

INFO-SHEET

# Seed to Exit

## Finance Built for Growth



# Seed to Exit: Finance Built for Growth

Reliable CFO partnership backed by decades of experience.  
We meet you where you are and prepare you for what's next.

## Each round raises a bar. Is your finance ready to deliver?

### Seed

Do you have full visibility on your burn rate & runway?  
Are your books investor-ready, even at an early stage?

### Series A

Can you deliver accurate KPIs and financial reports?  
Is your cash flow managed tightly enough to fund growth?

### Series B

Are your forecasts and budgets reliable enough to scale decision-making?  
Do your finance systems support international expansion?

### Series C

Are you compliant with regulatory requirements?  
Can you withstand investor-level audit scrutiny?

### Series D

How bullet-proof are your profitability metrics?  
Do you have strong controls and risk management in place?

### Exit Ready

Are you diligence ready – no gaps, no surprises?  
Can you deliver IFRS / HGB-level reporting & disclosures?

### Series D

- Optimize Efficiency & Profitability
- Explore late-stage Funding Options (e.g., Growth Equity, Debt)
- Enter / Expand Global Markets @ Scale
- Tighten Governance to Satisfy German & International LPs
- Optimize Complex Equity Structures for Exit Readiness (VSOP vs. ESOP)

### Exit Ready

- Evaluate IPO Route Options (DB, NASDAQ)
- IPO / M&A Readiness - Due Diligence, HGB / IFRS Audits, Legal Structuring
- Maximize Enterprise Value & Positioning
- Strengthen Investor Relations, External Communications, Financial Reporting
- Operational Excellence – No Weak Links in Finance, HR, Legal, & Compliance

### Series C

- Aggressively Scale in Multiple Markets & Expand Product Portfolio
- On Radar - Strategic Partnerships & Acquisitions
- Advance Financial Controls, Compliance, Audit Readiness
- Deepen Data & Analytics for Decision Making
- Expand Employer Branding for Top Talent

### Series B

- Drive Repeatable Sales & Marketing Playbook
- Expand Customer Success & Reduce Churn
- Professionalize Finance – FP&A, Budgets Metrics and Dashboards
- Assess International Hub Expansion
- Build Scalable Tech Infrastructure

### Series A

- Scale Go-To-Market Strategy and Attract International VCs
- Build Predictable Revenue Engine
- Hire Key Functional Leaders in Sales, Product, & Finance
- Strengthen Reporting & KPIs
- Expand Product Features
- Formalize Board & Governance Process

### Seed

- Validate Product-market Fit
- Build MVP and Early Customer Traction
- Access Accelerator / Incubator Network
- Assemble your Founding Team & Advisors
- Set up Lean Financial Operations
- Secure First External Capital (Angels, Seed)
- Manage Cash Runway Tightly

# Backing Your Growth With Execution

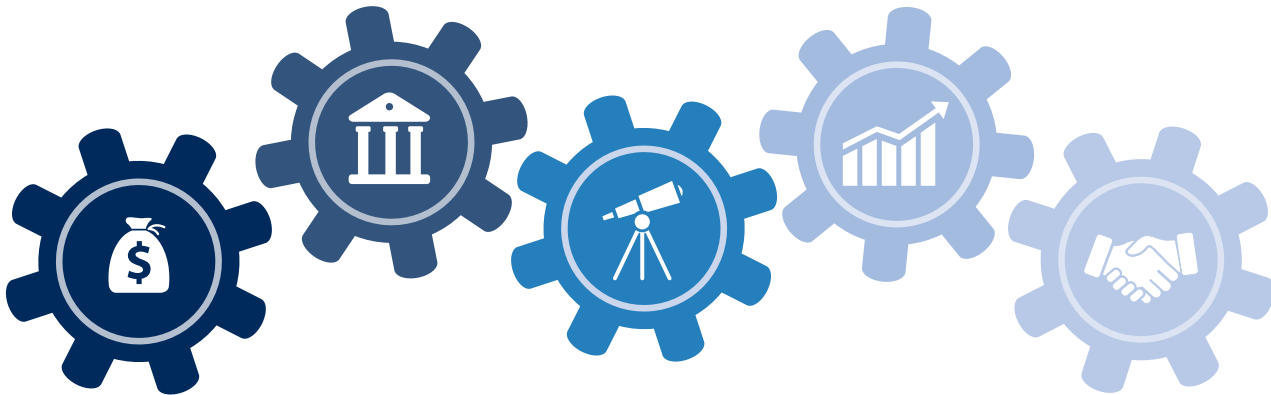
What we bring? Finance that **fits your now** – and **fuels your next**

## Big-4 Expertise

We'd put our professionals up against anyone in the business. Our team combines deep industry knowledge with decades of Big-4 experience – delivered with the speed and agility that start-ups and scale-ups need.

