



**It's a
new day**

BAKER TILLY SAUDI ARABIA



About Baker Tilly



Mission

The mission of Baker Tilly is to deliver, with integrity and objectivity, superior independent accounting, assurance, tax and specialist business advice to clients through best resources and relationships.

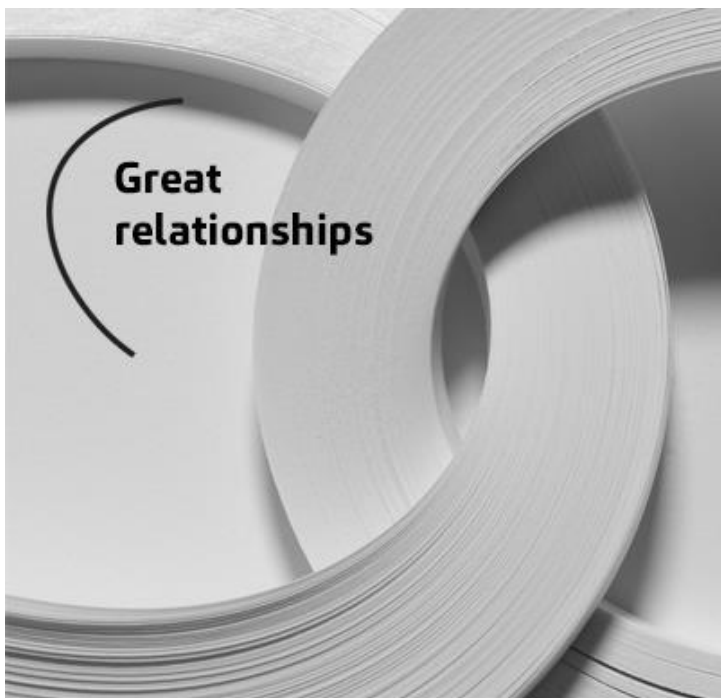
Vision

To be widely recognized as independent accounting firm serving leading national organizations.

This recognition will reflect the quality, broad intellectual capabilities, depth of talent, specialized industry expertise, integrity and stature of our firm.

Collaboration will enable our firm to prosper with a unique, sustainable competitive advantage in our market.

**Now,
for tomorrow**



Now,
for tomorrow

For our clients

We create meaningful experiences with our clients to solve their most pressing problems and seize new opportunities.

Our relationships with clients are genuine. We understand their world today and provide insights that shape their tomorrow.

Network members collaborate seamlessly to serve our clients across the globe.

Now,
for tomorrow

For our people

Our profession is dynamic and our network and firms are innovative and growing. This gives team members rewarding opportunities at every stage of their career.

Now,
for tomorrow

For our communities

We are vested in the communities where we live and work, making a difference for future generations.

**Now,
for tomorrow**

For our profession

We share our profession through leadership roles in key organisations.

Our network's global influence makes us outstanding advocates for our profession.



