



FINANCIAL SERVICES INC.

YOU DREAM, WE PLAN!

About Us

CFO Financial Services provides tailor made and sustainable solutions using technical data and analysis.

Our company consists of 2 offices in Istanbul and Ankara and 3 agencies in South Marmara and Izmir.

We are a dynamic team combining our expertise and experience in banking with customer experience.



Our Vision

Our vision is to be a trusted and preferred business partner adding sustainable value to all its stakeholders with innovative and rational solutions.

Our Mission

Our mission is to provide result oriented financial advisory services with an experienced team, highest integrity and based on customer satisfaction.

Our Values

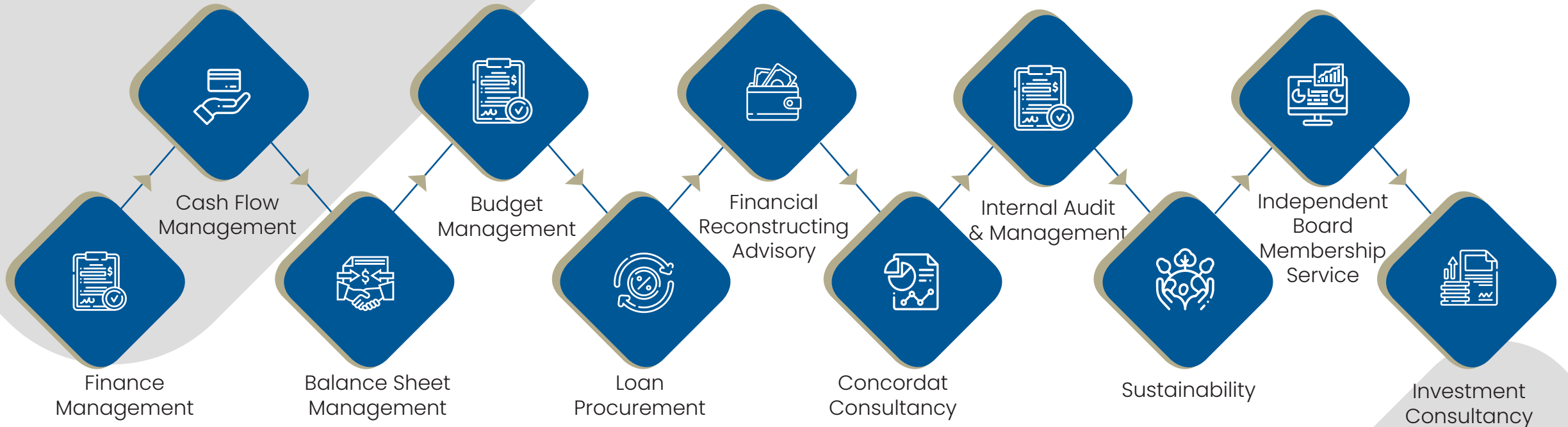
- › Dedication
- › Integrity
- › Reliability
- › Service Quality
- › Customer Satisfaction



Goals



Services



Services

1. FINANCE MANAGEMENT

In the process of providing the funds required for your business under the most suitable conditions, protecting these funds and investing in appropriate assets and using them effectively; as CFO team we carry out the financial management of our companies with our banking and finance experience, with the financial services we provide for hundreds of companies and the techniques and methods we have developed and confirmed.

CASH FLOW MANAGEMENT

In order to make a proper financial management and give strategic decisions, cash flow should be set up, targeted and followed correctly. Cash flow including balance of payments which is created by aging the receivables and debts, should be made together with the operational cash flow that will be formed by taking into account the purchase, sales, profitability, stock and aging from ongoing activities. Based on the mentioned calculation, we also provide services to our customers with our different modules, especially the "Cash Flow Simulation Module" that we have experienced and verified.