## Smart, Cost-Effective Solutions

Top-tier insights don't have to come at a premium. We provide board-ready finance and accounting solutions at a lower cost than traditional firms – helping you preserve runway without sacrificing quality.



## Scalable Support

From technical accounting to finance effectiveness to exit readiness, you'll always work in collaboration with our global experts – and benefit from a unified approach that scales with you.

## Embedded Partners

We don't sit on the sidelines. We act as your true execution partners, from supporting investor discussions to streamlining audits. We always bring our "A-team" and propose practical solutions that save time and cut complexity.

## Seed to Scale



Get your **Finance Engine** up and Running

CFO Services	CAO Services
<ul style="list-style-type: none"><li>• Cash Flow Forecasting</li><li>• Legal Entity Set-Up</li><li>• Budgeting</li><li>• M&amp;A Advisory</li><li>• Define KPIs and Controlling Landscape (e.g., Profit /Cost Centers)</li><li>• Design of Consistent Investor Reporting Package</li><li>• Ongoing Reporting Support</li><li>• Financial Modeling</li><li>• Finance Org Design</li><li>• Reporting Data Flow Automation</li><li>• Interim Finance Solutions</li></ul>	<ul style="list-style-type: none"><li>• Cash Management</li><li>• Revenue Recognition</li><li>• Account Reconciliations</li><li>• Audit Support and Ad-hoc PMO</li><li>• Acquisitions &amp; Consolidations</li><li>• Billing and Collections</li><li>• Data Clean-up &amp; Bookkeeping</li><li>• System Implementations (e.g., Lucanet, FloQast)</li><li>• Standardize Business Processes and Systems (Internal Controls)</li><li>• Close Optimization</li><li>• Interim Accounting Solution</li></ul>



## Exit Readiness

Navigate your Exit with **Confidence**

CFO Services	CAO Services
<ul style="list-style-type: none"><li>• Exit Readiness Assessment &amp; Execution Support</li><li>• Equity Story Alignment &amp; Investor Communications</li><li>• Financial Modeling &amp; Valuation</li><li>• Deal Structure Scenario Planning</li><li>• Due Diligence Support</li><li>• Treasury &amp; Capital Structure</li><li>• Reporting Package Design &amp; Preparation</li><li>• Purchase Price Allocation</li><li>• Finance Org Design (Exit Ready)</li><li>• Interim Finance &amp; PMO Solution</li></ul>	<ul style="list-style-type: none"><li>• GAAP Conversion Support (HGB / IFRS / US GAAP)</li><li>• Audit Readiness &amp; External Auditor Coordination</li><li>• Financial Statement &amp; Disclosure Preparation (ESMA, SEC)</li><li>• Complex Technical Accounting Matters</li><li>• Internal Controls &amp; SOX Readiness</li><li>• Policy documentation</li><li>• Acceleration of Close Calendar</li><li>• System Readiness (ERP, Consolidation)</li><li>• Interim Accounting &amp; PMO Solution</li></ul>

**Our services are geared for startup success – ready to unlock your **full potential**?**

# Back on Track: Navigate Setbacks with Strength

When plans shift or challenges emerge – we provide the structure and support to keep you **moving forward**

## What Can Slow Your Momentum...

- Even the best-laid plans can hit **turbulence** – rapid market changes, cash crunches, failed projects, or loss of key talent can threaten stability.
- Stock & Market Failure – poor pricing, sell-offs, or missed earnings drive the share price down, jeopardizing **investor confidence** and market credibility.
- Business & Strategic Damage – loss of capital, high sunk costs, reputational harm, increased scrutiny, and cultural /operational strain that can weaken **long-term growth prospects**.
- Recognizing the **warning signs early** – like missed targets, unforeseeable regulatory changes, or rising churn - can mean the difference between crisis and comeback.

