

PROFESSIONALS FOR CONSULTING & FINANCIAL SERVICES

PS[®] *YOUR PARTNER
IN SUCCESS.*

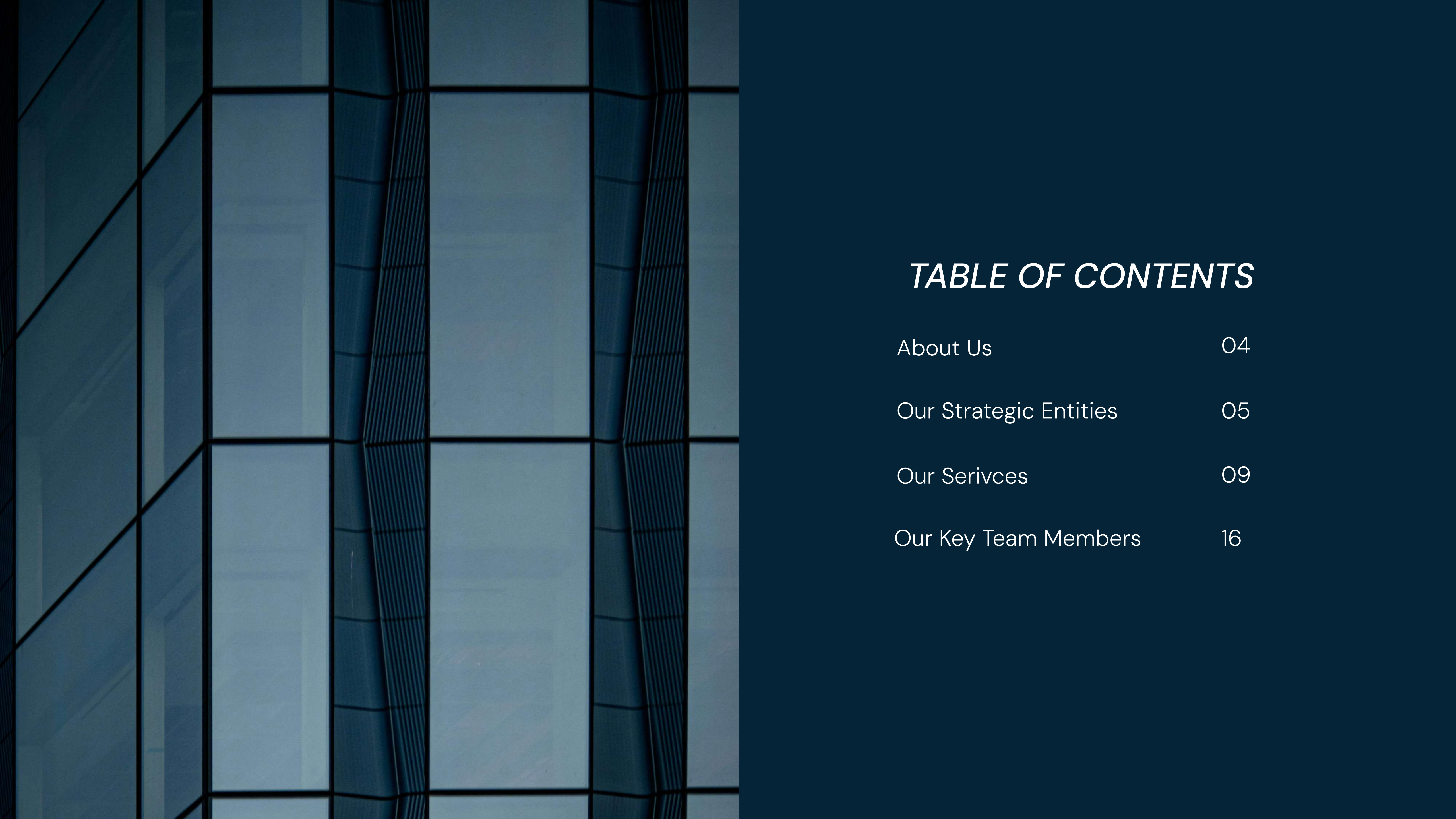


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ABOUT PROFESSIONALS FOR CONSULTING AND FINANCIAL SERVICES

Present in the Gulf and Kuwaiti market since 2020.