BALANCE SHEET MANAGEMENT

With the techniques and analysis we have developed, we examine the financial records of our companies for the last 3 years and interim periods. We reach the real financial records by entering the detailed financial data into the analysis module and performing the necessary transfer and purification processes. We calculate financial ratios with adjusted financial records created after transfer and clearance by evaluating them with horizontal and vertical analysis. We share the "Introduction and Evaluation Report" with the banks after the analysis.

INVESTMENT CONSULTANCY

Within the scope of investment consultancy, we prepare the feasibility of the investment by projecting the current situation and cash flow simulation before the investment, determine the correct financial model and provide service to obtain the necessary financing from financial companies.

LOAN PROCUREMENT

The main source of finance is financial debts. Banks are organizations that manage risk and risk is uncertainty. Our goal is to make this uncertainty primarily certain for our customers; therefore, to make the risk manageable and to accurately explain it to financial institutions. Within the scope of loan procurement, we hold individual meetings with financial companies. In addition, we go on joint structuring by organizing meetings where all financial companies will participate together.

FINANCIAL RECONSTRUCTING ADVISORY

CFO Financial Services has been appointed by the Consortium of Banks as an expert company within the scope of Financial Restructuring (FYY) legislation. With the service and precautions we provide, we enable commercial loan borrowers who have temporary problems or are likely to have problems with their debt repayments to banks and financial companies, meet their repayment obligations and continue to contribute to employment.

CONCORDAT CONSULTANCY

Concordat is a means of reconciliation with creditors. It should be built on clearness and sincerity. In order for the preliminary project and subsequent corrections to be reasonable and reliable, the cash flow study should be done in detail and accurately at the beginning of the work. We do not only prepare the necessary financial reports within the scope of concordat legislation, we also aim to serve companies from the beginning to the end of the process. We also provide services in the submission of the reports we have prepared to the court with the commissioner committee.

INDEPENDENT BOARD MEMBERSHIP SERVICE

We serve as "Independent Board Member" in the boards of directors of our companies with our team, specialized in finance and management skills. In this way, our companies also benefit from the reporting support of our highly technical finance team and gain opportunity to benefit from experience and knowledge we have obtained from the companies we served.

Services

2. BUDGET MANAGEMENT

Budget which means “the table showing the revenues to be obtained and the expenses to be made in the next period” is the plan that expresses the results after the future sales and costs of the enterprises in monetary terms.

Since budget planning is prepared by anticipating the events and situations expected to occur, we prepare the company goals and objectives in the most comprehensive manner, in corporation with all departments of the company.

While planning the budget, it is important to determine the period covered. As budget plans prepared for long time intervals are unrealistic, we act with a 1-year budget planning prepared for 3-month periods, which is ideal.

At the phase of determining the budget strategy, we target the sales amounts for the planned budget period, taking into account the previous period data. In this phase, we ensure that targets such as production costs, fixed and variable expenses, income, margin and capitalization are clarified. We determine taking into account the cost items of the budget and the future business needs of all departments and employees from bottom to top.

We do not assume the budget independently from the cash flow; we anticipate the deviations that may occur in the future periods and make the necessary revisions. At this stage, we take into account the seasonality and make deviation analysis and consider the periods in which more intensive production and sales are expected in the budget. After the budget planning is completed and the final budget is approved, we manage the process of reporting budget targets to all departments in the organization and share them with all stakeholders.

We follow the prepared budget plan periodically, determine the deviations that occur, review and re-plan the budget according to these deviations or we create strategies to eliminate the causes of these deviations.

We aim to unite all the departments around a common goal, while ensuring to anticipate possible problems to be experienced in the future with budget planning. With budgeting; we contribute to the measurable efficiency of departments, managers and employees and to the business management to behave more economically.

CFO Financial Services Inc. plans your budget with you, follow the processes, check the budget realizations together with your cash flow by analyzing deviation, revise them if needed and provide you support for the whole process.

Services

3. INTERNAL AUDIT & MANAGEMENT

Internal Audit; is an independent and objective assurance and consultancy activity that aims to improve the activities of a corporation and add value. Internal Audit; bringing a systematic and disciplined approach to evaluate and improve the effectiveness of the corporation's risk management, control and corporate governance processes; helps reach the goals of the corporation.

