



TRANSACTION ADVISORY SERVICES

Moore Qatar

Helping you thrive in
A changing world.

www.moore-qatar.com

YOUR BUSINESS ADVISORY

WHO WE ARE?

MOORE GLOBAL AND MOORE MIDDLE-EAST

At Moore, our purpose is to help people thrive – our clients, our people and the communities they live and work in. We're a global accounting and advisory family of over 30,000 people across more than 260 independent firms and 110 countries, connecting and collaborating to take care of your needs – local, national and international.

When you work with Moore firms, you'll work with people who care deeply about your success and who have the drive and dedication to deliver results for you and your business. You'll have greater access to senior expertise than with many firms. We'll be here for you whenever you need us – to help you see through the maze of information, to guide you in your decisions and to make sure you take advantage of every opportunity. To help you thrive in a changing world.

Moore has a strong presence in the Middle East, operating 17 offices across the region, from Morocco to Karachi, with its main office located in Dubai, United Arab Emirates. Moore Middle East network is, hence, well positioned to serve an emerging regional market of great commercial and strategic importance due to its growing wealth and resources.

MOORE QATAR

Moore Qatar officially started operating in December 2012 when partners - Mr. Sami Zaitoon, Mr. Hassib M. Kay and Mr. Fathi Abu Farah joined forces and expertise to expand the Moore Network and serve the local market's needs through the provision of professional advisory and assurance services.

Since 2005, Moore Qatar (formerly known as Access Company) had expanded in double digits of revenue and staff. The total permanent team of Moore Qatar is 65, serving its SME's and enterprise clients through the provision of Business & Technology Advisory, Assurance, Tax, Risk Management & Growth Support services.

WHY WORK WITH US?

YOUR NEEDS ARE OUR FIRST PRIORITY

Your business is unique, and so is our approach. Our member firms invest time to understand your needs completely, helping you take advantage of every opportunity.

At Moore we do things a little differently:

- you'll always have a consistent team with a dedicated specialist partner – so you'll only ever get professional advice to meet your business goals
- if your circumstances change, we act fast – giving you the support and guidance you need to deal with new risks, opportunities, and markets
- we're a part of your team, so you have our support whenever you need it – to make decisions quickly and confidently
- if your business needs to expand, our global network across 100 countries can continue to support you as you grow into new markets.



>110
Countries



>260
Firms



>600
Offices



>30,000
People

TRANSACTION ADVISORY SERVICES

OUR COMMITMENT

We have become one of the world's, and the Middle East's, leading accountancy and advisory networks over the last 20 years.

Potential clients, currently evaluating their accounting needs in this vital yet complex region, will engage Moore to answer as many questions that will naturally be raised by international CEOs, boards and management committees.

In our business, longevity reflects reliability and efficiency in particular. The Moore Global Network, which was founded more than a century ago in London, has grown to be one of the largest worldwide. It now comprises over 650 offices in more than 100 countries.

Our regional network provides a full platform to serve our clients' international aspirations and cross-border objectives. As the world becomes smaller, so the need for timely down-to-earth expert local and international advice grows. Moore will show how their research and experience assist clients in their decision-making, both today and for the future.

In the sectors we cover we focus on technical expertise, a commitment to professionalism – and the level of discretion involved – all reflect a proven, practical approach. Subsequently, clients soon appreciate the essential supportive values of Moore – our collaborative approach, loyalty and investment in creating mutually beneficial long-term relationships.



TRANSACTION ADVISORY SERVICES



HOW CAN WE HELP YOU?

TRANSACTION ADVISORY SERVICES

Transaction advisory includes all of our services specifically directed at assisting in investment, mergers and acquisitions, and financing transactions between and among businesses, lenders and governments. Such services include, among others, financial due diligence, project feasibility studies, business plan, market research, financial modelling, model audits and business valuation.

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OUR SERVICES

Start Up and Growth (Expansion & Integration)

Market Assessment – Requirements can be tailored or selected from:

- Supply and Demand Analysis;
- Competitor's Analysis;
- Pricing Analysis;
- Customer Behaviour through Market Survey;
- Other Analysis (SWOT, Porter 5).

Feasibility Study

- Financial Feasibility Study;
- Feasibility Study;
- Feasibility Study with technical assessment by an industry expert;
- Financial Projection/Model.