The diversity of our team's experiences and cultures is what distinguishes us most, enabling us to understand our clients' needs and provide them with our diverse services according to the highest professional standards.

Our approach is working closely with clients to provide appropriate solutions at the right time, ensuring adding value to the clients' goals and success.

OUR STRATIGIC ENTITIES

At Professionals for consulting & financial services, we function as a unified team through specialized entities, each focusing on distinct areas of expertise. This integrated structure allows us to provide comprehensive and tailored solutions to meet the diverse needs of our clients. We allocate tasks according to the specific field and requirements, ensuring the highest quality of service.

ALHUTHAIL & PARTNERS CHARTERED ACCOUNTANTS

Your Trusted Auditing Firm

Alhuthail & Partners is our core entity for all auditing services. We provide comprehensive audit solutions to ensure the accuracy and integrity of your financial statements. Our services include:

- External audit
- Internal audit
- Internal audit quality assessment
- Compliance auditing
- Risk management and assurance
- Zakat, NLST & income tax
- Internal control review
- Agreed upon procedures & special Audit
- Due diligence

CUENTA PROFESSIONAL COMPANY FOR ACCOUNTING SERVICES AND FINANCIAL CONSULTANCY

Your Accounting Service Partner

Cuenta Professional Company is our dedicated arm for all bookkeeping and accounting services. We handle your financial records with precision and accuracy, ensuring compliance with all relevant regulations. Our services include:

- Bookkeeping
- Financial statement preparation
- Payroll services
- Tax preparation and planning
- Financial consulting
- Business Valuation
- IFRS Implementation & Advice

THE PROFESSIONALS FOR CONSULTING SERVICES

Your Consulting Expert

The Professionals is our specialized entity for consultancy services. We focus on providing in- depth studies, ERP solutions, and the design and implementation of controls and structures. Our services are designed to enhance your business operations and include:

- Business Process Improvement
- Internal Control & Corporate Governance
- Feasibility Studies
- Knowledge Development & Training in Finance
- Strategies & Business Plans
- Preparing Manuals of Policies & Procedures

VISION

To be one of the most valuable addition and successful firms specialized in the field of consulting and financial services in the Arab Republic of Egypt.

VALUES

- Quality
- Trust
- Confidentiality
- Consistency

MISSION

Providing exceptional consultancy and financial services that add the best possible value to our clients, which build lasting relationships without compromising our integrity.

ADDED VALUES



Consulting & Financial Services



High Standards



Positive Contributions

LASTING RELATIONSHIP



Adding Value



Deep Knowledge



Fieldwork Efficiency



High Priority

SOME OF OUR KEY CLIENTS



OUR SERVICES

BUSINESS PROCESS ENHANCEMENT.

Imagine how effective your company could be if you could identify and implement improvement opportunities, such as making the best use of your financial and human capital, following a cost leadership approach, maximizing the value of your investments, technology and strengthening management oversight.

DEVELOPING YOUR MANUAL OF POLICIES & PROCEDURES

All entities need to have policies and procedures to make sure activities in the entity are conducted as being planned and in accordance with the required standards.

OUR SERVICES

FINANCIAL & OPERATIONAL RESTRUCTURING OF YOUR COMPANY

Entities are working in environment full of changes. Such changes definitely have impacts on entities' strategies and operational plans. Entities will need to restructure its operations and business model as well as their capital structure when conditions change. Many entities have dissolved due to the lack of agility to adopt new strategies and plans that fit for the changed environment.

FEASIBILITY STUDIES

Preparing a plan for any business before start up is crucial to avoid starting unprofitable business. Knowing the risks and returns for any business will provide clear information to decide whether to start a business or not.

OUR SERVICES

DUE DILIGENCE SERVICES

Buyers, lenders and sellers involved in mergers or acquisitions must identify the risks and the opportunities associated with the business under consideration. Conducting effective due diligence can help buyers and lenders structure strategic transactions and avoid costly mistakes. It can also help sellers better understand the strengths and weaknesses of their position pursuant to a deal.

ACCOUNTING SERVICES

Any business owner needs to measure its performance to make sure that the strategy is achievable and can recognize profitable results. In order to do that a company needs accounting function that can record, report, and analyze financial information.