Now, for tomorrow

An introduction to
Baker Tilly International

Global profile



US\$3.4bn

Combined global revenues 6.7%
increase on FY16



147

Territories



796

Offices



33,600

People



125

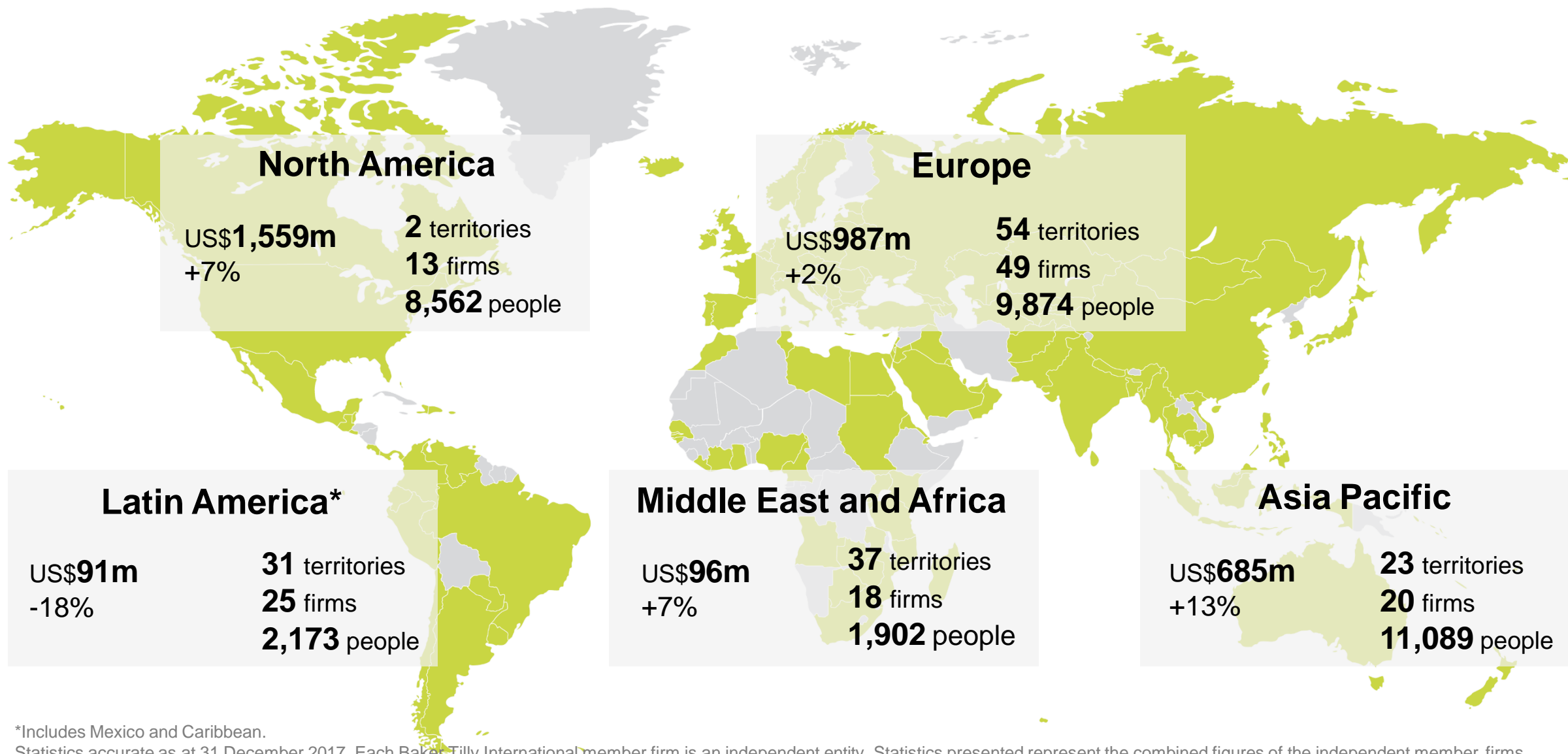
Member firms

Global networks

Source: IAB World Survey, Published February 2018

| Rank | Network | Combined global revenues | % change from previous year |
|-----------|------------------------------|--------------------------|-----------------------------|
| 1 | Deloitte | 38,800 | +5% |
| 2 | PwC | 37,680 | +5% |
| 3 | EY | 31,404 | +6% |
| 4 | KPMG | 26,400 | +4% |
| 5 | BDO | 8,132 | +7% |
| 6 | RSM | 5,095 | +5% |
| 7 | Grant Thornton | 5,004 | +4% |
| 8 | Crowe Horwath | 3,813 | +3% |
| 9 | Nexia International | 3,620 | +13% |
| 10 | Baker Tilly | 3,394 | +5% |
| 11 | Moore Stephens International | 2,908 | +6% |
| 12 | HLB International | 2,369 | +14% |
| 13 | Kreston International | 2,261 | +7% |

Global footprint and regional growth



*Includes Mexico and Caribbean.

Statistics accurate as at 31 December 2017. Each Baker Tilly International member firm is an independent entity. Statistics presented represent the combined figures of the independent member firms. Each member firm reports its figures for its accounting year ending in the 12 months to 31 December.

