



# Astute's Financial Advisory Practice

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

*Turning vision into value*



## Introduction

### About us

**Astute Public Accountants** was formed in the Emirate of Dubai by a group of qualified and experienced Chartered Accountants.

**Astute** has set things in motion to strengthen its presence in the UAE and to follow the developments in the Middle East region via the creation of a powerful platform, which provides broad spectrum of services and comprises of partners, director, managers and adequately resourced by the work force of qualified chartered accountants and experienced management consultants.

The partners in **Astute** hold memberships of renowned Institute of Chartered Accountants in England & Wales, Association of Chartered Certified Accountants and Institute of Internal Auditors.

The managing partner and the liaison partner have got vast and diversified experience to their credit in the Assurance & Business Advisory, Risk Management and Transaction Advisory Services in big four auditing, accounting, tax and consulting firms in England, UAE and Pakistan.

Astute aims to be a leading, recognized and highly regarded accounting and consulting firm and the first choice in the region.

### Who are our clients?

We work with a broad range of clients including entrepreneurial clients, subsidiaries, and agencies. At Astute, the professional staff has got thorough knowledge and experience of various sectors of commerce and industry i.e. construction, healthcare, manufacturing, retail, distribution, FMCG, oil & gas, information technology, automotive industry, media, entertainment, real estate and hospitality sector clients.

### Our philosophy

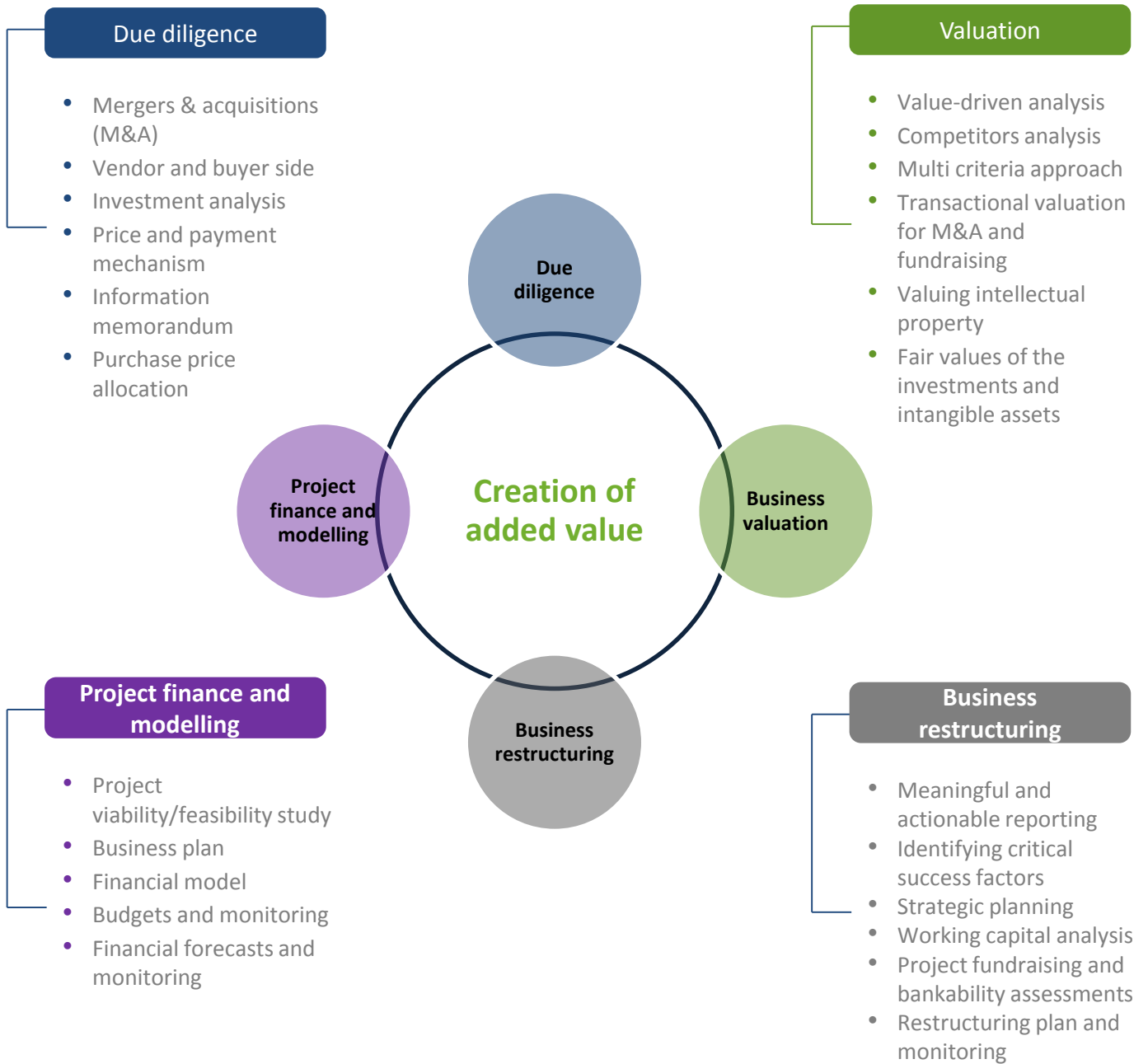
- ✦ Exceeding the **client expectations** - value added services
- ✦ **Quality** in services we render - service a client with quality, due care and diligence.
- ✦ **Client relationship** - committed to a long term relationship as client's trusted professional adviser.
- ✦ Establish a **strong reputation**, maintain professional ethics and integrity.
- ✦ Establish strong **platforms of knowledge** and its sharing with the clients.
- ✦ Attract and retain **competent professionals**.
- ✦ **Be in service** to the nation and the respected profession.



