



## Tahir Ali, CPA, CMA, CF

Accounting professional with more than 20 years of financial and risk management experience with a diverse international work history. Highly accountable, quick learner, and a successful business partner offering a proven track record of meeting tight deadlines, solving complex problems in ambiguous situations, and adding shareholder value.

## Credentials & Expertise



### Expertise

- ◆ Sarbanes-Oxley, U.S. GAAP and SEC
- ◆ International Financial Reporting Standards (IFRS)
- ◆ Financial/Accounting Due Diligence
- ◆ Forecasting and Budgeting
- ◆ Accounting and Tax Issues



### Industries

- ◆ Manufacturing, Construction & Services
- ◆ Mining Services
- ◆ Retail & Consumer Products
- ◆ Media & Entertainment
- ◆ Health Science & Healthcare
- ◆ Aerospace, Aviation, Transportation & Alternative Energy



### Achievements

- ◆ Recruited by CPA Canada to teach financial modeling program.
- ◆ Responsible for financial modeling, reporting, accounting, audit, tax planning, and sales and operations finance needs for various clients. Financial models are customized to meet company needs.
- ◆ Successfully managed to keep a vulnerable client afloat during COVID with a healthy cash balance until they were able to open under local and provincial guidelines.
- ◆ Served as Interim VP of FP&A and created the first 3-statement budget model used to assist investment bankers to obtain more than \$100M in capital investments used to manufacture 3 and 4-wheel solar electric vehicles.



### Highlights

- ◆ **Deluxe Media**, Director of Finance and Operations
- ◆ **Cookie Jar Entertainment**, Director of Financial Planning and Analysis



### Technical Proficiency

- |                         |                    |
|-------------------------|--------------------|
| ◆ Microsoft Word        | ◆ Forecaster & FRx |
| ◆ Excel                 | ◆ Hyperion Essbase |
| ◆ PowerPoint            | ◆ QuickBooks       |
| ◆ Access                | ◆ SAP BPC and R3   |
| ◆ Great Plains Dynamics | ◆ Quantrix         |
| ◆ Cognos TM1            | ◆ Salesforce       |
| ◆ Crystal Reporting     | ◆ Tableau          |



### Associations & Certifications

- ◆ Certified Management Accountant in Ontario
- ◆ Chartered Professional Accountant in Ontario
- ◆ Corporate Finance Qualification in Ontario



### Education

- ◆ **Bachelor of Commerce - Accounting**, DeGroote School of Business, McMaster University, Ontario

For over 15 years, BGA has proudly filled the gap that often exists between accounting firms striving to maintain independence and their clients. We understand the compliance requirements and needs of our public and private clients. Our unwavering commitment to excellence has enabled us to assist thousands of domestic and international companies with everything from complex M&A transactions to IPOs and technical accounting for financial reporting.



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**Tahir Ali, CPA, CMA, CF**

## Experience



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**Blythe Global Advisors ♦ Finance and Accounting Consultant - 2021 to Present**

- ♦ Assisted clients with IPO and SPAC prep.
- ♦ Assisted clients with buy and sell-side M&A transactions.
- ♦ Prepared three years of financial statements on behalf of owner, partners, and broker for sale of company.
- ♦ Created the first Management Discussion and Analysis Report for board reporting purposes.
- ♦ Analyzed M&A activity over five years to assist PE partners and board with evaluating the effectiveness of newer acquisitions and their integration.
- ♦ Prepared 4-year normalized P&L bridge and assisted in preparation of Quality of Earnings Report – used to assist in the sale to Inconnel Holdings.
- ♦ Served as Interim VP of FP&A and created the first ever 3-statement budget model used to assist investment bankers to obtain more than \$100M in capital investments used to manufacture 3 and 4-wheel solar electric vehicles.
- ♦ Assisted in the sale of North East, a solar utility business, to Q Cells.
- ♦ Provided valuation advisory services to value North East.
- ♦ Created monthly variance and KPI reporting package for the executive team.
- ♦ Ensured IPO and SPAC transaction readiness.
- ♦ Created a financial model used to integrate data from two sources to determine paid voucher-related deferred revenue and revenue from 2015-2020. PWC preferred new model in terms of usability (vs. existing model).

**Independent Senior Finance Consultant ♦ 2014 to Present**

- ♦ Conducted short and long-term P&L and cash flow planning, and reporting.
- ♦ Addressed pre-and post-acquisition M&A, FP&A, financial modeling, reporting, accounting, audit, tax planning, and sales and operations' finance needs for various clients. Financial models were customized for each client.
- ♦ Worked with business development and sales executives on deal analysis and deal optimization for newly created entertainment/ad sales business unit and recognizing revenue per deal per IFRS 15.
- ♦ Created a rolling 13-week cash flow forecasting model for the next 24 months to identify when shortfalls would exist.
- ♦ Reviewed all existing grant, subsidy, and loan documents for accuracy and found financial shortfalls. Owned corrections to past and going-forward applications and implemented a review process.
- ♦ Successfully managed to keep a vulnerable business afloat during COVID with a healthy cash balance until the business was allowed to open according to local and provincial guidelines.
- ♦ Evaluated existing corporate budget operating model and created a new integrated 3-statement model by legal entity (2) post-acquisition by Yo! Sushi and Mayfair Equity Partners.
- ♦ Assisted CEO and CFO with end-to-end budget process and strategic planning regarding new store openings/closings and associated margins by channel, evaluated and reviewed all OPEX and CAPEX proposals and budget iterations with C-suite, conducted working capital and taxation analysis, and worked with Bento CFO on Board presentation.