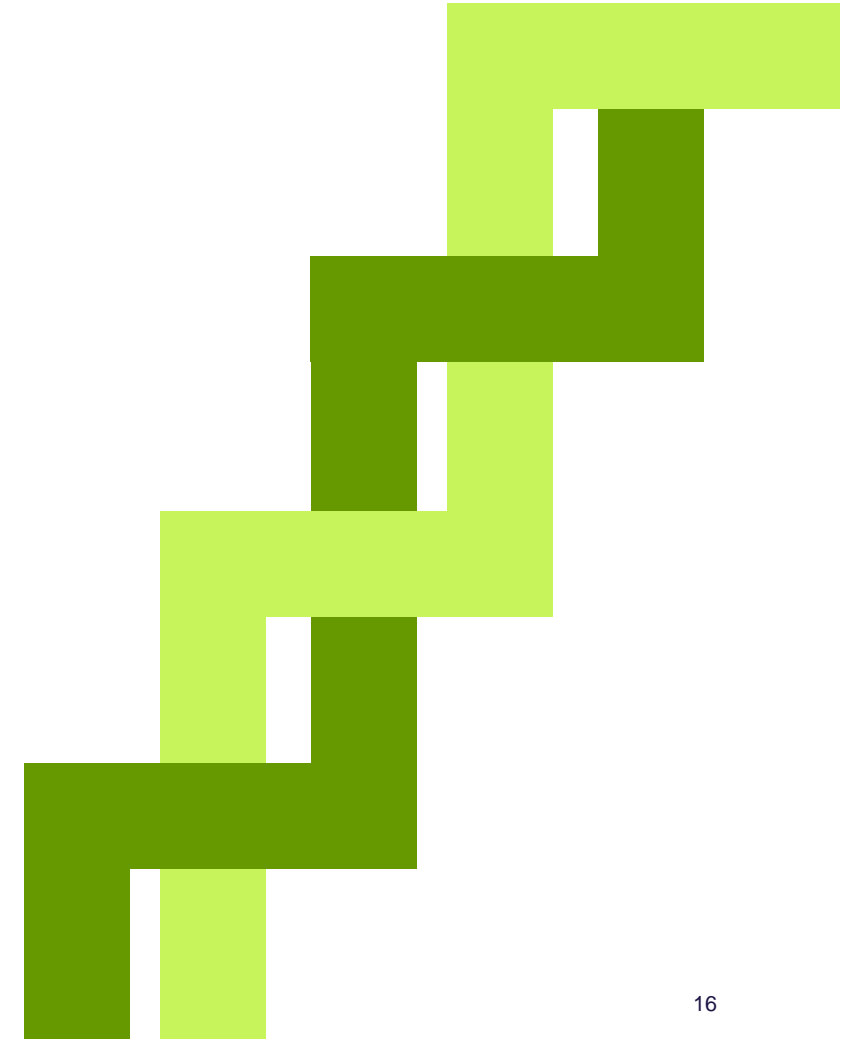
Translating your ambitions into new markets

- **Global reach** and **local knowledge**
 - Language skills
 - Large enough to meet your needs and able to maintain personal relationships
- **Single point of contact**
- Hands on approach with effective **project management, transparency** and **accountability**

Why choose us?

- A **team** approach with **strong relationships**
 - Help us to overcome time and cross border complexities to deliver a quality service to you
 - We operate globally as one team
- Not just **technical expertise**
 - We apply your knowledge to the benefit of your business
- **Tailored solutions** to a diverse range of international challenges

- ❑ Baker Tilly JFC (referred to as “Baker Tilly” and the “Group”), being a part of Baker Tilly Middle East is a firm of Accountants, Advisors & Financial Experts and a premier independent member of Baker Tilly International
- ❑ Baker Tilly currently headquartered in Dubai operates through thirty offices in UAE, Oman, Saudi Arabia, Bahrain, Qatar, Seychelles, Yemen & Syria that are served by multicultural partners from various parts of the globe.
- ❑ The firm started in 1979 in U.A.E. has grown multifold in the last 40 years under a clear strategic vision of the Founder & Chairman of Baker Tilly Middle East.
- ❑ A strong foundation, a dream to grow, a commitment to quality, exceptional client service, technical expertise and above all an international perspective has brought us where we are today.
- ❑ Baker Tilly has a strong presence in niche sectors of practice which include Education, Hospitality, Healthcare, Logistics & Supply Chain Management and Industrial Projects.
- ❑ Our team of over 500 professionals through their widespread knowledge and candour; fosters an enthusiasm for success and have a widespread experience of providing professional services in the Middle East, catering to over 4,000 individual and corporate clients.



Baker Tilly Network in the GCC



| Baker Tilly in GCC | | | | | | | | Other Offices | |
|-------------------------|----------------------|-----------|---------------------|---------|-------------------|--|--------|---------------------|--|
| KINGDOM OF BAHRAIN | Manama – Two Offices | | | | | | | SEYCHELLES | |
| | | | | | | | | YEMEN | |
| KINGDOM OF SAUDI ARABIA | Riyadh | | Al Khobar | | Jeddah | | | JORDAN | |
| | | | | | | | | SYRIA | |
| SULTANATE OF OMAN | Muscat | | | | Salalah | | | Under Establishment | |
| | | | | | | | | LIBYA | |
| UNITED ARAB EMIRATES | Fujairah | Abu Dhabi | Jabal Ali Free Zone | Sharjah | Hamriya Free Zone | Dubai – Two Offices with DIFC (in Process) | Al Ain | MOROCCO | |
| | | | | | | | | | |

