**FCFO Services Current products**

Flipcarbon CFO Services has the following products:

1. Virtual CFO Services – Retainer with nine pillars - Pricing RS 1.5 lacs to Rs 2 lacs per month
   1. Business Strategy - Hina
   2. Financial Model - Bharat
   3. Annual Operating Plan - Murali
   4. Management Routines - Hina
   5. MIS, Data Analytics and Dashboards – Pramila with Bala
   6. GRC - Compliances Checklist - Gaurav
   7. SOPs
      1. O2C - Hina
      2. P2P - Bharat
      3. R2R - Gaurav
      4. Capex & - Pramila
      5. DAG - Hina
   8. Cashflow forecasting and management. - Bharat
   9. Costing & Pricing - Vivek

In addition, advisory on various strategic and tactical decisions

1. Pitch to close with the following deliverables - Pricing Rs 2.5 lacs to Rs 3 lacs per project plus success based fees (Excluding Valuation)
   1. Business Strategy
   2. Financial Model
   3. Pitch deck – Pramila with Bala
   4. IBBI Valuation (External valuer)
   5. Take to market for funding. Pramila
2. ESOPs with the following deliverables – Pricing Rs 75k to Rs 1.25k per project plus annual compliances (excluding valuation) - Deepak
   1. ESOP scheme & Implementation
   2. Roadshow presentation for employees -
   3. All documentation for ESOPs compliances under ROC
   4. Valuation by SEBI Registered Merchant Banker (External)
   5. Annual compliances
3. Private Placement Compliances – Pricing Rs 1.0 lacs – Rs 1.25 lacs excluding valuation - Deepak
   1. ROC compliances and filings for private placement
   2. IBBI Valuation (External)
   3. Shareholder’s agreement
   4. Issue of shares / CCDs/ CCPS and updation of relevant registers
4. Mergers and Acquisitions – Pricing depends on the size of the business, transaction etc. Last transaction was a small one where we charged Rs 2 lacs as upfront & 3% on the deal value - Deepak
   1. Business Strategy
   2. Financial Model
   3. Pre - Due Diligence
   4. Business Deck
   5. Market Research
   6. Finding Buyers or Sellers
   7. Valuation Negotiations
   8. Letter of Intent
   9. Due Diligence if required by client
   10. Shareholder Agreements
   11. Employment Agreements
   12. Transaction completion
   13. Post M & A advisory & Support
5. Legal Structuring – India and Foreign entities (Pricing not yet finalized) - Deepak
   1. Advisory on the hold co and subsidiary structure
   2. Advisory on where to open foreign entities – UAE, Singapore, USA etc
   3. Transfer Pricing advisory - External Partner
   4. Enable opening of legal entities in different countries
   5. Co-ordinate for all compliances in foreign countries
6. Due Diligence of Startups – Engagement through Angel Investment Platforms Pricing Rs 75k onwards – depending upon the size and no of years due diligence - Gaurav
   1. Financial Due Diligence
      1. Books of Accounts,
      2. MIS,
      3. Performance Reviews
   2. Statutory Compliances
      1. Income Tax
      2. GST
      3. TDS
      4. Shops & Establishments
      5. PF
      6. ESIC
      7. PT
      8. Sales Tax
      9. VAT
      10. Excise Duty
      11. Service Tax
   3. Legal Compliances
      1. All Legal contracts – with vendors, customers, employees, other business partners
      2. Shareholders agreement, CCPS, CCD agreements
      3. ROC Compliances – quarterly and annual filings, Board Meetings, Shareholders meetings, directors’ filings, all statutory registers
7. Accounting, Compliances and MIS Pricing starts at rs 35k per month to Rs 1 lac per month depending on size and complexity of business. – Vivek with Gaurav
   1. Complete Accounting
      1. Account Structuring, masters
      2. Weekly accounting
      3. Month end book closures
   2. Monthly basic MIS
      1. Profit & Loss Account
      2. Balance Sheet &
      3. Cashflows
      4. Key Financial ratios analysis
      5. Annual benchmarking
      6. Financial Projections as & when required
   3. Statutory Compliances
      1. Tax related
      2. Payroll Related &
      3. ROC related.
   4. Statutory Audit & Tax Audit finalization with the Auditors
   5. Support due diligence for funding.
   6. Advisory on related matters – as & when

We have external partners for the following services.

1. Practicing Company Secretary for ROC compliances and any ROC related work
2. Transfer Pricing and International Tax Advisory
3. US CPA
4. Legal Entity set up in UAE.
5. Legal Entity Set up in Singapore.
6. Legal Entity Set up in USA.
7. IBBI Certified Valuers
8. SEBI Registered Merchant Bankers for Valuation
9. Legal Firm
10. Angel platforms, Merchant banker & a VC fund
11. An informal Angel Network