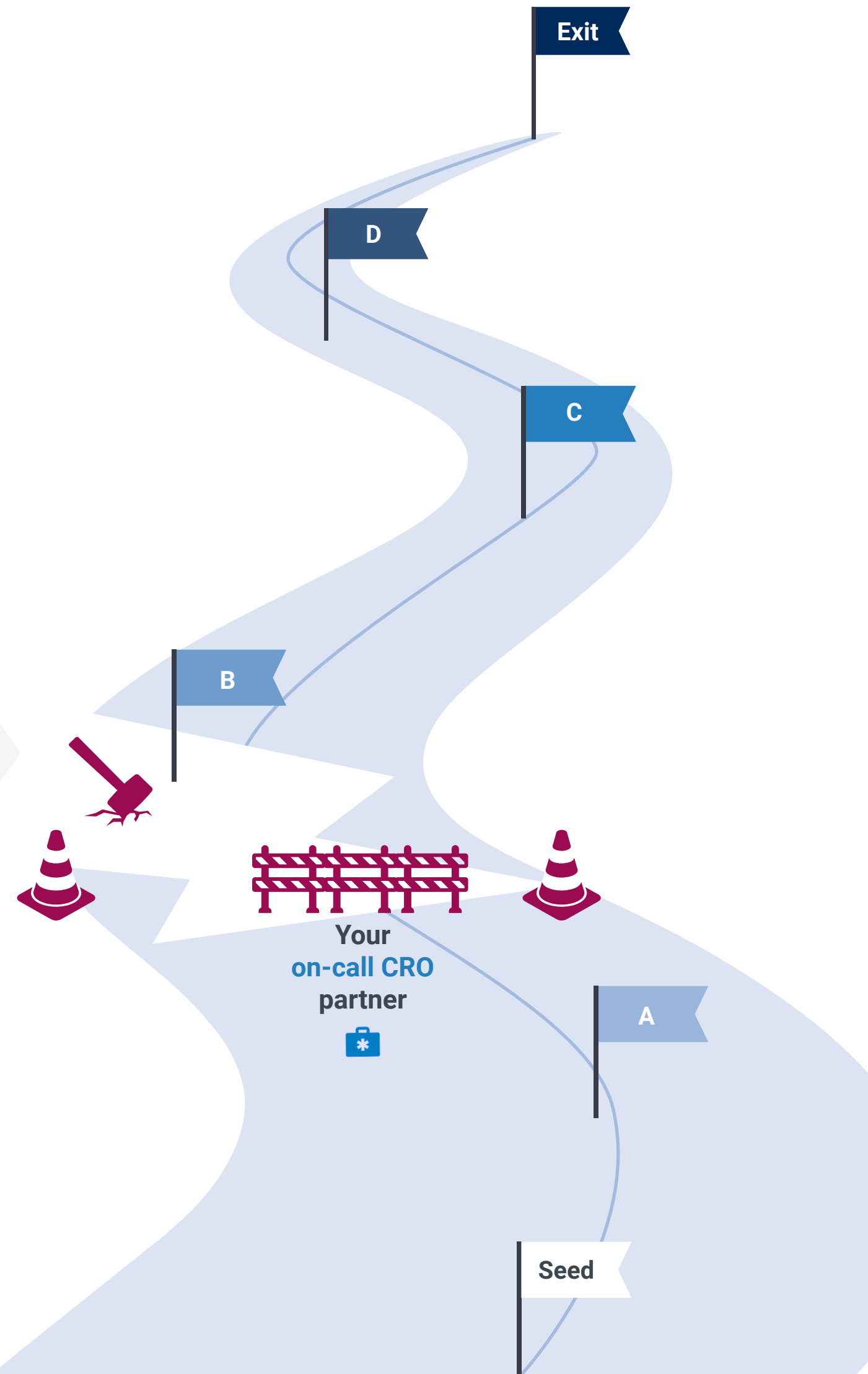


## ...Turn Disruption into Direction

### Discover our Firefighting Suite:

- **Enterprise Health Check:** A thorough assessment of your financials, cash flow, accounting, internal processes, and performance metrics.
- **Cash & Liquidity Management:** Develop rolling forecasts, expense controls, unlock working capital.
- **Controls & Risk Management:** Strengthen internal processes, tighten oversight, and safeguard your business against operational/financial risks.
- **Accounting & Close Optimization:** Streamline backlogs and accelerate month-end close to deliver transparent financials for internal /external reporting needs.
- **Performance Advisory:** Provide ongoing monitoring, dashboards, and reporting to support data-driven decision-making.
- **Financial Cleanup & Process Implementation:** Identify and resolve accounting inconsistencies and clean-up historical financial data to establish reliable due-diligence ready financials for early-stage companies.

Built to bounce back – your comeback starts **here!**



# Your Contacts at CFGI Germany

## Accounting Advisory



**ALESSANDRO  
ENGLMANN**

Partner

@ aenglmann@cfgi.com

### > 14 Years of Experience (incl. Big-4)

- Start-Up & Scale-Up Advisory
- IPO & Exit Readiness and Support
- ICS / RMS / CMS
- Operational Transformation
- Preparation of Financial Statements
- Fast Close



**ILHAN  
BÖKER**

Director

@ iboeker@cfgi.com

### > 11 Years of Experience (incl. Big-4)

- Start-up & Scale-up Advisory
- IPO & Exit Readiness and Support
- GAAP Conversions
- Audit Readiness and Support
- Operational Transformation
- Business Combinations
- Purchase Price Allocations



**VALENTINA  
ZEUGNER**

Senior Manager

@ vzeugner@cfgi.com

