

JIM GALLAGHER

TECHCXO PARTNER
FRACTIONAL CFO - FINANCE & OPERATIONS

PERSONAL STATEMENT

I help companies accelerate growth, improve profitability and enhance overall enterprise value, through transparency and a total team approach by building sustainable and scalable operations, smart capital strategy and deployment, hands-on financial leadership, and in the creation/execution of strategic liquidity events.

Over more than four decades, I've worked with public and private companies, family-owned businesses, startups, turnarounds, and private equity/venture capital backed organizations as a CFO, operating executive, and strategic advisor. My experience and accomplishments include strengthening financial and operating infrastructures, restructuring businesses, improving profitability, cash flow and financial performance, developing sales channel expansion and cost containment processes, and building teams, systems and controls to support scalable and sustainable growth, while executing more than 30 liquidity transactions representing over $4 billion in value.

As a Partner at TechCXO, I bring that collective experience and results to all my fractional, interim, and project CFO engagements where companies need more seasoned financial oversight to meet their immediate challenges. I work collaboratively alongside owners, CEOs, boards, investors and management to identify what challenges are holding the business back, develop practical and effective solutions, and execute the financial and operational changes needed to achieve the overall corporate goals and objectives by creating positive results.

RELEVANT EXPERIENCE

Jim's fractional, interim and project-based CFO work includes business transformations, executing liquidity transactions, closing complex and challenging transactions, and finance function, systems and processes redevelopment and execution. During his career, Jim has served as:

Interim CFO | Ionic Digital
Restructured the former $150 million bitcoin mining operation and repositioned the business as an AI and high-performance computing infrastructure provider of powered land to data center hyperscalers. Closed a 10-year triple-net lease valued at more than $2.7 billion (including over $700 million in shared tax credits recognized as additional revenues), a $400 million private equity capital raise, and executed an IPO/direct listing that resulted in an enterprise valuation of approximately $3.9 billion (or an increase of more than 70% above the initial IPO pricing) within the first 60 days of trading.

Interim CFO | Dimension Studios
Restructured operations, integrated acquisitions, and executed a strategic film financing model leveraging tax credits across multiple international jurisdictions. Helped the $25M UK-based virtual studio production company navigate through the disruption of the drawn-out SAG-AFTRA and Writers Guild strikes.

Interim CFO | Entersekt
Completed a secondary capital raise and closed the company's due diligence and first acquisition (of a secured payment processor) for this $25M global South African based fintech provider of subscription-based authentication and fraud-prevention technology resulting in combined revenue increases by two and one-half fold and EBITDA increase by fivefold.

Interim CFO |CF Corp.
Transformed the pre-IPO operations of a $20M startup DTC/CPG wellness company (during the COVID pandemic) into that of a public company trading on multiple international exchanges via an IPO/reverse merger under IFRS reporting requirements resulting in an enterprise valuation of more than $180M (or an increase of more than 160% above the initial IPO pricing) in the first 60 days of trading.

Fractional CFO | Kuehne Chemical
Evaluated, assessed and benchmarked the finance function and underlying IT systems for a $100 million family-owned business against competitors and best practices, supported succession planning efforts, and assisted in the identification and selection of CFO candidates (due to announced CFO retirement).

Fractional CFO | Carnoustie Spa and Golf
Work with US Hedge Fund CIO/Owner on his personal investments including an international capital raise and acquisition of hotel/spa and rights to multiple prominent golf courses in Scotland for strategic real estate development, and potential future hosting of the British Open Golf Tournament.

PRACTICE FOCUS

Fractional Executive Leadership
- Chief Financial Officer (CFO)
- Chief Administrative Officer (CAO)
- Interim & Project CFO Services

Financial Strategy & Performance
- Financial Strategy & Modeling
- Business Planning & Forecasting
- Cash Management
- Profitability Improvement
- Management Reporting & KPIs

Capital & Transaction Services
- Debt & Equity Financing
- Capital Raising
- Investor & Transaction Services
- M&A & Liquidity Events
- Workouts, Turnarounds & Distress

Finance & Accounting
- Financial Reporting
- Board Management
- Technical Accounting Advisory
- ASC 606, ASC 842 & Equity Accounting

Operational Transformation
- Change Management
- Finance & Operating Infrastructure
- Team & Organization Development
- Scalable Systems & Processes

SECTOR EXPERIENCE

Technology & Software
- SaaS, PaaS & Enterprise Software
- AI & High-Performance Computing
- FinTech & Digital Payments
- Blockchain & Digital Infrastructure
- Healthcare & Education Technology

Media, Communications & Entertainment
- Film, Television & Music
- Broadcasting & Digital Media
- Virtual Production Technology
- Advertising & Digital Marketing

Manufacturing & Industrials
- Industrial Manufacturing
- Distribution & Logistics
- Commercial Products

Financial Services
- Specialized Finance
- PE-Backed Businesses
- Professional & Outsourced Services

Retail & Consumer
- E-Commerce & Online Marketplaces
- Fashion, Apparel & Luxury Goods
- Consumer Products

EDUCATION

Iona University
- B.B.A., Financial Accounting
- *Cum laude*
- CPA licensed in NY (currently inactive)