



KONTENCE

CONTROLLING YOUR FINANCE



**OUTSOURCED
CONTROLLING
STRATEGIES**



PRESENTATION





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WHY YOU NEED US?

ECONOMIC TURBULENCE IS PRESENT, INFLATION IS REACHING SKYHIGH LEVELS

LACK OF **HR RESOURCE** ON THE MARKET

SALARIES OF EXPERIENCED CONTROLLERS ARE ALREADY **HIGH** AND INCREASING

EXPECTATIONS OF NEW GENERATION EMPLOYEES ARE INCREASING

ADVANTAGES

P&L PERSPECTIVE

SAVINGS ON PERSONNEL EXPENSES

NO RECRUITMENT FEES

NO OFFICE SPACE IS REQUIRED

NO EQUIPMENT IS REQUIRED

NO RETAINING COSTS

OUTSOURCING PARTNER PROVIDES **CONTINUOUS** SERVICE (NO HOLIDAY, ILLNESS ETC.)

ZERO HEADCOUNT INCREASE

ADVANTAGES

PROCESS PERSPECTIVE

LOW VALUE ADDED TASKS OUTSOURCED, CONTROLLERS' **FOCUS** SHIFTED TO **HIGHER** VALUE ADDED TASKS

LEVELLING OUT **EXTREME WORKLOAD PEAKS** (YEARLY CLOSING, BUDGET ETC.)

LEVELLING OUT **AD HOC WORKLOAD PEAKS** (SITE REVIEWS, AUDITS ETC.)

FRESH EYES MEAN POSSIBLE IMPROVEMENT IN PROCESSES



WHY COMPANIES OUTSOURCE?

59%

OF BUSINESSES CITED
COST-CUTTING AS THE
PRIMARY REASON FOR
OUTSOURCING.

