

FINANCIAL CONSULTING

Take a proactive approach to financial management

1. BENEFITS FOR CLIENT

- Improving profitability through:
 - Analysis of revenues and expenses in each business segment;
 - Adequate cash-flow management;
 - Sustainable growth.

- Improving liquidity through:
 - Efficient inventory and collection management and rational utilization of available sources of finance;
 - Identification of company's strengths, while finding room for improvement within a company.

- Mitigating financial risks, by:
 - Identifying crucial risks and mechanisms for their mitigation;
 - Timely providing suitable response to identified threats and changes in business environment;
 - Adequate market positioning.

2. DESCRIPTION OF THE SERVICE

Phase I: Business Analysis

- Industry Analysis – size of the market and its structure, main trends, client's current market position and peer group analysis, characteristics of the branch;
- Detailed analysis of the business model and working capital cycle (inventory management, collection management, agreed payment terms with suppliers);
- Independent and comprehensive financial analysis;
- Defining appropriate financial structure that will suit company's business model and its needs;
- Identification of key financial risks.

Phase II: Preparation of Reports

- Valor Financial Plan preparation, including balance sheet, profit and loss statement and cash flow projections for the next period, calculation of the working capital that company needs in order to meet these projections, a list of operational and strategic goals that company needs to accomplish;
- Defining a timeline for financial plan implementation;
- Valor Business Plan preparation;

Phase III: Monitoring and Reporting

- Ongoing analysis, which allow us to monitor company's actual progress and performance against projections and identify the segments in which the company did not meet the goals and the reasons for detected deviations;
- Reporting for internal users in order to improve business transparency;
- Timely identification of potential threats and problems;
- Setting up the corrective actions.

3. LIST OF DOCUMENTS THAT CLIENT NEEDS TO SUBMIT

- Official financial reports, with notes, for the last three years – client and related parties;
- Auditor's reports for the last three years – client and related parties;
- Preliminary financial statements for the last three years and the current year – client and related parties;
- Analytical data for buyers and suppliers, information on received and made advance payments, information on received loans from or given loans to related parties, in the last three years and preliminary year;
- Detailed information on off-balance sheet liabilities to financial institutions;
- Detailed information on each loan provided by financial institution (purpose, amount, terms, security, outstanding loan);
- Real estate appraisal and relevant documentation from cadaster;
- Other documentation (if necessary):
 - Contracts with suppliers,
 - Inventory lists and authorized appraisal of inventories (e.g. SGS),
 - Bank statements,
 - Market analysis and other analytical data.

4. LIST OF DOCUMENTS THAT CLIENT RECIEVES

- Valor Business Plan – VBP
- Valor Financial Plan – VFP
- Timeline
- Valor Monitoring Report – VMR
- Additional reports (xls file)

5. CONTACTS

Valor Finance doo

Balkanska 2, Belgrade, Serbia

T: +381 (0) 11 20 55 143

E: office@valor-serbia.com

I: www.valor-serbia.com

Aleksandar Vasilski, Managing Director

T: +381 (0) 11 20 55 143

E: aleksandar.vasilski@valor-serbia.com

Nebojša Popović, Senior Consultant

T: +381 (0) 11 20 55 146

E: nebojsa.popovic@valor-serbia.com

Dejan Ćirković, Senior Consultant

T: +381 (0) 11 20 55 145

E: dejan.cirkovic@valor-serbia.com

Vida Jovanov, Senior Consultant

T: +381 (0) 11 20 55 144

E: vida.jovanov@valor-serbia.com