OUR SERVICES

CORPORATE GOVERNANCE SERVICES

The corporate governance is the systems and processes an organization has in place to protect and enhance the interests of its diverse stakeholder groups. Many investors are willing to pay a premium for organizations committed to excellence in corporate governance.

A strong ethical foundation is required to support an appropriate culture of corporate governance. Our professionals assist clients by conducting corporate governance assessments and by providing design and implementation services.

MERGERS & ACQUISITIONS

Our merger and acquisition advisory practice includes general strategic and transaction-specific advice regarding mergers, acquisitions, divestitures, privatizations, special committee assignments, strategic partnerships and joint ventures. We provide advice to management and Boards of Directors, business owners, state departments of insurance, institutions, investors and other interested parties.

OUR SERVICES

BUSINESS VALUATION

The value of any business depends on two things: future profits and the risks associated with such profits.

ERP: CONSULTING SERVICES

We are financial consultants who have great experience in helping our clients to guarantee effective and efficient ERP implementation.

CORE VALUES

INTEGRITY

We are committed to building life-long trust with our clients, and the foundation of that trust starts with unwavering integrity. Our clients want and expect us to tell them the absolute truth about their current position and leverage our objectivity for their benefit.

EXCELLENCE

We strive to achieve excellence, whether we are building a road map that identifies how a client can best get from point A to point B. We achieve excellence by combining exceptional attention to detail to carefully cater our clients.

COMPETENCY

Whether the work will be performed at our clients' premises or at our office, we are always looking to exceed our clients' expectations. Customer satisfaction will be achieved when we have the competency to achieve our role. Competency is achieved through the experience and qualifications that our leaders and key team members have. Improvement of our staff knowledge is a main factor to achieve the competency to enable achieving consistent performance.

APPROACH

Our approach to the assignments starts by listening to the goals, and concerns that our clients come to us with. After we understand the goals and what is truly important to our clients, we work to leverage all our resources to create a road map for how the clients can best achieve their goals.



OUR KEY TEAM MEMBERS

MOATAZ HEGAB *PARTNER*

PROFESSIONAL EXPERIENCE

Over 25 years of experience in external auditing, advisory services, and financial management, having worked with Big Four audit firms up to the Partnership level.

- Held the position of Chief Financial Officer in a reputable financial institution in Kuwait.
- Extensive exposure to a wide range of industries, including banking, insurance, investment, retail, contracting, manufacturing, oil & gas, and hospitality.
- Delivered professional training in IFRS, CPA, and CMA certifications, along with financial analysis and corporate education, for over 15 years at reputable institutions, including Gulf University for Science and Technology, Kuwait Association for Accountants and Auditors, and PricewaterhouseCoopers.

EDUCATION & CERTIFICATIONS

- Bachelor of Commerce, Major in Accounting, Ain Shams University, Egypt. • Certified Public Accountant (CPA), AICPA, USA.
- Certified Management Accountant (CMA), IMA, USA.
- Certified Financial Manager (CFM), IMA, USA.
- Master of Business Administration (MBA), Major in Finance, Manchester Business School, UK.
- Diploma in International Financial Reporting (DIFR), ACCA, UK.
- Certificate in IFRS (CIFR), ACCA, UK.
- Balanced Scorecard Professional (BSP), Balanced Scorecard Institute (BSI) and George Washington University, USA.

AREAS OF EXPERTISE

External Audit

- Over 15 years of experience in external audit and consultancy, serving as Audit Engagement Leader for various listed companies across industries such as financial services, contracting, and real estate.
- Led audits of high-risk, multi-location clients with complex consolidations.

Financial Due Diligence

- Managed financial due diligence for mergers and acquisitions across industries, including construction, oil & gas, real estate, and retail, with transactions totaling approximately KD 50 million.
- Key contributor in financial due diligence for a major bank.

IFRS & IFRS Convergence

- Extensive experience in implementing and auditing financial statements in compliance with International Financial Reporting Standards (IFRS) across industries such as insurance, investment, real estate, and manufacturing.
- Provided advisory services to organizations on the implementation of new IFRS standards.