Baker Tilly Network In the GCC



6 United Arab Emirates

- Al Ain
- Abu Dhabi
- Dubai
- Jebel Ali Free Zone Area (JAFZA)
- Sharjah & Northern Emirates
- Dubai International Financial Center – In Process

3 Kingdom of Saudi Arabia

- Riyadh
- Jeddah
- Khobar

2 Oman

- Muscat
- Salalah

1 Qatar

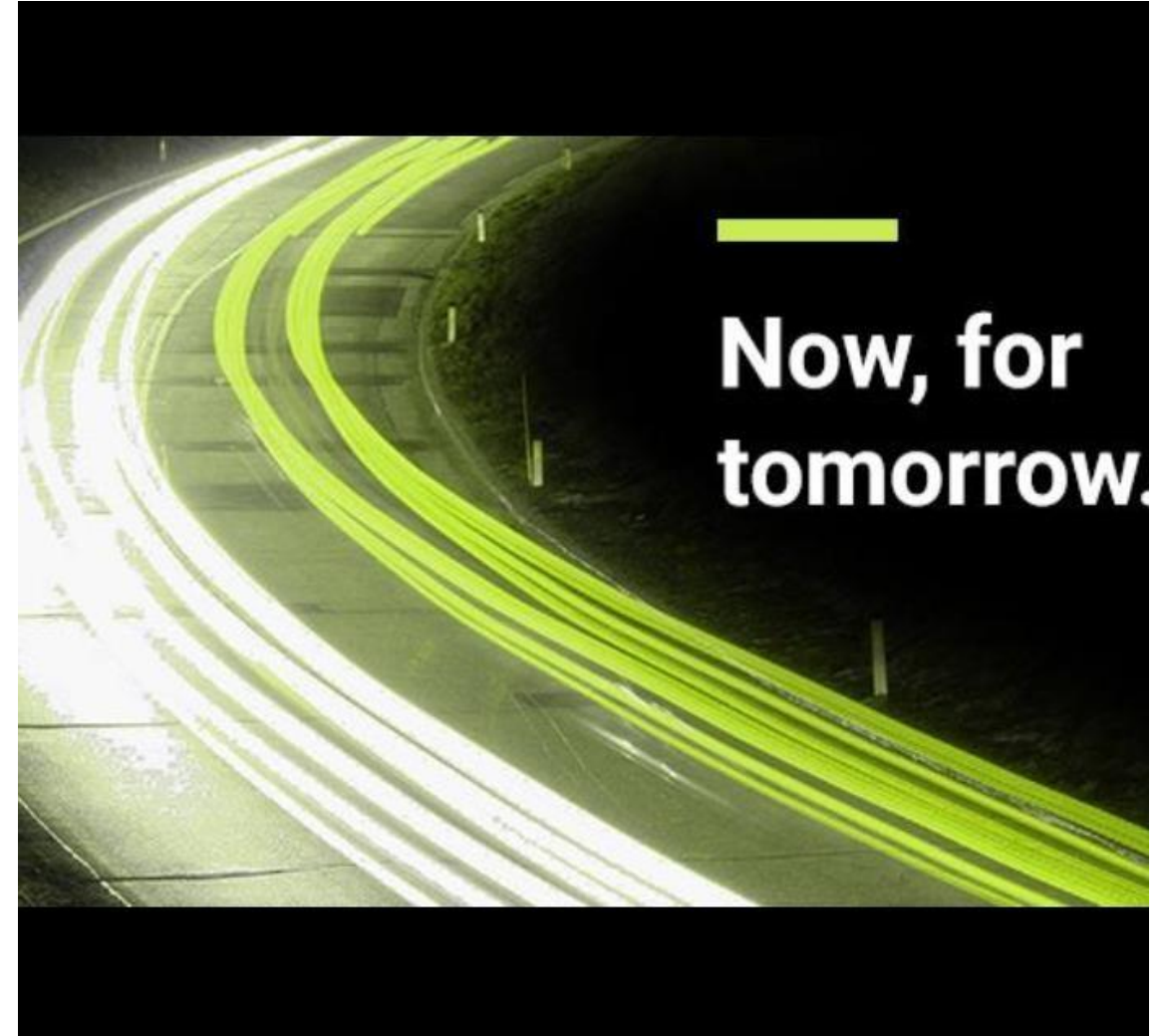
- Qatar Financial Center (QFC), Doha

1 Bahrain

- Manama

Baker Tilly - Saudi Arabia

- Baker Tilly Saudi Arabia currently headquartered in Riyadh and operates through three offices in the Kingdom, Riyadh, Jeddah and Al-Khobar, that are served by multicultural partners and senior directors who have extensive experience in Saudi Arabia.
- A strong foundation, a dream to grow, a commitment to quality, exceptional client service, technical expertise and above all an international perspective has brought us where we are today.
- The firm has grown multifold in the last 4 years under a clear strategic vision.
- Our team of over 100 professionals through their widespread knowledge and professional qualifications fosters an enthusiasm for success and have widespread experience of providing professional services in the Kingdom of Saudi Arabia.
- Baker Tilly has a strong presence in niche sectors of practice which include Education, Hospitality, Healthcare, Logistics & Supply Chain Management and Industrial Projects.



Our Team - Saudi Arabia

| Particulars | Riyadh | Jeddah | AL Khobar | Total |
|--|--------|--------|-----------|-------|
| Number of Offices | 1 | 1 | 1 | 3 |
| Number of Saudi Partners | 1 | 1 | 1 | 3 |
| Number of Senior Directors & Directors | 8 | 1 | 1 | 10 |
| Number of Managers | 10 | 1 | 5 | 16 |
| Number of Professional Staff | 71 | 19 | 48 | 138 |
| Number of administrative & logistics support staff | 5 | - | 2 | 7 |

| Professional Staff Accreditation Summary | Riyadh | Jeddah | AL Khobar | Total |
|--|--------|--------|-----------|-------|
| Number of SOCPA accredited members | 4 | 1 | 1 | 6 |
| Number of CPAs from USA | 9 | 2 | 4 | 15 |
| Number of CA , ACCA from UK members | 3 | 1 | 1 | 5 |
| Number of CPAs from other countries | 3 | 1 | 6 | 10 |
| Other qualifications | 3 | 2 | 2 | 7 |

Our Team - Saudi Arabia

We introduce below the partners and business leaders in the Saudi Arabian practice:



Ayad Alseraihi
Managing Partner

Over 30 Years specialized experience in audits and fraud examination, internal control system, financial and accounting system development and consulting services

Rich experience in several industries including manufacturing, investments, trading, insurance, hospitals, construction, hotels and not-for profit organizations.



