

## 1-Page Investor Opportunity Summary

**Globefintec** is being relaunched as an **AI-enabled financial intelligence and governance platform for SMEs**, designed to address a growing gap in the market: small and mid-sized businesses operating under increasing financial, regulatory, and cyber risk without access to affordable senior financial leadership.

This is not a traditional accounting practice. Globefintec is a **platform-led advisory business** that combines **Virtual CFO services, advanced tax intelligence, and continuous internal audit and governance**, delivered through automation, structured junior talent, and founder-led oversight. The model blends the stability of professional services with the scalability and defensibility of a technology platform.

### The Problem

SMEs are under pressure from:

- Fragmented and reactive accounting models
- Rising compliance, audit, and cyber obligations
- Inaccessible or unaffordable CFO-level talent
- Poor forward-looking financial insight at critical growth stages

Traditional firms focus on compliance, not decision-making. As a result, many businesses operate blind in moments that determine their survival or scalability.

### The Solution

Globefintec delivers **ongoing financial intelligence, not retrospective reporting**, through three integrated pillars:

- **Virtual CFO-as-a-Platform:** subscription-based financial modeling, cashflow forecasting, board-ready reporting, and strategic decision support
- **Advanced Tax & Structuring Advisory:** AI-assisted identification of tax inefficiencies, cross-border structuring, and compliance optimization
- **Continuous Audit, Governance & Cyber Oversight:** always-on internal audit capabilities that merge financial and cyber risk into a single governance framework

Clients engage on long-term subscriptions, creating predictable revenue, high switching costs, and strong lifetime value.

### Differentiation

- Platform + advisory, not hourly services
- Subscriptions, licensing, and IP-driven revenue streams
- High client lock-in through dashboards, data, and governance integration
- Founder-led credibility in a trust-sensitive SME market
- AI-leveraged delivery that expands margins while creating employment

## Go-to-Market & Growth

Growth is deliberately **relationship-led rather than ad-driven**, reflecting how trust decisions are made in professional services. Investor credibility, structured revenue architecture, education-based marketing, and founder-led conversion work together to shorten sales cycles and defend premium pricing.

Australia is the initial validation market, with a model designed to be replicated internationally once operationally proven.

## The Investment Opportunity

Globefintec is seeking a **strategic investor or partner** aligned with long-term value creation rather than short-term extraction. Capital is deployed in phases, tied to execution milestones, with strong governance, transparency, and capital protection built in.

Returns are expected to come from a combination of:

- Recurring subscription growth
- Margin expansion through automation
- Monetizable IP and platform assets
- Optional future scalability into licensing and white-label solutions

This is an opportunity to back a **trust-driven, platform-oriented professional services business** at an early inflection point—where execution, governance, and alignment matter more than hype. We seek ~AUD200k.