



About KPMG in the UAE

2023

KPMG Lower Gulf Limited

About KPMG

For almost 50 years, KPMG Lower Gulf Limited has been providing audit, tax and advisory services to a broad range of domestic and international, public and private sector clients across all major aspects of business and the economy in the United Arab Emirates and in the Sultanate of Oman. We work alongside our clients by building trust, mitigating risks and identifying business opportunities.

KPMG Lower Gulf is part of KPMG International Cooperative's global network of professional member firms. The KPMG network includes approximately **236,000** professionals in over **144** countries. KPMG in the UAE and Oman is well connected with its global member network and combines its local knowledge with international expertise, providing the sector and specialist skills required by our clients.

KPMG is widely represented in the Middle East: along with offices in the UAE and Oman, the firm operates in Saudi Arabia, Bahrain, Kuwait, Qatar, Egypt, Jordan, the Lebanon, Palestine and Iraq. Established in 1973, the Lower Gulf firm now employs more than **1,700** people, including about **190+** partners and directors across the UAE and Oman.

Our KPMG IMPACT initiative aims to help clients future-proof their businesses amid times of increasing focus towards issues such as climate change and social inequality. The goal is to help them achieve success across **17** major Sustainable Development Goals (SDGs) and become more resilient and socially conscious.

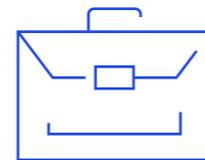
As we continue to grow, we aim to evolve and progress, striving for the highest levels of public trust in our work. Our values are: **Integrity**: We do what is right; **Excellence**: We never stop learning and improving; **Courage**: We think and act boldly; **Together**: We respect each other and draw strength from our differences; **For Better**: We do what matters.

To meet the changing needs of our clients, we have adopted an approach aligned with our global purpose: Inspiring Confidence, Empowering Change. Our three pillars – **exceptional quality of service, an unwavering commitment to the public interest, and building empowered teams** – are the foundation of our firm.





Our services



Advisory

Deal advisory

Our deal advisory practice comprises experienced investment professionals who skilfully assess how opportunities to buy, sell, partner, fund or fix a company can add and preserve value. This includes restructuring, debt advisory and mergers and acquisitions.

Our offerings

- Buying a business
- Selling a business
- Fixing a business
- Funding a business
- Public Private Partnerships
- Mergers and acquisitions
- Valuations
- Integration and Separation
- Capital markets
- Major Projects Advisory
- Infrastructure and debt advisory services

Management consulting

Our teams offer deep industry and technical knowledge and market-leading tools to deliver tailored solutions across a range of business and industrial sectors. We assist our clients make better decisions, rationalize costs, enhance organizational effectiveness and develop appropriate technology strategies.

Our offerings

- KPMG Global Strategy Group
- Operations and Supply Chain
- People and Change
- Portfolio, Program and Project Management (PPPM)

Risk consulting

Our risk consulting practice helps organizations apply a risk lens to corporate strategy. Solutions with particular current market relevance include internal audit of the future, major project advisory, IFRS conversion and anti-money laundering.

Our offerings

- Forensic
- Accounting and Finance
- KPMG Managed Services
- ESG and Sustainability Services
- Governance, Risk and Compliance
- Regulatory and Risk Services

Technology consulting

Our digital skills help clients execute transformation strategies with the technology best suited to their business, data and information requirements.

Our offerings

- KPMG Lighthouse
- Digital and Customer Transformation
- Cyber Security
- Enterprise Solutions and Cloud Transformation



Audit

An independent audit is the foundation for decision-making in capital markets. Stakeholders seek responsible and objective opinions from independent auditors.

Our audit approach is underpinned by quality, integrity and insight. It is driven by a deep understanding of our clients' needs and a passionate commitment to audit quality.

Our offerings

- Financial statement audit
- Audit data and analytics
- Assurance
- KPMG Global IFRS Institute



Tax

Changes in law, practice, or in the approach of tax authorities – in the UAE, Oman and across the globe – can have major ramifications. From company set-up to cross-border and transfer pricing solutions, we work with a wide range of national and multi-national organizations to deliver effective tax solutions.