# Astute’s financial advisory practice

Our Financial Advisory Services (FAS) support the clients in creating confidence and value in the business. Astute is uniquely positioned to offer our clients all the required services through our FAS team. FAS team has significant depth of industry experience and commercial focus best suited to your organization. FAS team is an integrated multi-disciplinary team comprising experts in Financial Due Diligence, Project Finance, Corporate Finance, Valuations, Forensics and Restructuring.

## Astute’s FAS offerings include:





## Value added from our due diligence work

Our Transactional Services practice helps organizations make acquisitions, divestitures and strategic alliances. In each case we have the same overriding objective: to ensure our clients maximize the return on their deal.

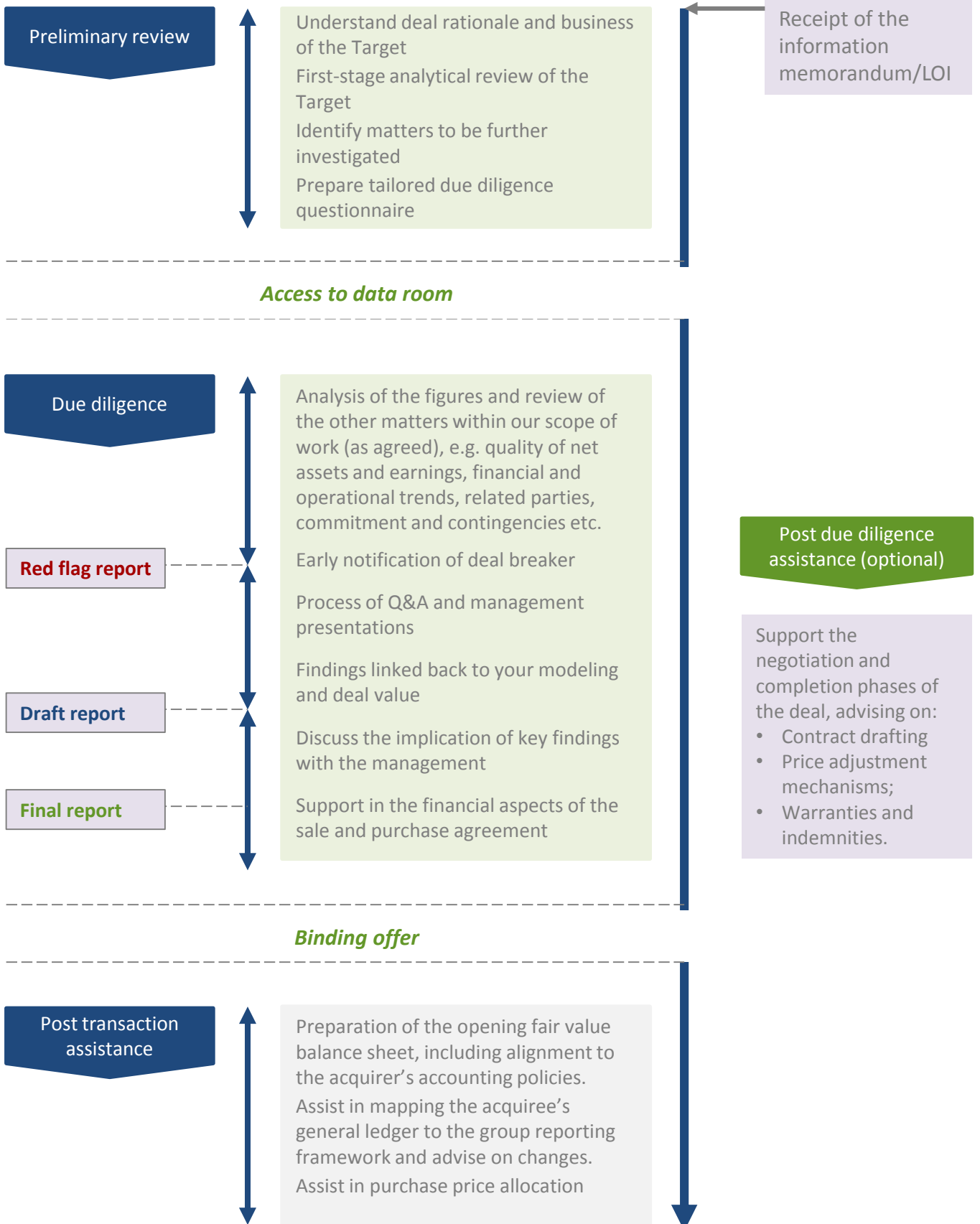
### How do we support you

- By enhancing your understanding of the target business and therefore increasing the likelihood of the deal achieving its objectives.
- By helping you to identify and understand critical success factors and establishing a link to the transaction rationale therefore improve your understanding of all relevant issues so that informed decisions can be made.
- By highlighting strengths that can be built upon or weaknesses that can be resolved.
- By linking the commercial intention to the accounting implications of a transaction so that you will understand how the structure impacts the desired accounting outcome.
- By performing accounting policy reviews to help to identify impacts on future EBITDA.
- By helping you to identify the areas for post-acquisition attention.
- By using our industry experience in a number of sectors to provide you standardized comprehensive due diligence report along with executive summary.





# Our approach to due diligence work





## Value added from our valuation work

Our Transactional Services practice helps organizations to uncover the fair value of the existing assets and the business, as well as of the new acquisitions and investments. In line with the greater demand for the transparency through fair value reporting, importance of valuation has been increased. Routine business transactions often now require the computation of fair value as do strategic investment decisions.

