

Steve Gore

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EXECUTIVE SUMMARY

I help ambitious company owners realise the potential of their business. I specialise in CFO and Non-Exec Director support for IT, tech, and service businesses, I have over 20 years of experience working for UK businesses and International Groups.

How Can I Help You?

- Growing your business Organically and/or through M&A
- Fundraising (EIS, SEIS, VC and PE), and high net worth individuals. From seed and angel investor funding, to venture capital fundraising and private equity financing.
- Preparing to sell your business and support during the due diligence process.
- Connecting you with my network of investors, brokers, and specialists to make your business goals a reality.
- Tell a story with solid financial numbers, ensure financial analysis, trends, and KPIs are identified, understood, and actioned.
- Internationalise your business through acquisitions, the creation of subsidiaries, or franchising.
- Achieve higher valuation multiples and increase profitability by building recurring revenue.
- Take you on a journey to a transaction/assist with a path to being a public company.

KEY SKILLS

Business strategy

Business development

Commercial, Legal & Operations

Forecasting & Budgets

Mergers and Acquisitions

Managerial finance

Executive and Non-Executive Portfolio

VCFO – Non-Executive Director/Business Growth Specialist

2017 – Date

- Advise tech and service-based companies with a combined valuation of \$500m
- Offering CFO (Chief Financial Officer) FD (Financial Director), NED (Non-Executive Director), Investor and Mentorship, Strategy, Business Plans, Financial Modelling & Analysis, Legal Support, Financial Management, I currently support multiple companies on their path to a transaction.
- From improving profitability to preparing for a fundraise or a sale, I advise companies to help them find investors, scale their businesses, and maximise their value on exit.

mdgroup – Non-Executive Director/CFO

2020 - Date

Support their international expansion and now sit on their Board as a NED and supporting the Business as they move towards a Transaction. Currently owned by Founder and seeking a PE-Backed Trade Sale or inward investment.

Secforce – CFO

2023-Date

Vendor independent penetration testing and security specialists providing effective business risk intelligence and security guidance. Supporting this fast growth business with strategic planning and management.

Niyo Group – CFO

2023-Date

Ambitious business, Economically empowering Black women in technology, Fashion, Hair and Beauty globally. Creating a comprehensive strategic plan to support a Seed Round.

Remote Solutions – CFO

2023 –Date

Technical production and support corporate events management business, specialising in all things virtual and hybrid. Working with them on a build/buy high growth strategy.

Hybrid Access Technologies - CFO**2021 - Date**

Software which allows service providers to use any combination of transport services – broadband with 4G/5G – to securely connect users to applications. Managed a final Seed round in 2023 and preparing for a Series A.

HomeWoundCare - CFO**2022-Date**

Early-Stage business providing private wound care services in patients' homes and Clinical Trials in wound care and medical devices.

AllBright - CFO**2020 - 2023**

Chief Financial Officer for private equity (Cain International / Eldridge, amongst others) backed AllBright, the leading career network for women. My work with AllBright includes sourcing international acquisition targets and assisting with Funding Rounds.

iosBio - CFO**2020 - 2020**

iosBio is developing vaccines that can be orally administered. iosBio is currently testing the technology in clinical trials. Assisted them with a £5m fundraiser.

C> Ways Ltd - CFO**2018 - 2022**

Connecting people and technology through innovative IT solutions. Assisted the owners in growing their business and then organising a sale to Palentine backed FourNet. Negotiated Sale and dealt with all DD activities in conjunction with Knight Corporate Finance.

ElectroClean - CFO**2020 - Date**

Working in a Non-Executive Director capacity as Chief Financial Officer, providing them with Growth Advice and Business Planning.

Finda - CFO**2020 - Date**

A virtual recruitment partner founded to augment in-house recruitment teams and increase direct capacity through delivering scalable, on-demand recruitment managed services and or powerful and customisable recruitment software. Providing them with Growth Advice and Business Planning.

Dinabite Ltd - CFO**2017 - Date**

Working with Dinabite as their Virtual CFO (Chief Financial Officer) I'm assisting them with their unique AI powered restaurant marketing tool. Currently raising a final Seed Round prior to a Series A in 2024.

Patient Connect (now part of Clarivate)-CFO**2017-2020**

Enabling life science companies to identify and support patients at the point of care and point of dispensing. Supported the business through as they prepared themselves for a change of ownership to Clarivate, PE Backed (MVM Life Partners).

Glider Yachts- CFO**2016-2017**

Assisted an Early-Stage business with EIS Fundraising, R&D Tax Claims and Business Planning.

Axians Networks Limited – CFO**2002-2015**

Corporate CFO for International IT Networking and Security Group.

EDUCATION

University of Southampton, BSc Mathematics (1984-1987)

ACA 1992