The internal audit process, which we see as the ethical leadership of the institutional functioning, is becoming more and more indispensable in terms of the establishment and adoption of the ethical values of the corporation.

We start by objectively reviewing your organization's current policies and procedures. We provide assurance that you are doing what your policies and procedures say you are doing and that these processes are sufficient to reduce your unique risks.

We determine control recommendations to increase the efficiency and effectiveness of these processes by analyzing your existing procedures and constantly monitoring and reviewing your processes as well as updating for efficiency. We ensure that your company is dependent on the process with people, rather than people.

We are preparing the infrastructure for the correct analysis of the results by identifying risks and priorities through a systematic risk assessment, identifying a possible gap in the environment, assessing and implementing an improvement plan. Your internal audit program will help you monitor and document all the variables that are being made in your organization and to reduce the amount of risks.

It is ensured that all relevant laws and regulations are followed by conducting internal audits regularly. The preparations you have to make for your next external audit; will make you comfortable with document, report and analysis management. To sustain confidence in compliance with the law and avoiding high costed penalties for discordance, the internal audit process will be an even more important and valuable activity for your organization.



Services

4. SUSTAINABILITY

The dizzying developments in technology, the digitalisation process accelerated by the pandemic, global goals for combating climate change and sustainable development indicate that we are in a multi-dimensional transformation process. It has become inevitable for the business world to prepare for a sustainable future by addressing economic, social, environmental and governance dynamics with a holistic approach.

Today, while ensuring environmental sustainability as a guarantee of life for all humanity has emerged as a necessity, companies need business models that will ensure their sustainability and increase their resilience more than ever.

WHY IS SUSTAINABILITY IMPORTANT?

The current situation has led the issue of sustainability to become one of the most important agenda items of the business world. The issue of ensuring sustainability, on the other hand, forces companies to evaluate all parts of the supply and value chain in detail in line with current end goals and from a holistic perspective.

It has begun to be accepted as a concrete fact that structures that can fulfil the requirements of the foresighted and planned management process in almost every issue, including access to financial resources, which is one of the most important focus of need in the process, will ensure their sustainability.

Method

Current situation is analysed using financial statements, production and sales details, asset and liability position.

Following the analysis of current situation and in line with sales projections, profitability, and projected payments and receivables terms, payments balance and targeted cash flow projections are calculated.

For sustainable growth, profitability and liquidity, company's current resource structure is planned to be in line with projected cash flows. In case there is need for additional resources, we help for the provision of those resources at the optimal amounts and maturity.

Taking into consideration the activity cycle, and analyzing the payments and receivables terms, production process, capacity usage, inventory policy, costs and profitability, the fund creation capacities of firms are identified and detailed cash flow projections are prepared.

Detailed financial analysis reports, including company's commercial history, activity cycle, current financial situation, all technical analysis made and cash flow projections, are prepared and updated quarterly to be shared with related parties.

Cash flow projections are controlled monthly at minimum and in case there are variances, they are analyzed to reach the most realistic cash flows projections. These activities are shared with the company and the banks monthly.

Cash flow projections help us see the future cash deficit / surplus and management strategies are prepared accordingly.

To create effective financial strategies, it is essential that the financial statements are update and correct. We work with our firms to help them improve their accounting and reporting systems and design suitable control mechanisms.

Company valuations are prepared and we work with M&A companies during sales, acquisition and partnership processes. We also work with Asset Management and Barter Companies.

Achievements

- ◆ CFO Financial Services Inc., has been appointed as an expert company by the Consortium of Banks on Financial Restructuring (FYY).
- ◆ Our Analyst Team has carried out analysis and evaluation of approximately 4000 companies operating in different sectors, in their banking careers.
- ◆ Consultancy service was provided to over 400 companies since 2012, which 3 of them are open to the public.
- ◆ Loan allocation and restructuring of over 3 billion USD was realized.
- ◆ Financial reports and presentations were made to the domestic suppliers of the companies we consult such as Sarten Ambalaj, Pimaş, Cargill, Arçelik VAT, Siemens, Samsung, Akxa Akrilik, İnci Akü, Total Madeni Yağlar, Ford Otosan; companies associated abroad such as Salini (Italy), Statkraft (Norway), Infa (Germany), Schott (Germany), Gulrang Group (Iran), Abi Group (Kosovo).