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### Experience

- ◆ Worked with Controller to address balance sheets errors, by legal entity and consolidated financial statements, and reviewed working files and reconciliations to assist with month-end and year-end purposes.
- ◆ Met six-week deadline and earned critical acclaim from Group and Bento CFOs, and CEO for technical excellence and comprehensive nature (contained waterfall graphs to explain changes from acquisition model).
- ◆ Assisted CFO with a completion account project to assess whether acquirer over/underpaid for the Company, which included following guidance, providing support, analysis, and determination beyond the scope of the engagement.
- ◆ Assisted CFO with validating inventory to convince auditors that capitalized taxes and interest (ASC 835-20) and impairments were correctly accounted for by home building project (15+).
- ◆ Created a finance-controlled, scalable, integrated 3-statement 3-year corporate budget model with 15+ legal entities and multiple FOREX rates.
- ◆ New model required Shared Services Treasury to review Shared Services Finance's output, limiting potential errors.
- ◆ Managed the annual budget process end-to-end from the establishment of deadlines and 50+ templates (sales/gross margin by LOB, SG&A, and CAPEX by legal entity) to Executive review, scenario planning, and Board presentation. All FP&A files were completely overhauled with dynamic, best-in class models.
- ◆ Assisted Group Tax Manager with corporate tax planning to minimize exposure for 15+ legal entities.
- ◆ Created a time-sensitive, 3-statement 5-year plan from a 1-year income statement and disconnected cash flow for the acquisition of Ferguson Massey Dealer (FMD) and assisted investment bankers with deal support. Developed a model that played a key role in the valuation and acquisition of FMD.
- ◆ Created models for each of the Americas aimed at recreating the COGS/transfer pricing pass-through amounts from the Hub (Singapore) throughout the manufacturing process to a 90% level of accuracy. Pass-through transfer pricing amounts were lost within existing version of SAP.
- ◆ Created COGS models for the Americas which contained lead and lag indicators of historically incorrect journal entries. Minimized balance sheet and income statement exposure via identification of historical erroneous postings and assisted in reducing the number of days in month-end close by 10%.
- ◆ Models were critically acclaimed by Director, Global Programs and Steering Committee for technical excellence, value-added financial and statistical analyses, and persevering despite the project's complexity.
- ◆ Conducted 7+ figure adjustments to COGS/inventory for \$6B AUD, publicly traded company.



#### Deluxe Media ◆ Director of Finance and Operations – 2013 to 2014

- ◆ Supported Corporate Accounting with month-end close (trial balance and reconciliation review, financial statement preparation, and internal control and reporting compliance), and provided guidance to the Localization Operations Executive Team's decision making.
- ◆ Updated and rewrote business metric files, supported Localization C-suite team with monthly performance review presentations, competitor analysis, capital budgeting (IRR), and workflow modeling. Financial models were completely customized.
- ◆ Introduced new monthly management reporting and KPI models, which improved reporting efficiency by 60%.
- ◆ Key operational outcomes included maintaining client relationships for various clients, including Netflix.
- ◆ Directly contributed to the reduction of the number of days required to close month-end by 1 day.



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## Experience



**Cookie Jar Entertainment ♦ Director of Financial Planning and Analysis - 2008 to 2012**

- ♦ Supported C-suite, Birch Hill Equity, and OMERS with decision-making for a 2005 start-up.
- ♦ Owned 3-statement 5-year corporate budget, forecast/outlook, and Ultimates models and managed end-to-end processes.
- ♦ Assisted with month-end close including revenue recognition, impairment testing (DCF), eliminations/consolidations, FOREX, financial statement preparation, monthly and Board reporting and semi-annual audit (KPMG).
- ♦ Supported annual library Salter/FTI valuation (DCF) as key point-of-contact, production finance and supporting greenlight processes, tax credit analyses, contract review, treasury, business partnering, M&A, due diligence, data room requests, investor relations, board presentations, and SOX compliance.
- ♦ Managed 5 direct and 10+ indirect staff.
- ♦ Corporate 3-statement budget and banking model (included covenants and base/upside/downside scenario modeling) was critically acclaimed by Bank of America for its thoroughness. Assisted in the acquisition of DiC Entertainment in 2008.
- ♦ Achieved annual targets of distribution home entertainment and digital revenue (\$50M) and improved forecasting to more than 95% accuracy.
- ♦ Sales road mapping, pipeline, and process management was critically received by DHX Media as a key selling point behind sale of the Company in 2012.
- ♦ Worked with Executive Team and Birch Hill Equity Partners to critically look at long term strategic planning including M&A, restructuring, addressing capital structure, and stakeholder needs. Assisted with re-financing \$40M CAD term loan.
- ♦ Addressed budget, revenue projection, and revenue recognition audit requests and prepared audit proofs within agreed upon timelines.
- ♦ Assigned technical accounting projects by CFO and VP, Finance including restating 3-years of film assets (inventory) from Canadian GAAP to IFRS. Recognized by finance leadership for technical excellence.
- ♦ Worked with consultants to implement Forecaster (FRx add-on) and successfully re-created 2 years of balance sheets after changes to chart of accounts and remapping.
- ♦ Assisted VP, Finance and Director, Human Resources with the integration planning, headcount scaling, and transition. Recruited for, selected, and managed a growth-oriented FP&A team.

## Contact Us

**Blythe Global Advisors, LLC**

Blythe Global Advisors is headquartered in Southern California with a broad geographic reach across the United States via the BlytheTeam®

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