

# SPADE CONSULTING SETS AMBITIOUS TARGETS

## Working collaboratively with clients yields dividends

Singapore-headquartered Spade Consulting has set its sights on an ambitious regional expansion in 2018, targeting the establishment of a physical presence in developing countries to help companies grow their businesses via structured and personalised approaches.

Spade Consulting managing director Kiran Sreedharan said his vision for this year is to expand regionally to countries such as Bangladesh, Cambodia, Indonesia, Myanmar and Vietnam.

“Everyone has their own niche. For us, we offer strategic insights and work with our clients to solve the problems together, rather than solving the problems for them,” he told *Singapore Solutions*, adding that the company prides itself as a strategic long-term partner to its clients with a specific focus on the maritime space.

The key services offered by Spade Consulting include virtual CFO, corporate structuring and business advisory, project and structured finance, company incorporation and compliances, accounting, tax and immigration services, business expansion and turnaround.

The virtual CFO service is suited to medium- and large-size companies, those that are in their growth stage or companies that are in distress. “For an

owner with three to five vessels, as an example, wanting to take the business to the next level and expand the accounts and finance team, we can come in on a retainer basis to advise on scaling up, overseas expansion or restructuring current operations,” Mr Sreedharan said.

There is also the finance efficiency aspect, where Spade Consulting can assist in optimising cash flows and budgeting of funds.

Mr Sreedharan also shared the example of bunker traders looking to become shipowners, where new governance mechanisms need to be established and old systems replaced with new ways of operations, as well as implementing financial checks and balances.

“We will help our clients achieve finance efficiency by streamlining the financial structure and strengthening internal processes and controls,” he explained.

Another service aspect is project financing, such as raising money to fund new ships, negotiating with banks to get financial support and navigating the legal minefield. “We can help companies venture into difficult markets such as Africa and India, with risk assessment alongside on-the-ground presence, strong due diligence when on the lookout for local partners, and management of the flow of funds,” he said. **ss**



**KIRAN SREEDHARAN (SPADE CONSULTING):** We help clients achieve financial efficiency by streamlining financial structures and strengthening internal processes



Are you looking to  
establish or scale  
your business?



## STRATEGIC LONG TERM PARTNERS

Spade Consulting offers a structured, innovative and personalised approach to establishing, optimising and taking your business to the next level. We offer essential services needed for businesses to succeed by synergising our global knowledge and local expertise.

### OUR OFFERINGS:

- VIRTUAL CFO SERVICES
- CORPORATE STRUCTURING & BUSINESS ADVISORY
- PROJECT & STRUCTURED FINANCE
- COMPANY INCORPORATION & COMPLIANCES
- ACCOUNTING, TAX & IMMIGRATION SERVICES
- BUSINESS EXPANSION & TRANSFORMATION

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