Business Plan

- Business Plan for Bank Financing (Standard format acceptable by Bank and as endorsed by Qatar Development Bank);
- Business Plan including High Level Strategy (Mission, Vision, Objectives, KPI).

Customized report that will present the project financial outlook

- Bank Financing
- License Application (MEI, MoEHE, MOCI, etc.)





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OUR SERVICES

Merger, Acquisition, Separation and Carve-out

Sell-Side or Buyer-side advisor

Business Valuation

- IPO (certified valuator by QFMA);
- Merger and Acquisition;
- Ministry Requirement (Capital Increase, transfer of ownership);
- Management use;

Due Diligence

- Financial Due Diligence;
- Tax Due Diligence;
- Technical Due Diligence (with employed expert depending on the industry).

Investment Toolkit

- Investment Memorandum;
- Investment Teaser;
- Roadshow Presentation.

Deal Structuring

- Investment/Deal Structure;
- Purchase Price Allocation.

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OUR SERVICES

Project Financing and Fund Raising

Fund Raising through Debt Financing

- Financial Plan (linked to customized reporting as required by financial institution);
- Approach to financial institution;
- Preparation and collation of the required documentation for the bank financing;
- Review of current financial standing and structure;
- Debt Restructuring

Fund Raising through Equity

- Preparation and collation of the required documentation;
- Supervision and review of deliverables by third party consultant;
- Sourcing of and negotiation with Target/Investor/Buy
- Deal Facilitation and negotiation
- Preparation and/or presentation of document;
- Oversee of the legal procedure paperwork.





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OUR SERVICES

Other Transaction Services

Cash Optimization

Review of report prepared by third party consultant as required by regulators and/or Major Governmental Tender.

- Financial Model Audit;
- Review of Business Plan;
- Review of Business Valuation;
- Review of Feasibility Study.

TRANSACTION ADVISORY SERVICES

We are one of the few companies accredited by the government regulatory agency for the conduct of transaction advisory services.

We are one of the few companies accredited/recognized by the government regulatory agency to conduct business advisory services to the companies regulated by them. These agencies includes, but not limited to, the following:

- Qatar Financial Markets Authority (QFMA);
- Qatar Financial Centre (QFC);
- Ministry of Commerce and Industry (MOCI);
- Qatar Free Zone (QFZ);
- Ministry of Education & Higher Education
- Manateq.



TRANSACTION ADVISORY SERVICES

In addition to being accredited by the regulators, we also boost our experience with several reputable entities by fulfilling their requirement on the different aspects of their businesses.

TRANSACTION ADVISORY SERVICES

In addition to the previous page, we have also been engaged or partnered with several government entities, government owned and controlled entities, semi-government, publicly listed companies and major private companies. Some of which includes, but not limited to:

- Qatar Development Bank (QDB);
- QIMC
- Qatar Foundation;
- Qatar Petroleum;
- Widam Foods;
- Major Banks in Qatar;



TRANSACTION ADVISORY SERVICES

In addition to the relevant experience that we had, we also boast our completed services to various client from different industries as listed below:

Client Name	Sector	Ownership	Engagement Overview
Qatar Petroleum	Oil & Gas	Government	<ul style="list-style-type: none"> Feasibility study for wellness club
Al Nakheel Landscape	Contracting	Private	<ul style="list-style-type: none"> Feasibility study for commercial tower and residential villas
Qatar Development Bank (Isteshara)	Bank, Government	Government	<ul style="list-style-type: none"> Through the Isteshara initiative, we develop several pre-feasibility study and business for project such as: gyms, restaurant, mobile app, laundry shop, valet services, tannery, hydroponic farming, solar panel, medical supplies, etc.
Qatar Building Company (QBC)	Contracting	Private	<ul style="list-style-type: none"> Feasibility study for pre-fabricated concrete
Qatar Building Company (QBC)	Contracting	Private	<ul style="list-style-type: none"> Feasibility study for pre-fabricated concrete
Eemar Development	Real Estate	Private	<ul style="list-style-type: none"> Feasibility study for commercial complex
Sunrise Automotive Services	General Services	Private	<ul style="list-style-type: none"> Feasibility study for automotive services
Bin Twar Group	Holding	Private	<ul style="list-style-type: none"> Feasibility study for medical supplies
Kidsmondo (by UCC)	Education	Private	<ul style="list-style-type: none"> Feasibility Study for Kidsmondo Qatar
Qatar Pharma	Pharmaceutical	Private	<ul style="list-style-type: none"> Market Research for Current Product Portfolio
Al Bina Nuts	Manufacturing	Private	<ul style="list-style-type: none"> Business Plan and Feasibility Study for Nuts Factory in Qatar
200 Greenhouses	Agriculture	Private	<ul style="list-style-type: none"> Feasibility Study for Greenhouses in Qatar
Al Sraiya Group	Holding	Private	<ul style="list-style-type: none"> Feasibility Study for the proposed poultry farm

