



Oreabetse Mathhare

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THE
SCALABLE
CFO

Finance for SMEs is dead



Top tier CFOs for SMEs

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Meet Sara

- Small Business Owner:
 - Needs capital to keep her business afloat.
 - Anxious and overloaded with work.
 - Knows she needs to take control of her finances
 - No finance expertise or support.



**Finance Infrastructure
is expensive**



A woman with dark hair, wearing a light-colored cable-knit sweater, is shown in a crowd. She has her hand to her chin and is looking off to the side with a thoughtful or concerned expression. The background is blurred, showing other people in the crowd.

90%

Of SMEs are turned away by
lenders

\$9bn

Of SMEs are turned away by the
Big4

The Scalable CFO's solution

Only The Scalable CFO has
aggregated access to the highest
quality outsourced Finance talent
into a **single tech platform** and
created software based on
International Financial Standards to
track and monitor talent and work.

Process | Technology | Talent



Our Technology

Audit Readiness

Your Score 51%

Industry benchmark 78%

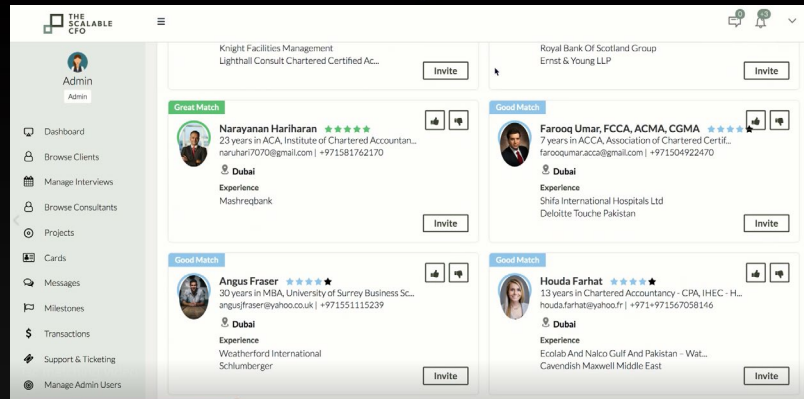
Fit for Growth

Your Score 56%

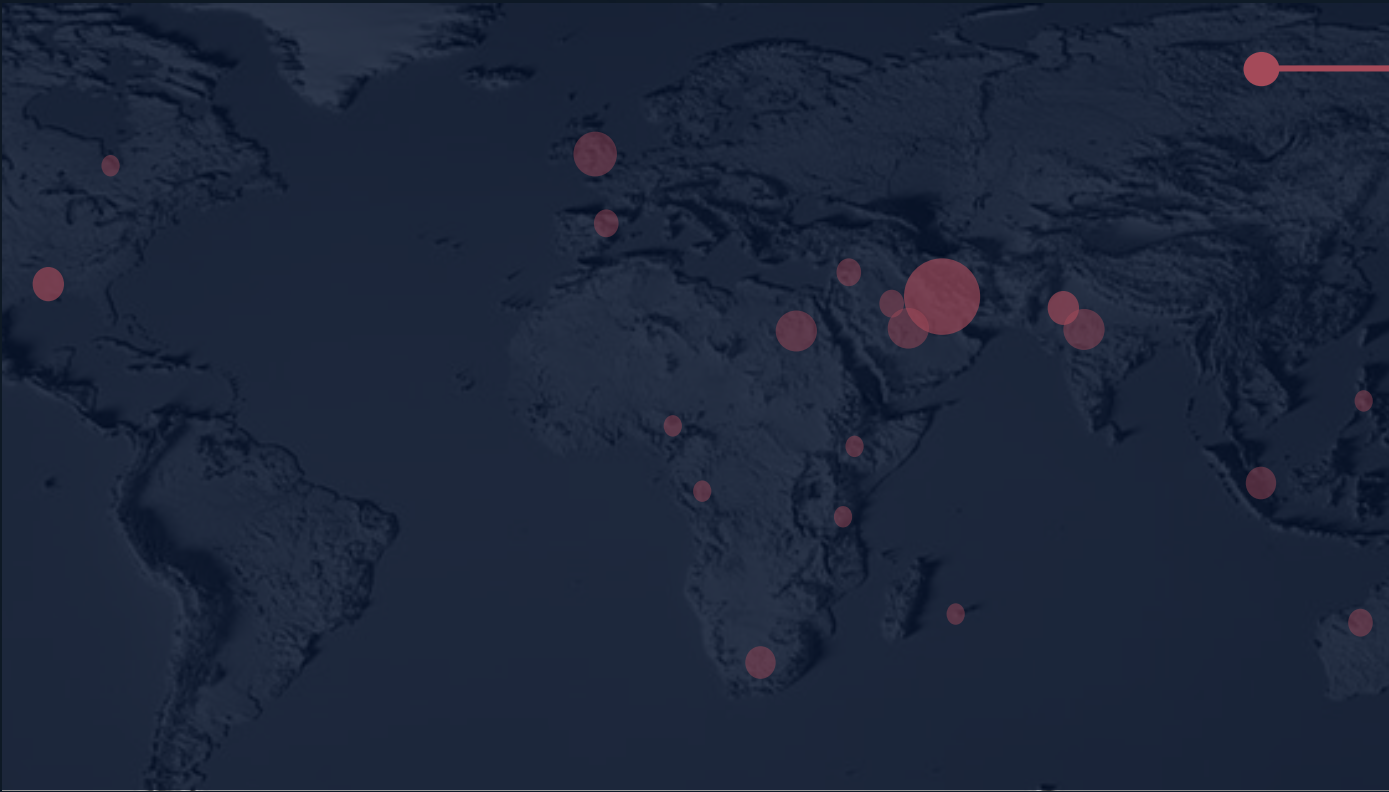
Industry benchmark 78%

Key benefits

- “Always ready” Finance data room
- Ongoing monitoring
- **Guaranteed service delivery**



Our Talent Network



2,000+ independent
professionals and firms from
38+ countries

Top-Tier Credentials

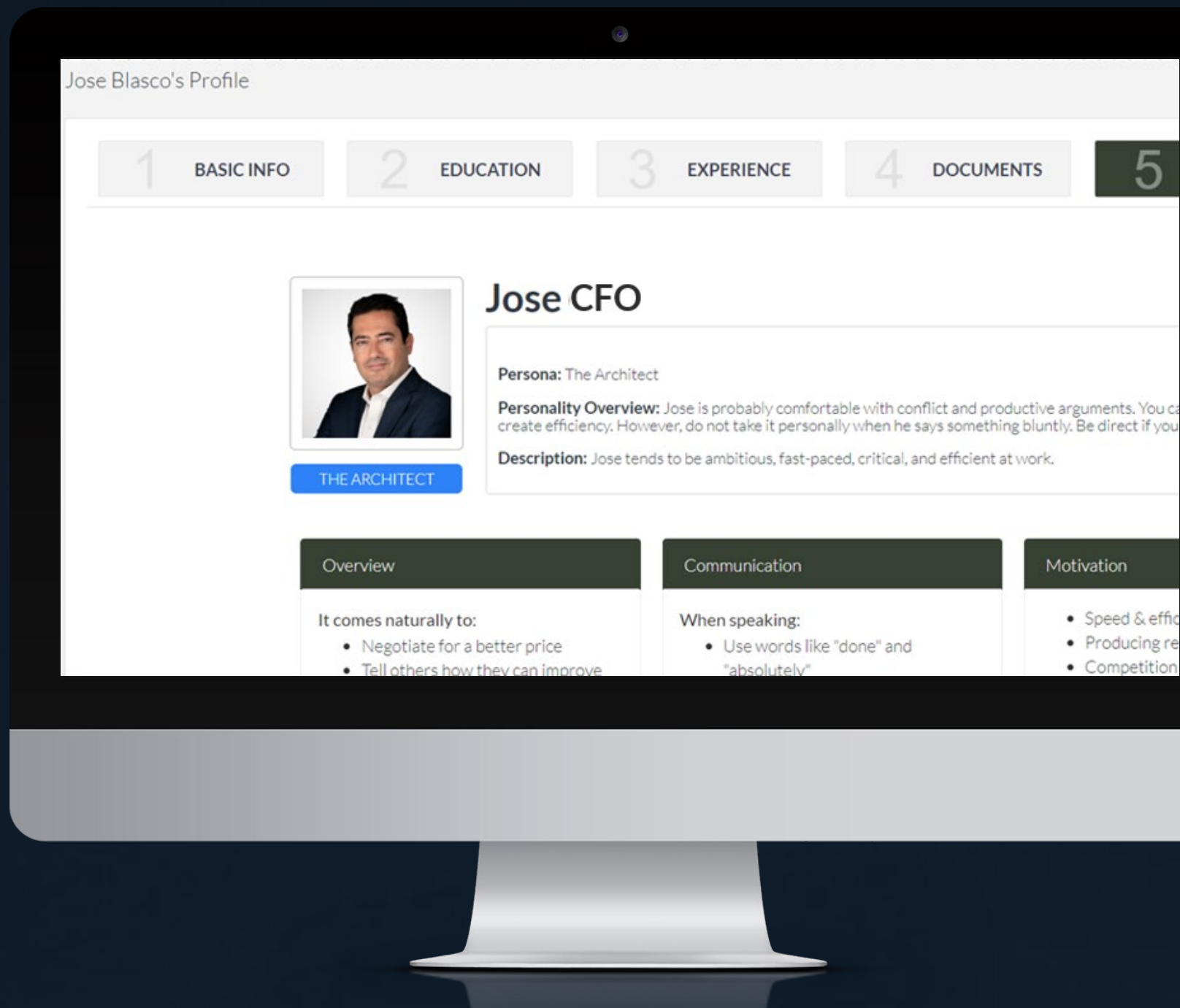
- Qualified with major accountancy institutes
- From the likes of EY, PwC, KPMG, Deloitte & Accenture
- **350+** skills & personality traits mapped

