

RISK MANAGEMENT IMPLEMENTATION AND DEVELOPMENT

Introduce risk management into your company

1. BENEFITS FOR CLIENT

Implementation of risk management means establishing new organizational unit that will focus exclusively on risk analysis. This assumes designing and introducing necessary documentation in everyday operations in this field. Well-organized risk management unit will do the following:

- evaluate financial position of the company and define acceptable risk levels;
- assess financial strength of main business partners and rate them based on their risk exposure;
- propose strategies to deal with high-risk but profitable business partners (tailor-made strategy for each client);
- determine maximum credit limit for each customer;
- in case of deferred payment, determine acceptable payment terms for each customer;
- define suitable collaterals;
- define risk-based pricing strategy;
- monitor risks on portfolio level.

2. DESCRIPTION OF THE SERVICE

Phase I: Project Initiation & Project Plan

- Analysis of the business that will enable us to define optimal risk management structure;
- Setting project goals and starting with project preparation.

Phase II: Implementation

- Assisting in staff recruitment process;
- Education of recruited employees;
- Establishing risk management processes and procedures;
- Integration of risk management activities with everyday business operations;

Phase III: Finalizing the project

- Project monitoring on the regular basis, during and after its implementation.

3. LIST OD 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,
 - Authorized appraisal of inventories(e.g. SGS),
 - Other analytical data,
 - Bank statements,
 - Market analysis.

4. LIST OF DOCUMENTS THAT CLIENT RECEIVES

- Project Plan - PP
- Presentation of the Project - PPT
- Project Status Report - PSR
- Additional analysis (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