### > 9 Years of Experience (incl. Big-4)

- US GAAP / IFRS Technical Accounting
- Local GAAP Conversions
- ASC 805 / IFRS 3 Business Combinations and Asset Acquisitions
- SEC Reporting
- IPO / SPAC Readiness Assessments and Preparation of Filings



**ALEXANDER  
LOCZENSKI**

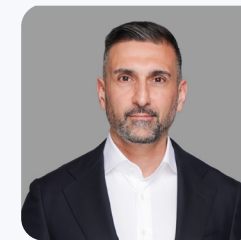
Senior Manager

@ aloczenski@cfgi.com

### > 8 Years of Experience (incl. Big-4)

- IPO & Exit Readiness and Support
- GAAP Conversions
- IFRS & HGB Accounting Principles
- Audit Readiness and Support
- Preparation of Financial Statements

## Transaction Advisory Services



**BEKTAN  
GÜLER**

Partner

@ bgueler@cfgi.com

### > 23 Years of Experience (incl. Big-4)

- Financial due diligence
- Exit readiness & vendor processes (incl. financial factbooks)
- Carve-out, refinancing & recapitalisation support
- Business plans & plausibility checks of financial projections
- SPA support and negotiation



**MARCEL  
MERKLE**

Partner

@ mmerkle@cfgi.com

### > 15 Years of Experience (incl. Big-4)

- Purchase price allocations
- Business valuations (IDW S1)
- Fairness opinions
- Impairment testing
- Corporate Finance



**MARTIN  
SCHILDT**

Director

@ mschildt@cfgi.com

### > 12 Years of Experience (incl. Big-4)

- Financial due diligence (buy & sell side M&A)
- Exit readiness & vendor processes (incl. financial factbooks)
- SPA support and negotiation
- Closing accounts
- Business plans & plausibility checks of financial projections



**FLORIAN  
REGER**

Senior Manager

@ freger@cfgi.com

### > 9 Years of Experience (incl. Big-4)

- IPO Financial due diligence (buy & sell-side M&A)
- Exit readiness assessments
- Business valuations (IDW S1)
- Purchase price allocations
- Impairment testingFinancial modelling
- Process optimization of ICS