Bader Altamimi
Partner
(CPA, SOCPA) Master of Science in Financial Analysis

Over seven years of consulting and auditing experience including Big four international accounting firms in Saudi Arabia.

Extensive experience in different industries including Manufacturing, Investments, Trading, Insurance, Hospitals, Construction, Hotels, ISP and Not-for Profit Organizations.



Majed Alnemer
Partner
(CPA, SOCPA) Master in Accounting

Over 25 years specialized experience in audits and assurance services, valuation and analysis of investments and other consulting services.

Extensive exposure to a wide range of clients in different industries including Manufacturing, Investments, Trading, Insurance, Hospitals, Construction, Hotels and Not-for Profit Organizations



Mago J B Singh
Founder – Principal & Group Managing Partner *FCA, CPA, CMA, CIBA, CRMA, CFC*
M.Sc.(Ind.Engg) MBA

Founded the firm in 1979 and has over 40 Years specialized experience in Audit and Assurance Services, Investing Appraisals, Mergers & Acquisitions, Corporate Planning and Structuring, Industrial Manufacturing, Capital Market Advisory and IPO, Debt & Equity Raising, Feasibility Studies and Business Plans, Project Finance, Valuation and Due Diligence, Strategic Financial Advisory



Hashem Abu Farha
Senior Director
Representative of Baker Tilly JFC Group
(CPA) (JCPA)

Over 30 years of rich experience in industries including Manufacturing, Banking, Investments, Trading, Insurance, Hospitals, Construction, Oil and gas, Hotels, ISP and Not-for Profit Organizations.

Our Team - Saudi Arabia



Mohammad Alkhatib
CPA
Senior Director

Over 30 years of rich experience in audit and accounting services of which 14 years with big four accounting firm in KSA and USA.

In charge for several audits of IFRS reporting clients.



Osama Nobani
SOCPA, CPA, JCPA
Senior Director

Over 35 years of big four rich experience in audit, consultation and taxation in various industries.

In charge for several audits of IFRS reporting clients including listed corporations.

Expert, tax planning, restructuring and transfer pricing



Iyad Alem
Senior Director

Over 30 years specialized experience in audits and fraud investigations, internal control system, financial and accounting system developments and due diligence.



Jamal Sholi
CPA
Senior Director

Over 30 years of rich experience in industries including Manufacturing, Banking, Investments, Trading, Insurance, Hospitals, Construction and Not-for Profit Organizations.



