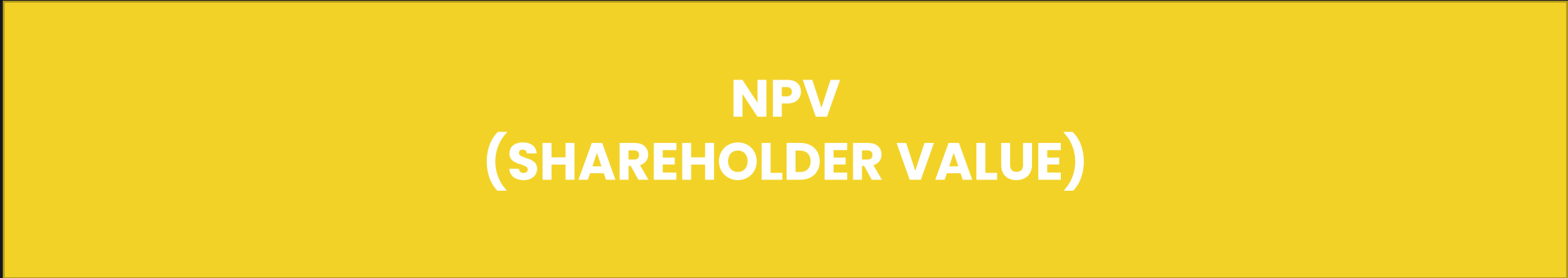
Financial Value Matrix

FOCUS	PEOPLE	PROCESSES	SYSTEMS
STRUCTURES	Owners , Directors, Business Partners, CFO	Agreements, Directives, Policies, Procedures, Budgets	Boards, Meetings, Legal Entities
STRATEGIES	Owners , Directors, Business Partners, CFO	Projects, Initiatives, Communications	Business model, Value Creation,
PERFORMANCE	Directors, Managers, Internal /External Auditors, CFO	FP&A, Modelling and Forecasting, Auditing, Analysing	Excel, Modelling Systems, Audit reporting,
TRANSACTIONS	Managers, Controllers, Clerks, Employees, CFO	Reporting, Reconciling, Processing, Collecting, Collating , Storing	ERP Systems, Accounting Systems , Storage Systems
COMPLIANCE	Directors, Managers, Legal Counsel, Auditors, CFO	Registration, Returns , Review	Internal Controls Audit Trails, Reporting Systems

VALUE COMPONENTS AND DRIVERS

= NPV

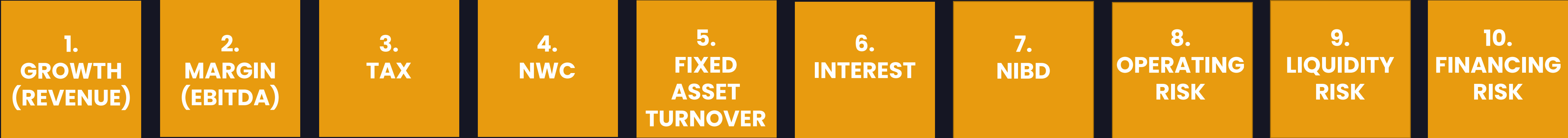
OBJECTIVE



VALUE COMPONENTS



VALUE DRIVERS



AREA



OPTIMISE VALUE CHAIN



Find the gold – Scan across the value chain for value optimising initiatives

Business partners are uniquely positioned to identify value improving initiatives – the potential value upside is significant

VALUE DRIVERS

VALUE CHAIN

	1. Growth (Revenue)	2. Margin (EBITDA)	3. Tax	4. NWC	5. Fixed Asset Turnover	6. Interest	7. NIBD	8-10. Risk
Supplier	Partner agreement	Total cost of ownership	Optimise VAT	Optimise payment terms	Contract negotiation		Vendor financing	Sourcing strategy
Resources	Store floor optimisation	Performance benchmark	Operating model	Performance agreement	Make-or-buy analysis		Optimise covernance	Capacity risk analysis
Process	Time to market analysis	ABC benchmark	Optimise indirect tax	Optimise supply chain	Business case processes	Negotiate finance terms	Liquidity mgt	Process risk mgt
Product	Portfolio strategy	Product profitability		Stock utilisation	Optmise product planning			Product substitution risk
Customers	Pricing studies	Customer profitability		Debtor mgt			Factoring	Debtor liquidity risk
Shareholders			Optimise tax structure			Capital structure	Dividend policy	Clear company risk profile