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Client Name	Sector	Ownership	Engagement Overview
Dallah Converting Industries	Manufacturing	Private	<ul style="list-style-type: none"> • Business plan for disposable Aluminum container
Al Bayader	Manufacturing	Private	<ul style="list-style-type: none"> • Feasibility Study for disposable plastic container
Qatar Trading Company	Trading	Private	<ul style="list-style-type: none"> • Business Plan for current operation
Savy Hospitality	Food & Beverage	Private	<ul style="list-style-type: none"> • Financial Plan for current operation
Complete International Company	Education	Private	<ul style="list-style-type: none"> • Feasibility study for all girl school
Al Bayader	Manufacturing	Private	<ul style="list-style-type: none"> • Business Plan for Styrofoam cup and plates
Jollibee Qatar	Food & Beverage	Private	<ul style="list-style-type: none"> • Business Plan for current operation
Gelatin Capsule Factory (Client Name: Confidential)	Manufacturing	Private	<ul style="list-style-type: none"> • Feasibility Study for hard gelatin capsule
Generator Assembly Line (Client Name: Confidential)	Manufacturing	Private	<ul style="list-style-type: none"> • Feasibility Study for Generators
Plastic Bin Factory (Client Name: Confidential)	Manufacturing	Private	<ul style="list-style-type: none"> • Feasibility Study for Plastic Bins
Portable Toilet Factory (Client Name: Confidential)	Manufacturing	Private	<ul style="list-style-type: none"> • Feasibility Study for portable toilet
Bolts & Nuts (Client Name: Confidential)	Manufacturing	Private	<ul style="list-style-type: none"> • Feasibility Study for fasteners
Industrial Paints(Client Name: Confidential)	Manufacturing	Private	<ul style="list-style-type: none"> • Feasibility Study for paints & auxiliary products
Smart Meter Factory (Client Name: Confidential)	Manufacturing	Private	<ul style="list-style-type: none"> • Feasibility Study for electric meters
Fooder Services	Services	Private	<ul style="list-style-type: none"> • Feasibility Study for food delivery services in Qatar
3D Printing	Manufacturing	Private	<ul style="list-style-type: none"> • Feasibility Study for 3D printed products
Al Hussam Holding	Holding	Private	<ul style="list-style-type: none"> • Feasibility Study for Early Year School
Pain Treatment Center (Client Name: Confidential)	Medical	Private	<ul style="list-style-type: none"> • Feasibility Study for non-surgical pain treatment center

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Client Name	Sector	Ownership	Engagement Overview
Hemaya Security Services	Services - Security	Government	Pre-IPO Business Valuation
Widam Foods (fka Mawashi)	Trading	Semi-Government	Business Valuation for planned transfer of shares
Barwa Bank	Bank	Private	Business Valuation for proposed IPO
Barwa Bank	Bank	Private	Business Valuation for proposed merger with IBQ
Al Jaber Engineering	Contracting	Private	Pre-IPO Business Valuation
Qatar Pharma	Pharmaceutical	Private	Pre-IPO Business Valuation
Savy Hospitality	Food & Beverage	Private	Business Valuation of 7 restaurants for the proposed shares offering
Integral Food Services	Food & Beverage	Private	Business Valuation of restaurants for the proposed shares offering
Amwaj Services	Catering	Semi - Government	Business Valuation as mandated by the Government
Qatar Building Company (QBC)	Contracting	Private	Business Valuation of NEMCCO for QBC's proposed acquisition
Hemaya Security Services Company	Security Equipment	Private	Business Valuation for proposed acquisition of Mackeen Technology
Al Jabor Grains and Fees W.L.L.	Food Production	Private	Business Valuation for the proposed sale
Vibrant WLL	Contracting (Lights)	Private	Business Valuation for company restructuring
Baba Chapatea	Food & Beverage	Private	Business Valuation for the proposed sale
Dallah Converting Industries	Manufacturing	Private	Business Valuation for the proposed sale
National Projects and General Services	Services – cleaning	Private	Business Valuation for the proposed sale
Gulf Tandeel General Services W.L.L.	Services – cleaning	Private	Business Valuation for the proposed sale
Marble & Granite Company	Contracting	Private	Business Valuation for the proposed sale
International Food Concepts (Majority owned by Sharaka Holdings)	Food & Beverage	Private	Business Valuation for the proposed sale
Group Distribution Company (Majority owned by Sharaka Holdings)	Wholesale	Private	Business Valuation for the proposed sale
Dunes Trading (Majority owned by Sharaka Holdings)	Trading	Private	Business Valuation for the proposed sale