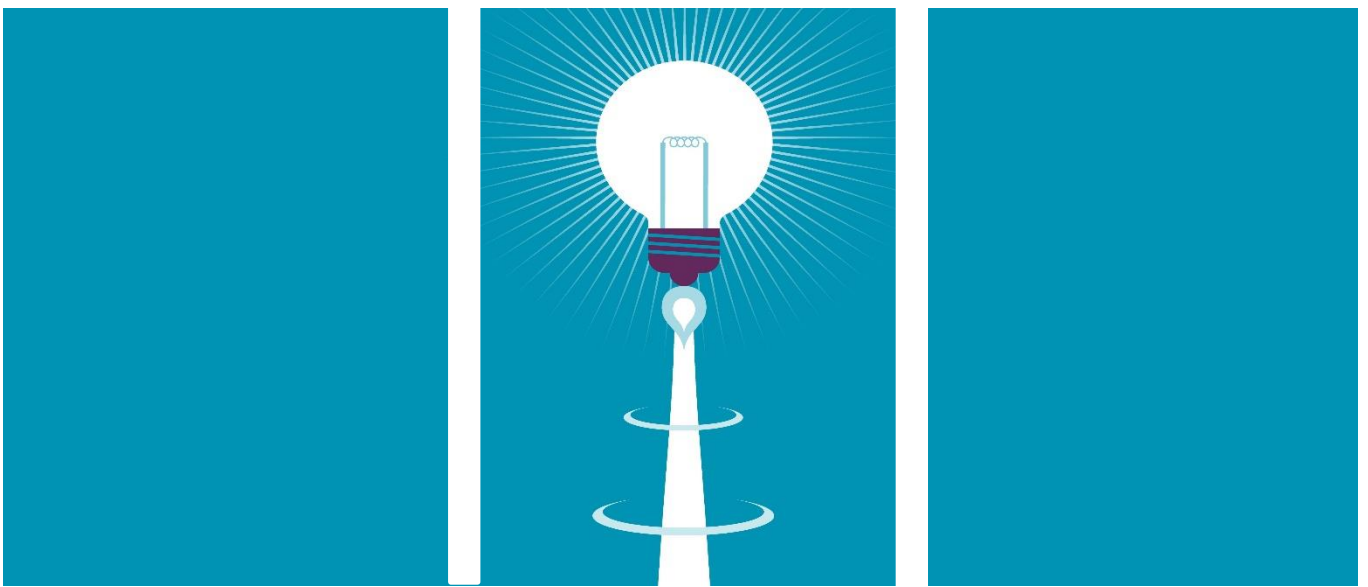
### How do we support you

A team, comprise of professionals come from large accounting and consulting firms of international repute, offers a range of valuation services including:

- Appraisal of entire business, subsidiaries, joint ventures equity interests.
- Transactional valuation for M&A and fundraising
- Impairment test
- Dispute valuations