Our Partners



ÖZGÜR SAYGI

Born in 1972, graduated from TED Ankara College in 1990 and Ankara University Faculty of Political Sciences, Finance Department in 1996. Started his career as financial analyst in Pamukbank T.A.Ş., Ankara, in 1998. Then, worked in Dışbank and Fortisbank as Financial Analysis and Credit Allocation Manager. He worked as Branch Manager in Fortisbank Ankara Etimesgut and Ostim and as Commercial Marketing Manager in ING Bank Ankara Region. In 2012, he founded Özgür Saygı Danışmanlık Eğitim Rehberlik after leaving his position as Commercial Branch Manager, Ankara Turan Güneş, ING Bank. Throughout his banking career, he worked as financial analysis instructor, and worked on credit rating models and applications. In September 2019, he became founding partner of CFO Financial Services Inc. He has developed the "Finance Simulation Module" which primarily predicts the financial future of companies and produces solutions. With social responsibility, he shares his knowledge and experience through associations and foundations of which he is member of. He is Board Member of FOYDER (Association of Financial and Operational Reconstructing Professionals), Chairman of the Financial Affairs and Finance Platform TÜSİAV (Turkey Industrialists Businessmen Foundation), member of KALDER (Turkey Quality Association) Gençkal Committee, OSIAD (Ostim Industrialists and Business People Association) and KID (Ankara College Business People Association).



ENGİN BERKER TOKEL

Born in Ankara in 1989, Engin Berker Tokel graduated from Gazi University, Faculty of Economics and Administrative Sciences, Department of Business Administration in 2014. He started his career in 2013 as an Assistant Finance Specialist at the Ankara head office of Özgür Saygı Danışmanlık Danışmanlık Eğitim company. He has been working as a Senior Analyst in our group's Istanbul Office since September 2017. He has experience and competence in Financial Analysis and Cash Flow Management.

Directors & Finance Coordinators



ALİ KEMAL ALTUNTAŞ
Director



BÜLENT ESATOĞLU
Director



ÖZKAN DEMİR
Director



**Assoc. Prof.
SULTAN GÜNDÜZ**
Director - Sustainability



TAYLAN AHISKAL
*Corporate Relations
Director*



UFUK YILMAZ
*Sales and Marketing
Director*



ZEYNEP UMMAN
*Sales and Marketing
Director*



ELİF ÇİTOĞLU
Director



HASAN EKİZOĞLU
Finance Coordinator



KORAY AKŞEHİRLİ
Finance Coordinator



MELİH ECE
Finance Coordinator



EBRU DEMİRAYLAR
Finance Coordinator



MERT DEMİRAYLAR
Finance Coordinator

Analyst Team



İLHAN TUFAN

*Auditor Controller
Financial Advisor*



MUSTAFA KADAIFÇI

Consultant Analyst



İLKSİN ÖZKAN

Senior Analyst



PINAR ARSLAN

Senior Analyst



M. EMRE KILIÇARSLAN

*Financial & Administrative
Affairs Supervisor*



References



CFO Financial Services Inc.

Head Office: Metropol İstanbul Atatürk Mah. Ataşehir Bulvarı. A Blok No: 2E D:43 Ataşehir - İstanbul
Branch: Mustafa Kemal Mah. Gökçen Cadde Plaza, 2132. Sk. No:3/4 Çankaya - Ankara

www.cfofinans.com | +90 539 213 60 50

 fb.com/finanskoordinatoru

 instagram.com/bankadanismani

 linkedin.com/company/cfo-finansal-hizmetler

 x.com/cfofinans