Abdelmuti Abdelhad
CPA, JCPA
Senior Director

He has over 30 years in audit and assurance services, internal audit and advisory services..

Big four international accounting firms experience has given him vast expertise in audit, advisory, accounting and IFRS.

Our Team - Saudi Arabia



Khaled Barahmeh
CPA
Director and IFRS Expert

He has over 14 years of auditing and in-depth knowledge of IFRS.

Big four international accounting firms experience has given him vast expertise in audit and IFRS.



Yazan Odeh
CPA
Director – Assurance

15 years of big four audit experience including experience in an IFRS reporting jurisdiction

Certified public Accountant – USA

In charge for several audits of IFRS reporting clients.



Wassim Alaya
Director & IFRS Expert

Over xx years of rich experience in audit and accounting services of which xx years with big four accounting .

In charge for several audits of IFRS reporting clients.



Robert Brown
CA, CISA
Senior Director

Over 25 years experience in Internal Audit and similar disciplines.

Industry experience including work with Lafarge.

Qualified Chartered Accountant and CISA



Ibrahim Saafin
CBA, CRP (USA)
Senior Audit Manager & IFRS Expert

Over 13 years of rich experience in audit and accounting services of which 10 years with big four accounting .

In charge for several audits of IFRS reporting clients.



Abdullah Al Etaish
SOCPA
Manager

- SOCPA Registered
- More than 6 years of varied experience.
- Expert in Risk Assessment & Internal Audit

Our Team - Saudi Arabia



Assad Isaili
Senior Manager

Over 12 years of big four rich experience in audit and consulting services in various industries including Manufacturing, construction, Investments, Trading, and other.



Amr Barbarawi
CPA
Manager and IFRS Expert

He has over 9 years of auditing and accounting services. Big four international accounting firms experience has given him vast expertise in audit and IFRS.



Muhammad Malik
ACCA (UK), CPA (Pakistan), Master in commerce
Manager & IFRS Expert

Over 10 years of auditing and consulting experience with big 4 international firms.

Vast expertise in audits, IFRS and other financial and management consulting services.

Extensive experience in insurance industry.



Samer Altamimi
CPA
Manager & IFRS Expert

Eight years of audit experience in an IFRS reporting jurisdiction.

Big four international accounting firms experience has given him vast expertise in audit and IFRS.

In charge for several audits of IFRS reporting clients.



Majed Abu Jaber

Senior Manager & Tax Expert

Over 12 years of auditing and tax experience with international firms.

Vast expertise in audits, zakat, taxes and other financial and management consulting services.

Baker Tilly - Saudi Arabia



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Audit and Assurance

- External Audits.
- Statutory Audits & Reviews.
- Financial Reporting Advisory.
- Financial Reporting Support.



Forensic Services

- Dispute Services.
- Investigations.
- Assets Tracing.
- Business Intelligence Services.
- Forensic Technology.



Business Improvement

- Process & Performance.
- Revenue Performance Management.
- Risk and Governance.
- Policies & Procedures.



Growth Program

- Profit Improvement.
- Strategic Development.



Risk Advisory

- Risk Management.
- Fraud Solutions.
- Governance, Risk & Control.
- Internal Audit.
- Performance Improvement.
- Technology Risk Solutions.



Outsourced Services

- Finance & Accounting.
- HR Services.
- Payrolls.
- In-sourcing Services.
- Recruitment Back Office Solutions.



InfoTech Services

- IT Consulting Services.
- Implementation (Oracle EBS, Fusion, JDE, OBI, EPM).
- Software Development.
- Managed Services.
- Enterprise Mobility.



Taxation

- VAT.
- Taxation and Zakat.
- Tax Planning.
- Transaction structuring.



Corporate Finance

- Lead Advisory.
- M&A.
- Private Equity.
- Due Diligence.
- Financial Modelling.
- Valuation.
- Fund Raising and Credit Enhancement.
- Capital Market.
- Project Finance.



Restructuring & Recovery

- Corporate Restructuring.
- Special Investigation.
- Formal Insolvency.



Accounting & Business Advisory

- Management Accounting.
- Payroll.
- Preparation of Accounts.
- Financial Reporting Advisory.



ADNOC ICV Certification

Audit & Assurance

We don't subscribe to the stereotypical view that an audit is a box ticking, legal requirement and merely a formality.

We believe it is a highly valuable exercise to protect your business and encourage it to thrive. It provides a unique opportunity to review not only the finances of your business but also its systems, controls and operations.