# Appendix

# About CFGI



Founded in 2000



1,000+ professionals



Hundreds of successful IPOs



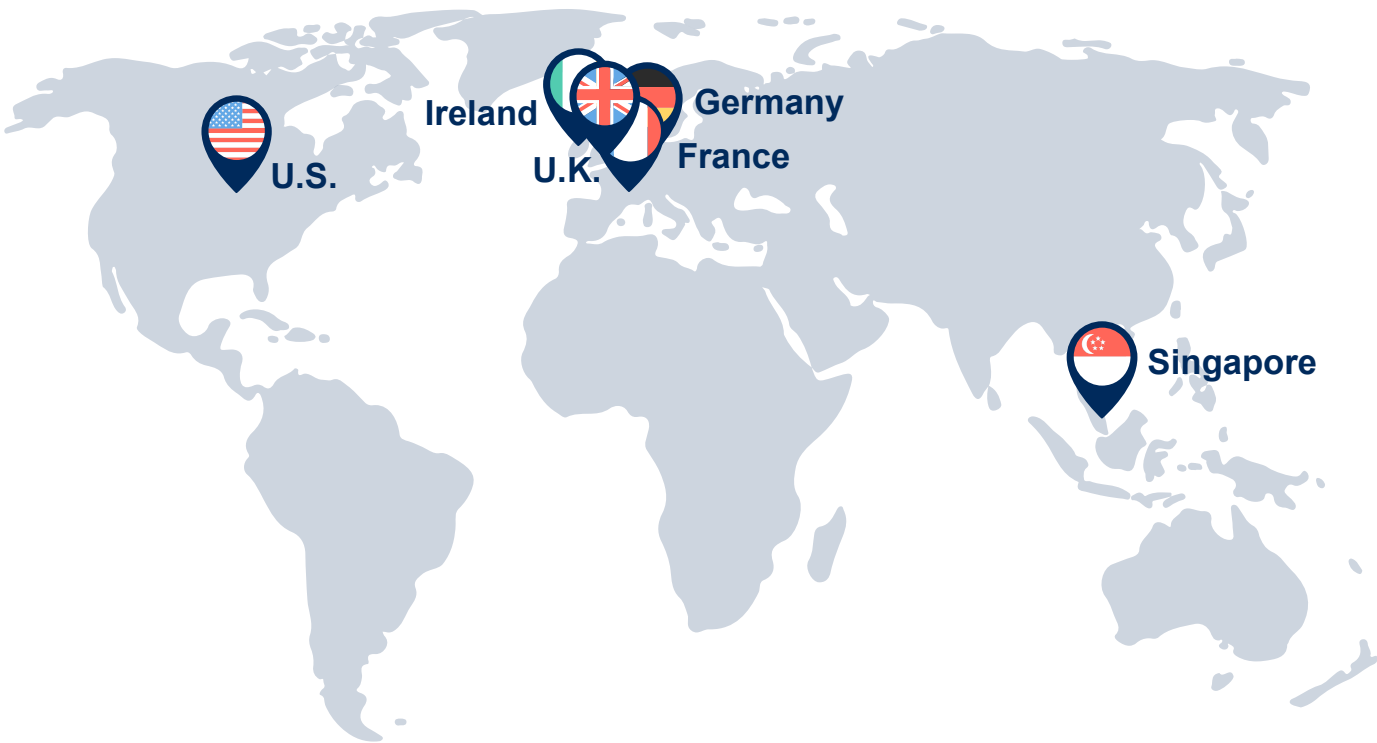
Backed by Carlyle and CVC




Experts with large complex multi-national entities




30+ offices worldwide




Dedicated team of former Big-4 advisors with deep, cross-functional capital markets expertise




Leading with project management to help you look around corners



Pragmatic approach that emphasizes collaboration on all deals



Free from audit independence restrictions, providing flexibility to scale with project demands



A full suite of solutions for all critical matters facing the office of the CFO



Technical Accounting



Audit readiness



Capital Markets



Strategic Finance and Analytics



Treasury



Operational Accounting



Operational Transformation



Risk and Compliance



Transaction Advisory Services



Technology Transformation



Financial Modelling and Valuation



ESG



Interim support

# Why CFGI?

CFGI expertly addresses every aspect of the exit readiness process with a white-glove delivery experience. Our team members are subject matter and industry experts who have extensive experience and a roll-your-sleeves-up execution strategy. Our team has supported hundreds of Exit Readiness projects globally.



## Talent and Technical Expertise

- With **Big-4 experience**, CFGI professionals provide clients with all the expertise of a Big-4 national office and the attentiveness of a boutique firm.
- CFGI supports organizations through the most **complex and demanding challenges** they face.
- **Global delivery capabilities** through 32 international offices.