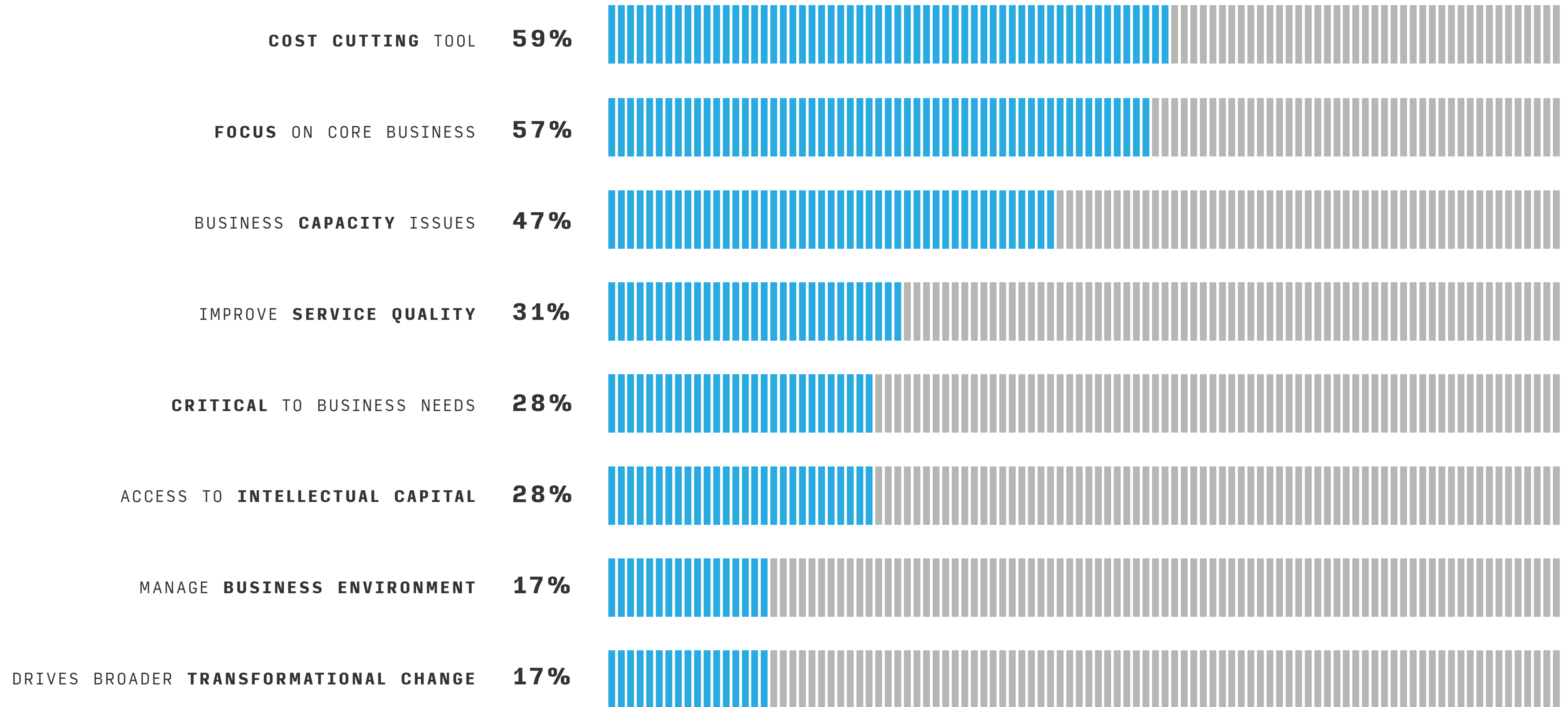
47%

OF BUSINESSES ADOPT
OUTSOURCING TO SOLVE
BUSINESS CAPACITY
ISSUES.

57%

SAY THAT OUTSOURCING
ENABLES THEM TO FOCUS
ON CORE BUSINESS
FUNCTIONS.

WHY COMPANIES OUTSOURCE?



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WHAT DO WE OFFER?

QUALIFIED TEAM OF 6 FROM MULTINATIONAL COMPANIES

MULTIFACETED EXPERTISE AND PROFESSIONAL EXPERIENCE

QUALIFIED PROCESS EXPERTS

BUSINESS REPORTING EXPERTS HELPING CLIENTS TO CREATE MANAGEMENT REPORTS AND DASHBOARDS

LOW-MED-HI MIX TO PERFORM ANY TYPE OF CONTROLLING TASK FROM THE MOST BASIC TO THE MOST COMPLEX

SAP AND VARIOUS MANAGEMENT INFORMATION SYSTEM EXPERIENCES

FULL ALIGNMENT TO THE CLIENT'S IT SAFETY AND CONFIDENTIALITY POLICY

OUR SOLUTION FEATURES

1. FINGER ON THE PULSE

- keep track of your business critical KPIs 24/7
- highly customized performance reports
- financial and non financial KPIs

2. BUSINESS STRATEGY

- helping in developing & executing strategy
- developing business strategy to achieve business goals
- developing operational strategy to ensure your business is system driven instead of people driven

3. MANAGING CASH FLOW "CASH IS KING"

- developing cash management plan to control accounts receivables and accounts payables
- creating cash flow forecasts to ensure smooth cash situation
- identify liquidity problems in advance

4. WORKING CAPITAL MANAGEMENT

- value creation through working capital optimization

5. INVESTMENT PLANNING

- planning including Return on Investment calculation for any single asset



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TASKS

WE DO FOR YOU

— SOME EXAMPLES OF TASKS WE CAN PERFORM —

SUPERVISING THE BOOKKEEPING

COSTING

TRANSFER PRICING

HEADCOUNT AND PERSONNEL EXPENSES REPORTS

INVENTORY REPORTS

AP/AR REPORTS

P&L AND B/S COMPLETION

FORECAST AND BUDGET

FORECAST/ACTUAL COMPARISON, ANALYSIS OF DEVIANCES

PRICING STRATEGY

— AN EXAMPLE WE CAN OFFER —

ONE-OFF **IMPLEMENTATION COST** AT THE BEGINNING

SCALED PRICING FOR THE FOLLOWING CATEGORIES:

Regular controlling tasks

(ad hoc and regular reports, contributing to the month end closing)

Yearly closing related tasks

(including support reports for audits)

Budgeting/Forecasting

Consulting on strategic topics in entity or group level issues



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TEAM MEMBERS

CO-FOUNDER
ZOLTÁN RÉTFALVI
(43)
EXPERIENCES
DIAGEO, GENERAL MOTORS,
SCHNEIDER ELECTRIC,
KNORR-BREMSE
HIGHEST POSITION
CHIEF FINANCIAL OFFICER

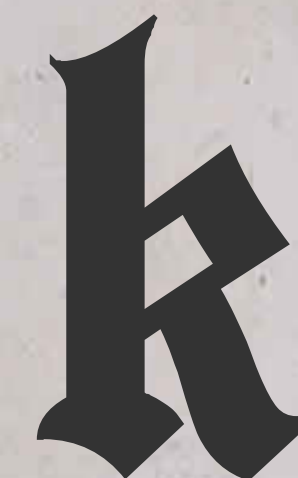
CO-FOUNDER
TAMÁS MAJOROS
(32)
EXPERIENCES
SCHNEIDER ELECTRIC,
KNORR-BREMSE
HIGHEST POSITION
SENIOR CONTROLLER

KEY TEAM MEMBER
MÁTYÁS BAKACSI
(32)
EXPERIENCES
LINDE
HIGHEST POSITION
SENIOR CONTROLLER

OTHER TEAM MEMBERS

2 FTEs SENIOR CONTROLLER
1 FTE STATE SUBSIDY EXPERT

CONTACT US



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