Financial & Management Restructuring

- Successfully managed financial and operational restructuring for several large organizations, including debt and liability restructuring of over KD 150 million.

Policies and Procedures Development

- Designed comprehensive policies and procedures manuals, incorporating legal requirements, CMA obligations, and best practices for various departments while serving as CFO.

OUR KEY TEAM MEMBERS

TAMER MANSOUR *MANAGING PARTNER*

PROFESSIONAL EXPERIENCE

Over 30 years of experience in accounting, financial reporting, managerial accounting, advisory services, and financial management.

- Held the position of Head of Finance & Strategic Planning in many listed companies in Kuwait stock market.
- Extensive experiences in many industries, including hospitality, retail, asset management, investment and real estate.

EDUCATION & CERTIFICATIONS

- Bachelor of Commerce, Major in Accounting, Alexandria University, Egypt.
- Certified Public Accountant (CPA), AICPA, California, USA.
- Certified Financial Management Professional, London School of Business & Finance, UK.

AREAS OF EXPERTISE

Accounting & Financial Reporting

- Over 30 years of experience for various listed companies across industries such as hospitality, asset management, investment and real estate.

Managerial Reporting

- Detailed and Comprehensive reports addressed to the top management and BOD. Leading to support and enhance the level of strategic decisions.

Financial & Management Restructuring

- Successfully managed financial and operational restructuring for several large organizations, including debt and liability restructuring of over USD 600 million.

Policies and Procedures Development.

Key Performance Indicators (KPIS)

ERP. Projects

- Chart of accounts, projects management till sign off stage.

OUR KEY TEAM MEMBERS

BAHAA ARAFA

DIRECTOR

PROFESSIONAL EXPERIENCE

With over 20 years of experience, Bahaa specializes in delivering IFRS Advisory, Assurance, Risk-Based Internal Audits, Financial Accounting, and Internal Control Review services to a wide range of clients. His comprehensive expertise spans multiple industries, including Banking, Investment, Real Estate, and Manufacturing, enabling him to provide value-added recommendations and design policies, procedures, process maps, and KPIs for large organizations.

Bahaa began his career at KPMG Hazem Hassan in Egypt, working in the Audit and Assurance department. He has also worked at two prominent audit firms and a leading consulting firm in Kuwait. Since joining The Professionals in 2018, he has served clients across Egypt and the GCC region.

EDUCATION & CERTIFICATIONS

- Bachelor of Commerce, Alexandria University, Egypt;
- Certified Public Accountant (CPA), AICPA, USA; and
- Certified Internal Auditor (CIA), The IIA, USA.

AREAS OF EXPERTISE

IFRS & IFRS Convergence

- Extensive experience in auditing financial statements to ensure accuracy and compliance with International Financial Reporting Standards (IFRS).
- Provided IFRS consulting and advisory services to clients across various sectors, including listed and non-listed companies.
- Led IFRS Convergence teams, particularly in Saudi Arabia, assisting numerous companies in their transition processes.

Financial Accounting

- Oversaw financial controls and regulations at a major investment company in Kuwait, ensuring efficiency and risk minimization.
- Analyzed risks and investment opportunities, evaluating their potential impacts on operations.

Internal Control Review

- Conducted internal control reviews for multiple companies in Kuwait, assessing the effectiveness of implemented systems.
- Provided root cause analyses for identified control weaknesses and offered practical recommendations for improvement.
- Reviews spanned key functional areas such as financial reporting, HR, marketing, sales, budgeting, and procurement.

Internal Audit

- Led internal audit projects, performing risk assessments and evaluating the effectiveness of controls.
- Identified gaps, developed actionable recommendations, and presented findings to top management and Audit Committees.

Policies and Procedures Development

- Designed and implemented comprehensive policies and procedures for large organizations across various industries.
- Developed corporate policies, process objectives, gap analyses, roles and responsibilities, authority matrices, and standardized templates for key functions.



PROFESSIONALS

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(+2) 02 2516 8145
(+2) 01030555144
(+965) 22268975

6064, 2ND FLOOR, OFFICE 6,
THE SIXTH BLOCK, ZAHRAA EL MAADI,
CAIRO, EGYPT.

WWW.PROFESSIONALS.COM.EG