

# SABH CONSULTING FIRM PROFILE



consulting

WE HELP YOU GROW YOUR BUSINESS

[www.sabhconsulting.com](http://www.sabhconsulting.com)

# ABOUT Us

## SABH CONSULTING

SABH Consulting is an Abu Dhabi, UAE, based boutique strategic advisory services firm comprising of senior industry veterans with extensive experience in Corporate Finance & Banking Advisory, Human Resources Consultancy Services, Management Consultancy Services, and Financial & Economic Feasibility Services.

Our key team members are practitioners, not consultants, who have held numerous C-level roles in both public and private companies across various industries. We have a long track record of successfully navigating through the most challenging situations and bringing stability to companies facing significant financial and operational challenges and subsequently helping them achieve extraordinary results.

In addition, we help companies deploy various strategic and tactical initiatives by developing and implementing comprehensive profitability and working capital plans with a key focus on unlocking cash, employing alternative financing arrangements, and identifying earnings enhancement opportunities.

Partnering with our clients' shareholders and management teams, we help them achieve their strategic objectives, manage transformations to create exponentially increasing market value, as well as advising them on public and private capital raising, debt funding, mergers, acquisitions, divestments and recapitalizations.

Our ability to provide independent advice, deep understanding of the industries we cover, extensive network and contacts across the GCC and MENA ecosystems, flawless deal execution track record and capacity to complement local presence with a global perspective make us an invaluable partner to our clients.



WE HELP YOU GROW YOUR BUSINESS

[www.sabhconsulting.com](http://www.sabhconsulting.com)

# OUR SERVICES

## CORPORATE FINANCE & BANKING ADVISORY SERVICES



“

*Strive not to be a success,  
but rather to be of value.*

*Albert Einstein*

”

Our approach to Corporate Finance & Banking Advisory services is quite simple: ***we provide expert guidance.*** We ensure that our clients have the right support, every step of the way, coupled with deep financial services knowledge and expertise, and a particular focus on a 360-degrees comprehensive transactions support.

SABH Consulting delivers a singular source of flexible transaction support, thus enabling our clients to achieve their vision, and facilitating access to investors and strategic partners.

The investment ecosystem is evolving rapidly, and we are evolving with it to provide a service that better reflects the current realities, risks and value drivers.

**Corporate Advisory Services** – Our team provides advice in connection with capital raising, acquisition and disposal of assets and businesses, debt and capital structure and restructuring, Islamic finance, corporate structuring and restructuring, joint ventures, fund placement and financial feasibility studies.

**Banking Advisory Services** – SABH Consulting banking experts provides clients with assistance to arrange debt and equity financing via local, regional and international banks. We also advise companies on optimal capital structures for their businesses through identifying new financing or liquidity alternatives. We advise clients on debt instruments including traditional bank financing, structured finance, and sukuk transactions.

**Transaction Services** – SABH Consulting team provides a range of tailored services that add value throughout the process: Pre-Transaction, Transaction and Post-Transaction support. Our services encompass financial assessment of a target company (sale or acquisition), assistance with preparation for sale of business, or assistance to achieve a successful exit.

**Valuation & Financial Modelling Services** – Our team also provides valuation and financial modelling services team and help you develop business valuation models to evaluate potential investment returns and ramifications across a range of business and market scenarios and successfully measure and understand the value of their assets in today's rigorous regulatory environment.

# OUR SERVICES

## ECONOMIC & FINANCIAL FEASIBILITY STUDY SERVICES

SABH Consulting offers Economic & Financial Feasibility Study Services, helping our clients assess the success or failure probability of future business or projects. A thorough economic or financial feasibility study is critical for organizations to estimate their possibility of completing projects successfully. Our feasibility study services approach specifically looks into the key aspects such as the market scope, HR structure, financial viability, and other operations related to the proposed business or project.

With SABH Consulting, our clients will gain a comprehensive overview of competitive factors in addition to demographic, economic, legal, economic, financial, and technical risks. The key members of our team are highly experienced in creating comprehensive business plans and conducting feasibility studies as well as producing comprehensive feasibility study reports.

A properly researched and executed feasibility study is capable of clearly identifying possible issues that can arise when a project is implemented, understanding financial, economic, operational, marketing, administrative and potential other organizational impacts. It determines if the project will be productive after considering all the influencing factors.