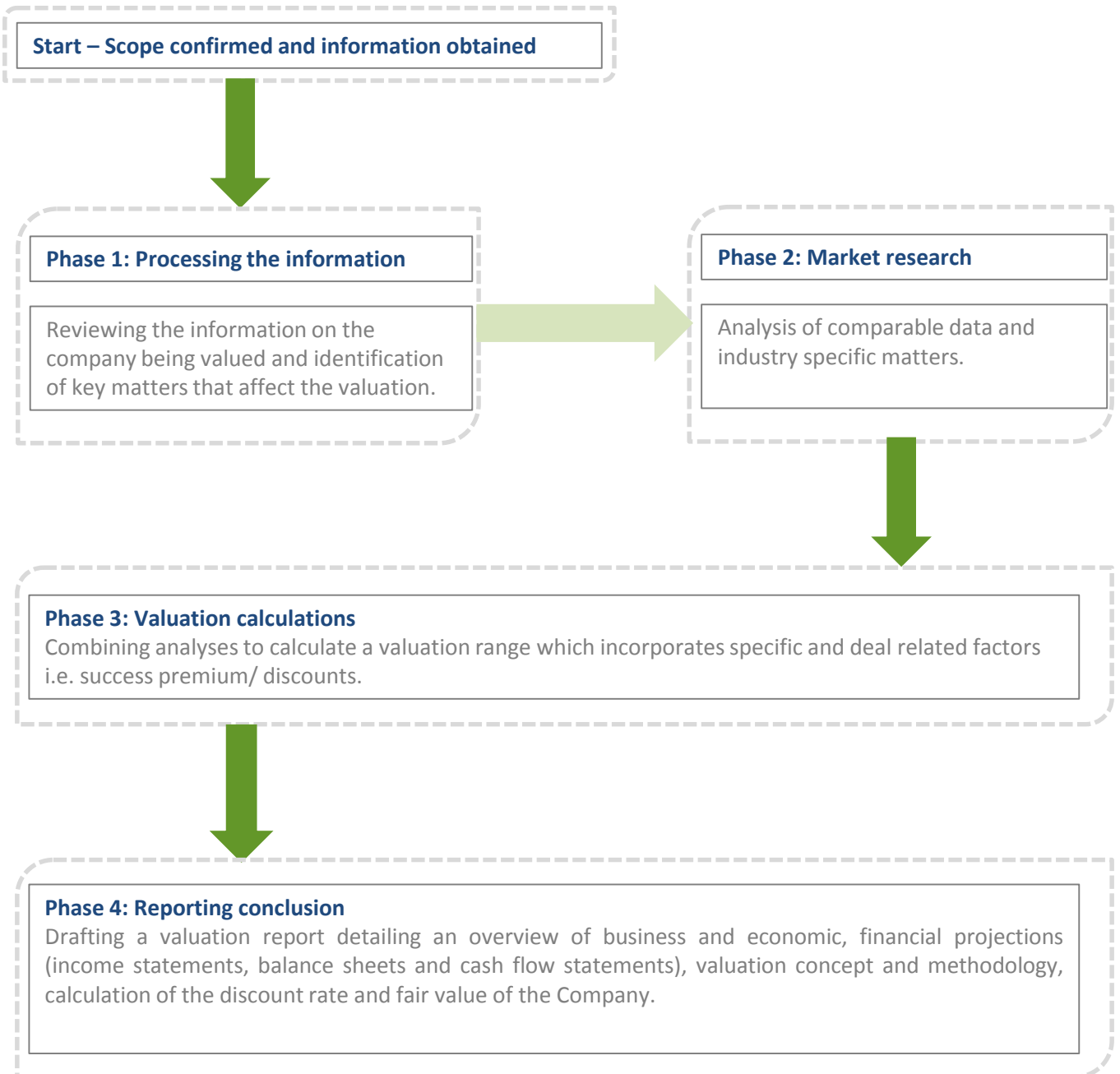
We provide clients assistance in the followings:

- Analysis on the value-driven factors including competitive analysis.
- Determine fair value of tangible and intangible assets acquired in a business combination.
- Determine the fair value of the cash generating unit while performing goodwill impairment test.
- Valuing the issuing of share options to employees.
- Review and assess the underlying assumptions used to measure fair value, focusing on the sustainability of the projections.





## Our approach to valuation work





# Project finance and modelling

Based on our expertise in Corporate Finance, we provide a wide range of services from viability/feasibility study of a new project to financial monitoring and controlling an existing business.

## Financial feasibility study

Businesses find it helpful to conduct a financial feasibility study whenever they anticipate making an important strategic decision. For example incorporation of the new company, the acquisition of another company, constructing a manufacturing plant or building, a purchase of major equipment or a new computer system, the introduction of a new product or service etc. A financial feasibility study is advisable as a means of fully studying an action in advance of taking the action. This allows managers a chance to fully assess the impact that any major changes they are consider may have before implementing the change.

A financial feasibility study performed by Astute will determine if a particular action makes sense from financial standpoint. Such a study is usually designed to provide an overview of the essential issues related to a proposed strategic decision including its.

- Projected performance;
- Projected financial position subsequent to the decision;
- Projected cash flow position and requirement;
- Risk analysis and deterring the key factors effecting the decision;
- Estimated payback period for the proposed investment;
- Estimated rate of return.