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TRANSACTION ADVISORY SERVICES

Client Name	Sector	Ownership	Engagement Overview
Hemaya Security Services	Services - Security	Government	Pre-IPO FDD
Widam Foods (fka Mawashi)	Trading	Semi-Government	FDD for planned de-listing
Qatar Building Company (QBC)	Contracting	Private	FDD of NEMCCO for QBC's proposed acquisition
Hemaya Security Services Company	Security Equipment	Private	Business Valuation for proposed acquisition of Mackeen Technology
Al Jabor Grains and Fees W.L.L.	Food Production	Private	FDD for the proposed sale
Vibrant WLL	Contracting (Lights)	Private	FDD for company restructuring
Baba Chapatea	Food & Beverage	Private	FDD for the proposed sale
Dallah Converting Industries	Manufacturing	Private	FDD for the proposed sale
National Projects and General Services	Services – cleaning	Private	FDD for the proposed sale
Gulf Tandeel General Services W.L.L.	Services – cleaning	Private	FDD for the proposed sale
Marble & Granite Company	Contracting	Private	FDD for the proposed sale
International Food Concepts (Majority owned by Sharaka Holdings)	Food & Beverage	Private	FDD for the proposed sale
Group Distribution Company (Majority owned by Sharaka Holdings)	Wholesale	Private	FDD for the proposed sale
Dunes Trading (Majority owned by Sharaka Holdings)	Trading	Private	FDD for the proposed sale

TRANSACTION ADVISORY SERVICES

OUR SECTORS

With 30,000 people across 100 countries, our member firms have a wealth of knowledge and expertise in the core sectors in which we offer our services. Over the years, we had worked with clients from several industry and we aim to continue serving them in the future.



- Manufacturing
- Construction
- Services
- Food & Beverages
- Education
- Shipping
- Trading
- Non-for Profit
- Government
- Financial
- Oil & Gas
- Real Estate
- Hospitality
- Health Care
- Entertainment
- Live Stock and Agriculture
- Private Individual
- (Semi) Government
- Industrial
- Retail
- Humanitarian Funds
- Marine
- Sports
- Health & Wellness
- Advertising

MOORE MANAGEMENT TEAM



Sami Zaitoon
Managing Partner



Hassib M. Kay
Executive Partner



Fathi Abu Farah
Partner



Salah Zaitoon
Partner



Gaurav Kakkar
Partner



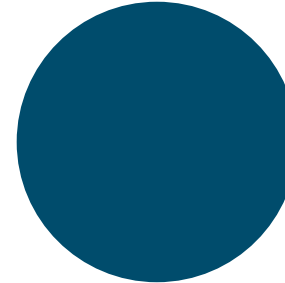
Zeid Al Alami
Principal



Dr. Deepa Chandrashekar
Principal



Jamal Naseh
IT - Director



Robben Murad
Audit - Director



Joel Suarez
Manager

TRANSACTION ADVISORY TEAM



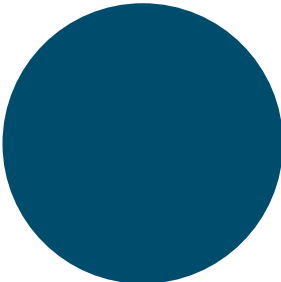
Sami Zaitoon
Managing Partner



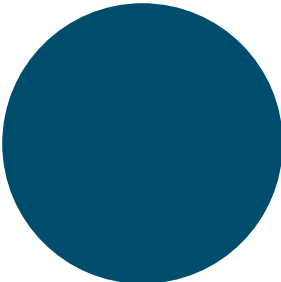
Joel Suarez
Manager



Hamzeh Abdallah
Assistant Manager



Yasmin Ahmed
Add Position Here



Duha Ali
Add Position Here



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