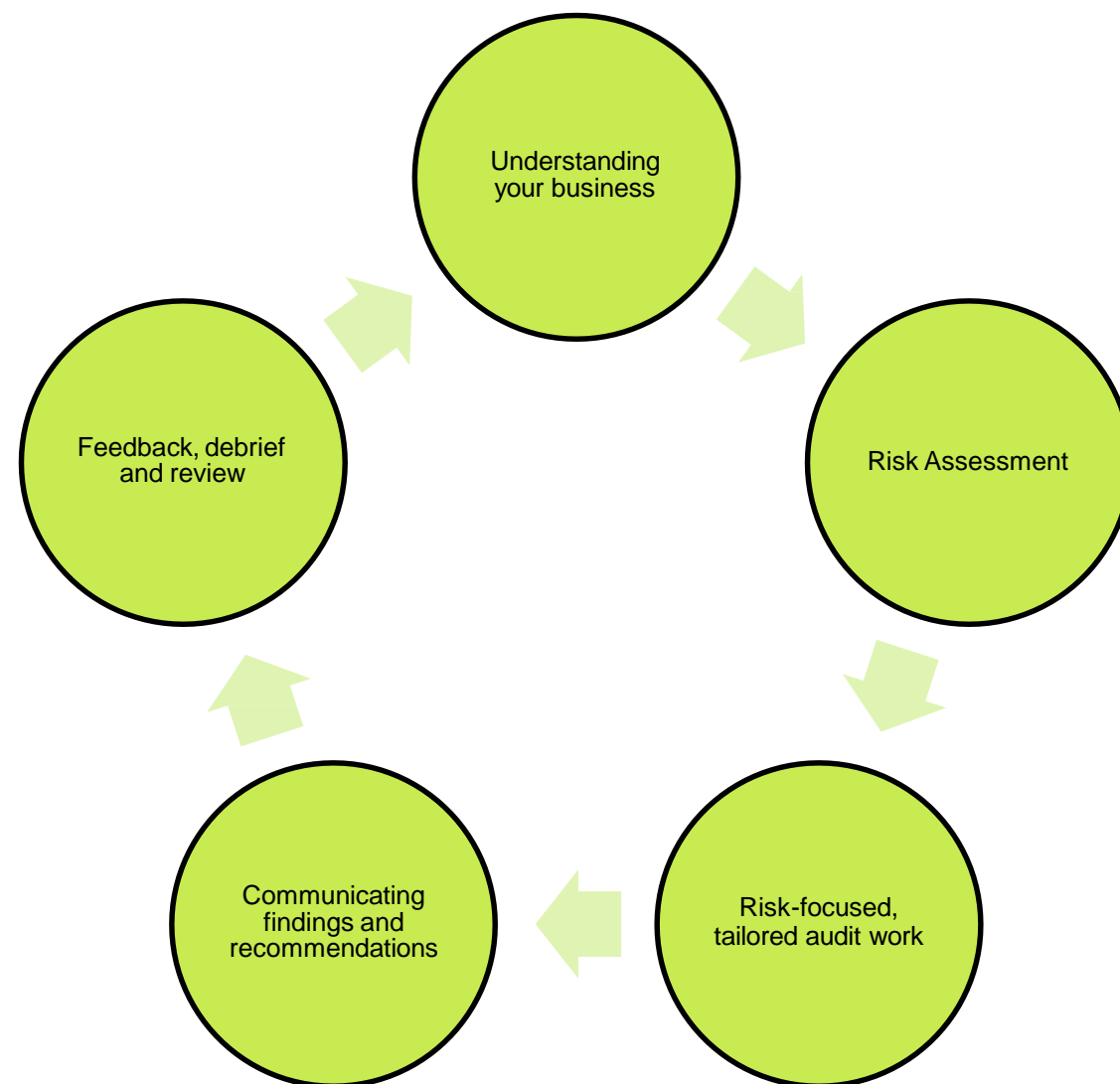
The Baker Tilly approach is risk focused and quality-led. *(See the figure on the right)*

Our audit approach is characterized by clear, timely communication and the pragmatic resolution of issues. You should expect an intelligent, robust audit by auditors who will challenge the status quo and give you constructive feedback and recommendations to enhance your business. We will also update you on relevant financial reporting and related legislative and technical changes.

We believe that an audit is an opportunity, not just an overhead. This attitude is shared by our clients, many of whom choose to have an audit performed by a Baker Tilly network member even where it is not a legal necessity.