## Financial model

At Astute, we understand that good financial modelling relies not just on spreadsheet acumen, but just as much on a strong commercial understanding of the underlying business and/or assets. Our expert assist clients in understanding key financial performance of their business and/or projects. The main features of our model are to be:

- Be flexible and cover multiple years showing the financial performance, position and cash flow movements.
- Provide project evaluation criterion such as ratio analysis, internal rate of return 'IRR' and net present value 'NPV' etc.
- Be transparent and adaptable over time. This means that you can make changes to the models yourselves, but we are always on hand to provide maintenance services as and when the requirements arise.
- Be fully and efficiently linked.





# Business restructuring

At Astute, highly skilled professionals provide services to stakeholders in underperforming businesses, by identify problems, develop viable solutions and assisting in implementing them with sensitivity and precision.

Our experienced team has expertise and aptitude with conducting quantitative and qualitative analyses, particularly with constructing integrated financial models, analyzing financial underperformance and related services.

## Your needs

*Capital structure needs to change*

*Actual or potential breach of covenants*

*Working capital issues  
“Excessive debt or poor liquidity”*

*Insufficient management reporting -*

*Communication to lenders & other stakeholders*

*Corporate structure not matched with Company’s objectives*

*Implementing and monitoring of the restructuring plan*

To assist our clients in implementing and monitoring of restructuring plan, our full service offerings include;

## Our solution

- An independent business review - detailed SWOT analysis
- Identify potential options with pros and cons of each
- Analyze financial performance and position of the business and identify critical factors (external/internal) that need to be restructured to ensure financial viability of operation in the future
- Design reporting structure in such a manner to monitor and controls the new progress and implementation on a timely basis
- Corporate simplification - make the corporate structure simpler, reduce operating costs and, hopefully, release capital



- Assist in execution of the restructuring plan for achieving restructuring goals with timelines, deliverables and responsibilities.
- Develop dashboards to monitor project progress in terms of
  - Benefits and implementation cost tracking,
  - Addressing issues/roadblocks,
  - Acting on critical decisions to be made,
  - Resolve inter-dependencies across project/ work-streams,
  - Risk and mitigation,
  - Tracking and updating timelines.
- Present/ communicate progress of restructuring to the Board, management, shareholders, bank, regulators.
- Communicate with local authorities, financial institutions and creditors.



## Our team

Astute is a team of qualified and experienced Chartered Accountants.

- A team of professionals dedicated to Financial, Strategic and Operational Consulting
- A single point-of-contact to co-ordinate a team with significant expertise
- Ability to manage complex environments
- Collaborative and client-oriented approach
- Independence of judgment

### For more information please contact

#### UAE office

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### Key team member profile:

Syed Muhammad Gillani  
Head of Financial Advisory Practice  
Email: [syed@astuteme.com](mailto:syed@astuteme.com)

Syed is a qualified chartered accountant and has been working in the UAE since 2003 and has an immense experience in almost all the prevailing industries in the UAE.

He is having strong background across consolidation, forensic audit and financial management projects like financial and management reporting, budgeting, and financial modeling.

In addition to the audit experience, Syed has to his credit extensive experience in assisting Private Equity houses and multinational corporations in due diligence projects, particularly in manufacturing, retail, construction and real estate management services.

He has accumulated experience of over 12 years in advising numerous clients on due diligence and valuation exercise for Merger & Acquisition transactions, confidential memorandums used to sell a business or obtain financing. He is having strong understanding of the client's industry practices and regulations of the market served.

Specialties: Financial due diligence, Transaction integration & Carve-outs, Financial modeling, Valuation, Business plan/model, Restructuring & Working capital advisory, Internal audit, Project fundraising and bankability assessments.

Detailed information available on  
[www.astuteme.com](http://www.astuteme.com)