97%

1st time match success rate

85%

Retention rate to date



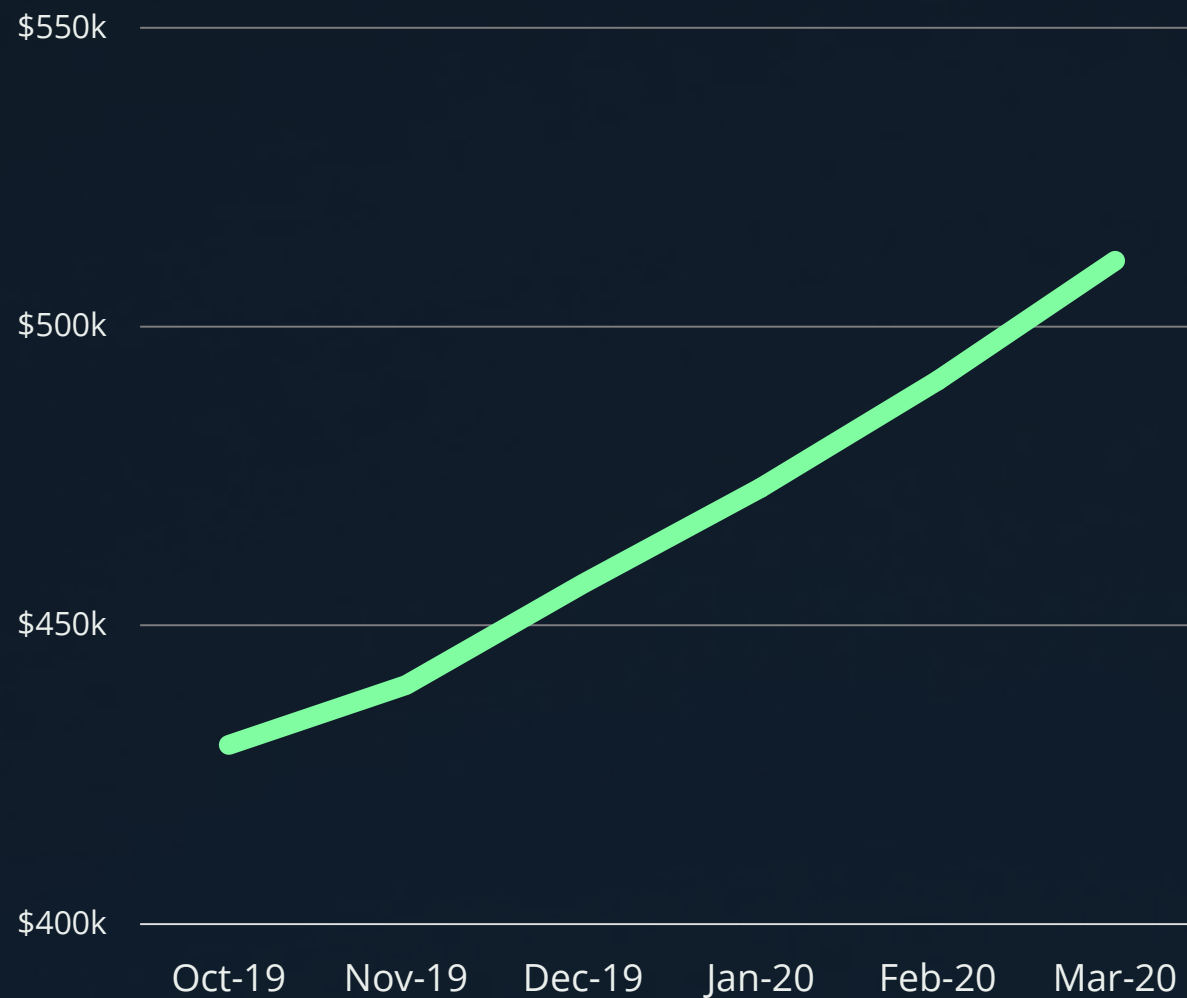
We collect the fees and settle consultant net commission.



PACKAGE TYPE		SEGMENTS	FEE PER MONTH	COMMISSION
BESPOKE	STANDERDISED			
✓	✗	SME Tier 3 – Medium Tier 2 – Small	\$4k avg.	20-30%
✓	✓	STARTUP Tier 1 – Micro	\$480 – 2k	15-20%

> \$500k
GMV

Cum. GMV
processed to date





19m

SMEs in MENA can benefit



Oreabetse Mathhare CA(SA)
CEO & Co-Founder



Linda Luu FCCA
COO & Co-Founder



Usman Malik
CTO

GLENCORE



SAICA Top 35 under 35
Chartered Accountants nominee



Co-created Mind Your
Business Talk series



Google Hackathon winner

Targeting emerging markets, starting in **UAE & KSA**





Vision

The most trusted and sustainable
marketplace in the world.

A proven concept backed by results

97%
1st time match
success rate

\$500k
Total GMV

85%
Retention rate

And backed by 500 Startups (San Francisco), Falak Business Hub (KSA) and New York university (Abu Dhabi)



Finance for SMEs is revived

Thank You



Get in touch - Oreabetse Matlhare, CEO & Co-Founder, oreabetse@thescalablecfo.com
www.thescalablecfo.com