



Capital CFO
Partners
Strategic Executive Advisors

Neil Briggs, CPA, CA

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Neil Briggs is a versatile financial professional with over thirty-five years' experience in public and private companies, with business experience in the US, Canada, Europe, Latin America, Australia, Southeast Asia and South Africa. Key strengths include innovation, problem solving, revenue growth, debt restructuring and cost control. Neil has diverse experience in industries including: Chemicals, Manufacturing, Automotive, Retail, Food, Global Logistics and Distribution.

Neil has experience with a large international public company and with successfully growing private equity owned companies. Neil has extensive experience working internationally in the Paints and Explosives industries as well as providing financing structure, financial and systems infrastructure that allowed private equity owned businesses to successfully grow with low overhead. He has been involved in many international acquisitions as well as several successful sale transactions.

Neil received a Bachelor of Science, with a major in Computer Science from York University, Toronto, Ontario and is a CPA, CA (Canada Chartered Accountant). He is an active member of Financial Executives International.

Summary of Skills

- ✓ Creating Shareholder Value
- ✓ Financial Analysis, Business Planning and Budgeting
- ✓ Development of Business Strategy
- ✓ Financial Reporting
- ✓ Bankruptcy / Chapter 11
- ✓ ERP System Selection and Project Management
- ✓ Mergers & Acquisitions
- ✓ Cash Flow Maximization
- ✓ Debt Syndication; Refinancing and Restructuring
- ✓ Capital Acquisition
- ✓ Due Diligence
- ✓ Financial Statement Analysis
- ✓ International Operations
- ✓ Key Performance Indicator Reporting
- ✓ Lean Manufacturing and Cost Management

Specific Experience

- **Chief Financial Officer for Manufacturer of HDPE plastics pipe for Oil and Gas, Mining and Municipal sectors**
 - Responsible for Accounting, Treasury, HR and IT functions
 - Developed financial reporting system, greatly improving the timeliness, accuracy and scope of business information
 - Lead role in business improvement initiatives in the areas of safety, quality and manufacturing (Lean, 5S, etc.).
 - Successful implementation of SAP Business ByDesign ERP cloud solution.
- **VP of Finance for large North American food grower and processor**
 - Responsible for Accounting, Cash management and IT functions
 - Finance team member of business improvement project that delivered significant profit
 - Implemented cash management process for North American business which improved cash efficiency and interest savings
- **CFO for large International Automotive Logistics Companies operating in the Americas, Europe and China**
 - Responsible for Accounting, Treasury and Purchasing
 - Successful lead implementation of SAP ERP system
 - Multiple successful sales to new investors (financial and strategic) including bank financing involving Canadian, US and European lenders
 - Designed and implemented business reporting system including quarterly plant reviews and annual budget process
 - Managed HR function in union environment including successful contract renewals
- **Various Senior financial positions with large international UK public company mainly in Paints and Explosives industries with postings in Canada, USA and UK**
 - Responsibilities included UK / US GAAP financial and business reporting for international businesses with locations in 40+ countries
 - Implemented financial budgeting, forecasting and monthly reporting system for over 700 specialty stores in North America and for sales force
 - Multiple successful working capital improvement projects
 - Start-up of businesses in developing countries including financing
 - Multiple acquisitions and divestments in various countries

Industry Experience

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| ✓ Chemicals | ✓ Automotive |
| ✓ Manufacturing | ✓ Food |
| ✓ Distribution | ✓ Retail |
| ✓ Global Logistics | ✓ International |
| ✓ Construction | |