Through use of the latest audit tools, techniques, resources and procedures, we deliver robust audit services, adhering to the highest standards of independence, ethics and professional objectivity whilst applying technical excellence. As part of our strategy and commitment to continuous improvement, the quality of audit performance and delivery to clients is regularly assessed through the Baker Tilly International Quality Improvement Program.

As well as financial audit services, we provide a range of additional assurance services including internal audit, information systems and controls assurance, cyber-security, forensic audit and investigation, reviews of historical financial information, compilation of financial statements and a wide range of engagements based on agreed-upon procedures.



Businesses trading internationally need top quality tax advice if they are to prosper in today's competitive global markets.

At Baker Tilly we offer specialists in all of the spheres of tax.

Find out how we guide our clients through today's complex international tax environment by visiting our website and reading more on the below .

- Quality **corporate tax** advice and compliance services is vital, particularly when expanding globally.
- Practical **international tax** structuring and financing is imperative in the current climate for multinational groups.
- Proactive **transfer pricing** planning and robust documentation comes most effectively through global collaboration.
- Agile **indirect tax** reporting comes from consistent processes and tailored advisory.
- Bespoke **global mobility** management helps support business travelers manage their tax and immigration needs.
- Communicative **private clients** services help protect legacies and manage international assets.

Download our mobile application "Tax Mapp"

Tax Mapp

Tax Mapp gives users access to the latest global tax news and content at the touch of a button. Tax Mapp now includes PE Tracker, which is designed to quickly and efficiently detect PE risk.



We help businesses and organizations of all kinds negotiate risk, improve their performances and realize their potential within the unique and dynamic environments in which they do business. Specialists worldwide come together to deliver these services under the following categories:

- Governance, risk and compliance
- IFRS reporting
- Corporate recovery and insolvency.



As the world moves towards global accounting standards, many companies must deal with the issues raised by the need to convert their financial reporting systems to comply with International Financial Reporting Standards (IFRS). The complexities of converting to IFRS pose a considerable drain on time and resources for any financial department, requiring potentially hundreds of hours of work to deal effectively with all matters arising.

Using specialist teams, we can provide training and assistance, managing the complete conversion process for our non-audit clients, ensuring that they have the resource they need, for the period that they need it.

We offer a four-stage process for clients requiring IFRS conversion, including:

- Preliminary fact assessment
- Detailed planning
- Implementation
- Post-implementation review.

Whether it is describing the differences in reconciliations of published accounts or providing a clear audit trail for boards and auditors, our conversion tools and proven methodology can ensure a smooth and painless transition to IFRS.



Sectors Served



Business Support &
Services



Energy & Natural
Resources



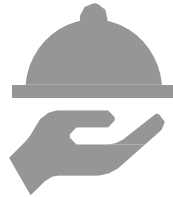
Education



Financial Services



Food & Beverage



Leisure & Hospitality



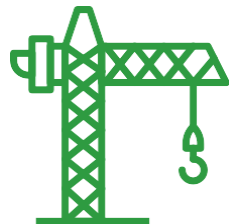
Industrial Manufacturing



Media & Technology



Transport & Logistics



Real Estate & Construction



Retail



Insurance Sectors

CREDENTIALS

This section contains some of our key clients

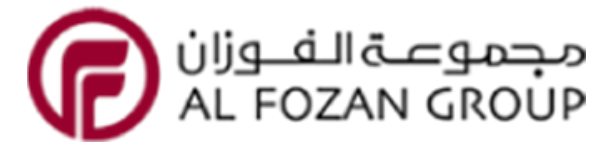
OUR CLIENTS



OUR CLIENTS



OUR CLIENTS



OUR CLIENTS



OUR CLIENTS



OUR CLIENTS



OUR CLIENTS



OUR CLIENTS



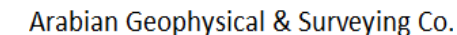
OUR CLIENTS



OUR CLIENTS

- IKTVA CLIENTS

Saudi Aramco has created a program to baseline, measure and support increased levels of Saudization and localization in the Kingdom. The goal of this program, entitled In-Kingdom Total Value Add (IKTVA), is to promote local skills development leading to higher levels of Saudization and local spending to boost the Kingdom's economy, capabilities and supply chain. The IKTVA program requires Saudi Aramco suppliers to report qualitative and quantitative information from which, Saudi Aramco calculates an IKTVA ratio that approximates the percent of spend that remains in Kingdom or develops the Kingdom's supply chain and capabilities. Saudi Aramco requires third party verification of the numbers. **Baker Tilly** was selected by Saudi Aramco as one of four approved auditors for this purpose. The following are number of clients we provided IKTVA certification for:



Thanking You



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bakertilly

now, for tomorrow.