With our team's experience and expertise, we can confidently undertake and successfully execute small to large scale economic and financial feasibility consulting projects.



*I have wanted to fly into space for many years, but never imagined it would really be feasible.*

*Stephen Hawking*



# OUR SERVICES

## ECONOMIC & FINANCIAL FEASIBILITY STUDY SERVICES (CONT'D)



Our feasibility study services comprise of several elements, and they typically include:

- **Project Overview** – An outline of the project, products or services offered, the business model and method of delivery.
- **Technical Feasibility** – Addresses the technical specifications and data about product or service delivery, which could include labour, raw materials, transportation, technology needed, business locations etc.
- **Market Feasibility** – Defines the prospective buyers, customers acquisition, competitors, industry, the future and current market potential and sales estimations.
- **Financial Feasibility** – A forecast plan and financial model in respect of the funding required, the type of funds, and projected P&L, Balance Sheet, Cash Flows, Sales, Staffing, Assets, etc. This includes detailing the assumptions made in the study, sensitivity analysis, and the detailed presentation of key financial data.
- **Organizational & HR Feasibility** – Presentation and analysis of the corporate, legal, and HR frameworks of the proposed project or business; including how such frameworks address and help the company commence and support the operations of the proposed business or project.

SABH Consulting Economic & Financial Feasibility Study services and solutions encompass the following:

- Proposed new products
- Proposed new services
- Proposed new programs
- Proposed new projects
- Proposed new partnerships
- Proposed new business ventures / businesses

# OUR SERVICES

## MANAGEMENT CONSULTING ADVISORY SERVICES



Our Management Consulting Advisory Services are designed with one simple objective: to help our clients to improve their performance. Clients will always be offered objective advice and full access to our specialized expertise. We work with our clients to identify, transfer and implement industry best practices for their businesses.

Our team has significant experience in organizational change-management assistance, development of coaching skills, process analysis, technology implementation, strategy development, or operational improvement services. We are specialist practitioners who can not only advise you on what to do but will also be a part of the delivering the answers and solutions. We can help you to make better decisions, reduce costs, build a more effective organization and develop appropriate strategies.

We commit to deliver the value we promise and that our clients expect - through faster time to market, lower costs, improved cash flow or higher revenues. This will help our clients achieve new goals, penetrate new markets, implement successful strategies or simplify legacy systems and introduce new technologies.

Our Management Consulting Advisory Services encompass:

- Financial Management
- Risk Management
- Strategy Articulation & Implementation
- Operational Management
- Business Transformation
- Technology
- Executive Coaching & Mentoring



*However beautiful the strategy, you should occasionally look at the results.*

*Winston Churchill*



# OUR SERVICES

## HUMAN RESOURCES MANAGEMENT CONSULTING SERVICES

Our HR consulting practice provides technical advice and expertise across all major aspects of Human Resource Management and Human Resource Development. We work with our clients to develop and implement simple, practical and yet powerful HR solutions that produce superior business results. Our key focus is to maximize investments in human capital for our clients to increase productivity and profitability

We provide practical advice to our clients' Boards, CEOs and HR Leaders to deploy HR strategies, policies and practices to adopt and adapt to continuous and disruptive business changes. Our HR solutions are focused on generating and achieving a visible impact on organizations. With our team's experience and expertise, we can confidently undertake and successfully execute small to large scale HR consulting projects.

Our HR services and solutions encompass the following:

- Organizational Design
- Organizational Restructuring
- HR Strategy
- HR Policies & Procedures
- Manpower Planning & Recruitment
- Job Evaluation & Grading
- Compensation & Benefits
- Performance Management
- Organizational Performance
- Succession Planning
- Career Development
- Learning, Training & Development
- Employer Brand & Communication
- Employee Opinion Services
- Corporate Governance Frameworks
- HR Outsourcing



“

*Train people well enough  
so they can leave.  
Treat them well enough  
so they don't have to.*

*Sir Richard Branson*

”

# TALK TO US

You have questions? We have answers to help you grow your business. Talk to us.

*No matter what is happening with your business, it's important to know your options.*

*Discuss your specific situation in a free consultation with us.*



**WE WORK  
SO YOU  
DON'T  
HAVE TO**



For more information on how we can assist you, please get in touch with our team:



sarie@sabhconsulting.com

bilal@sabhconsulting.com



+971 (0)50 943 2693