## Flexible and Client-Orientated Culture

- CFGI offers **flexible and responsive staffing models** where we are **ready to start immediately**.
- We focus on client service through **high-quality performance and effective communication**.
- Our team advocates for and becomes a **trusted advisor to our clients**.



## Efficient delivery model

- Our use of best-in-class tools, technologies and templates combined with our experienced team means we can scale and deploy efficiently.
- Our expertise combined with competitive pricing delivers unmatched value.
- We can scale to any size, scope and duration to fit the needs of a project.



## Independence

- CFGI is free from all auditor independence restrictions and would not be conflicted to provide any services to you. We operate as an extension of our clients' management teams seamlessly.
- We are innovative and strategic across all aspects of a project to provide the best solutions that are free from restrictions and bias.





# Full Suite of Solutions Based on Your Needs

<b>Technical Accounting</b>  <ul style="list-style-type: none"> <li>• New accounting standards</li> <li>• GAAP conversions</li> <li>• Business combinations and discontinued operations</li> <li>• Debt and equity financing accounting</li> </ul>	<b>Operational Accounting</b>  <ul style="list-style-type: none"> <li>• Management accounting</li> <li>• Monthly close</li> <li>• Internal reporting</li> </ul>	<b>Transaction Advisory Services</b>  <ul style="list-style-type: none"> <li>• Buy side, sell side and re-financing financial due diligence</li> <li>• Quality of earnings analysis</li> <li>• Working capital and net debt negotiations</li> <li>• Input into the SPA negotiations and completion mechanics</li> </ul>	<b>Audit readiness</b>  <ul style="list-style-type: none"> <li>• Audit preparation</li> <li>• Auditor management and project management</li> </ul>	<b>Operational Transformation</b>  <ul style="list-style-type: none"> <li>• Finance and accounting process design and improvement</li> <li>• Program and project management</li> <li>• Post-merger integration support</li> </ul>
<b>Technology Transformation</b>  <ul style="list-style-type: none"> <li>• Technology assessment, selection and implementation</li> <li>• Automation, including robotics process automation</li> <li>• ERP project management</li> </ul>	<b>Capital Markets</b>  <ul style="list-style-type: none"> <li>• IPO readiness and roadmaps</li> <li>• Financial information preparation</li> <li>• IPO diligence preparation and assistance</li> <li>• Post-IPO support</li> <li>• Project management</li> </ul>	<b>Risk and Compliance</b>  <ul style="list-style-type: none"> <li>• Controls readiness and compliance</li> <li>• Remediation of control deficiencies</li> <li>• Internal audit</li> <li>• Enterprise risk management</li> </ul>	<b>Valuation</b>  <ul style="list-style-type: none"> <li>• Start-up valuations</li> <li>• Valuations for tax purposes</li> <li>• Purchase price allocations</li> <li>• Valuations to support financial reporting</li> <li>• Fairness opinions</li> </ul>	<b>Strategic Finance and Analytics</b>  <ul style="list-style-type: none"> <li>• Financial modelling for funding purposes</li> <li>• Financial planning &amp; analysis (FP&amp;A)</li> <li>• Planning and budgeting</li> <li>• Data &amp; analytics</li> </ul>
<b>ESG</b>  <ul style="list-style-type: none"> <li>• ESG readiness and gap analysis</li> <li>• ESG transformation</li> <li>• Double materiality assessment</li> <li>• Data collection, analysis and reporting</li> </ul>	<b>Treasury</b>  <ul style="list-style-type: none"> <li>• Treasury strategy and rationalization</li> <li>• Interim treasury management</li> <li>• Risk management (FX, interest rate, commodity)</li> </ul>	<b>Interim support</b>  <ul style="list-style-type: none"> <li>• Interim CFOs, Accounting Officers, Controllers, Directors of Finance, Accounting Managers, etc,</li> <li>• Interim tax management resource</li> </ul>		

**Partnering with you to address  
your most important transaction,  
accounting and finance needs.**

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**CFG I Germany GmbH**

Leipziger Strasse 124 • 10117 Berlin • Germany

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