Our offerings

- Indirect Tax
- International Tax Services
- Global Mobility Services
- Corporate Tax in the UAE
- Mergers and Acquisitions
- Transfer Pricing Solutions



KPMG in the Middle East: awards



Forbes Middle East

Middle East's Top 50 Expat CEOs in the UAE

Service Provider of the year

Middle East Insurance Industry Awards 2019

Procurement Consultancy Project Award 2018

CIPS Middle East Supply Chain Management Awards

Best Financial Advisory Team

Capital Finance International, GCC 2019,2022

Nader Haffer included in a piece "Most Influential Arabs" 2022.

Arabian Business Magazine

Number one in Innovation, Process Management, Change Management, M&A, HR, Lean & Six Sigma. 2020

Consultancy-me Top consultancy firm – Middle East

Best Audit Services

MENAIR Insurance Awards 2016-2022

Best Audit Service 2013-2016

MENA Fund Manager Awards

Best Research and Consultancy Firm

MEA Finance Awards 2020

Leader in Business Consulting 2017

IDC UAE

Pharma, Medical and Biotech M&A Financial Advisor of the Year Winner 2018

Middle East M&A Awards

GCC Transfer Pricing Firm of the Year

Top tier firm – GCC region - The International Tax Review's 15th European Tax Awards 2019





Our corporate social responsibility initiatives

Our commitment to protecting and enhancing our society is apparent in the list of initiatives we have taken on over the past few years. We support various charitable organizations and actively take part through donations, volunteering and educational initiatives.



Knowledge partner for World Government Summit 2019-2024 (UAE Prime Minister's Office)



Disaster relief funds – Syria, Philippines, Kerala



Year-round partnership which deepens the reach and impact of several programs and initiatives for Special Olympics UAE and Special Olympics MENA



Ramadan care packages (One Billion Meals initiative)



Partnership with the ADGM Academy, HRA and ADAA to develop the Pre-Audit Qualification Training framework

Inclusion & Diversity

We believe an inclusive culture, which values diversity, leads to better decision-making, drives greater creativity and innovation, better meets the needs of our clients and is more motivating for our people. As a signatory to the UN Global Compact Principles and UN Women's Empowerment Principles, we're committed to eliminating discrimination in employment and occupation, and empowering women in the workplace, marketplace and community. These principles lay a foundation for our efforts to create a world where everyone is treated fairly and gender, race and identity are not barriers to fulfillment.

Our commitment to being inclusive isn't a tactic. It's a belief, a celebration of difference, and a moral imperative. It's how we work and who we are.

The three principles underpinning KPMG Lower Gulf's inclusion & diversity action plan are:



Promote an inclusive culture, built on trust



Educate to encourage empathy in the workforce



Advocate for equality

KPMG Lower Gulf is proud to have signed the Gender Equity Acceleration Pledge with the UAE Gender Balance Council

We empower people to be themselves and respect others – it's central to our values and beliefs. This inclusiveness is something we have lived and breathed throughout our history. We believe in a future where everyone feels included, no matter where they work or live, and diversity is embraced.

In short, we are the sum of our people and their stories. We believe an inclusive future is a better future for all. It's who we are.

Contact us

**Emilo Pera**

CEO, Senior Partner
KPMG Lower Gulf Limited
t: +971 4 4030 323
e: emilopera@kpmg.com

**Talal Cheikh Elard**

Partner I Head of Clients and Markets
KPMG Lower Gulf Limited
t: +971 4 4058 319
e: talalelard@kpmg.com

**Chucrallah Haddad**

Partner I Head of Advisory Services
KPMG Lower Gulf Limited
t: +971 50 4450 135
e: chucrallahhaddad@kpmg.com

**Osama Harmouche**

Partner I Head of Audit
KPMG Lower Gulf Limited
t: +971 2 4018 356
e: oharmouche@kpmg.com

www.kpmg.com/ae

Follow us on:



@kpmg_lowergulf

The information contained herein is of a general nature and is not intended to address the circumstances of any particular individual or entity. Although we endeavor to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act on such information without appropriate professional advice after a thorough examination of the particular situation.

The KPMG name and logo are registered trademarks or trademarks of KPMG International. Designed by Creative UAE
Publication name: About KPMG in UAE
Publication number: 2361
Publication date: January 2023