



keypoint

**Management Consulting
in the Kingdom of Bahrain**

Management Consulting

In today's fast-moving business landscape, leaders, investors and stakeholders face rapidly evolving and often interconnected challenges across strategy, operations, finance and management. Our management consulting practice supports clients in navigating these complexities by cost-effectively and efficiently identifying the critical drivers that unlock sustainable corporate value.

One key focus area is to develop clients' processes to better align organisations with ever-changing markets. We work closely with clients to assess current business and operating models, understand commercial complexities, identify areas of improvement and implement tailored, results-driven solutions.

Our specialist team uses its extensive management consulting experience across industries to optimise organisation functions, including strategy, finance and operations. We focus on developing and delivering results through integrated, comprehensive business solutions across four key areas: value creation, market entry, corporate finance and organisation optimisation.



We also provide a selection of management consulting solutions from our offices in Saudi Arabia.

Corporate finance

Our corporate finance solutions empower directors and executive teams to confidently make value-enhancing decisions on financing and capital efficiency. We provide expertise across business valuations, deal strategy, capital raising and structuring, corporate turnarounds and mergers and acquisitions:

Valuations and advisory

Determining the fair value of an asset, investment or company – by applying the most appropriate valuation methodologies – gives stakeholders the insight required to make informed decisions, manage risks and enhance overall value. Our experienced team has developed valuations across multiple geographies, industries and asset classes.

Financial strategy

Business failures often stem from an inability to execute strategy effectively. We examine revenue and working capital performance, developing clear, dynamic, implementation-ready budgets. Our team also develops robust financial plans, helping companies to increase financial stability, manage risk, optimise capital efficiency, increase investor confidence and support long-term growth.

Mergers and acquisitions

To successfully transition from valuation to negotiation to exchange to post completion, strategic growth decisions require thorough advisory and due diligence. Our team's customised approach helps clients, on either the buy or sell side, assess deals, maximise value and facilitate deals. We also advise clients on regulatory formalities.

Value creation

We work closely with clients at every stage of the business lifecycle to unlock value and enhance operational efficiency. Our focus includes designing and executing transformation plans, accelerating revenue growth, and optimising costs, cash flow and working capital to strengthen profitability.

Our value creation solutions include:

Financial performance optimisation

Increasing efficiency, reducing waste and allocating resources where they will be most effective can help maximise competitive advantage and profitability. Our teams develop models that help identify optimal solutions.

Impact assessments

Impact assessments are constructed around "what if" scenarios, helping to identify key business drivers and assess how a specific activity or change may impact an organisation. We have assessed impacts for clients operating locally and regionally.

Investment strategy

We help organisations design and implement clear, disciplined investment policies and governance frameworks. Our approach includes assessing current financial objectives, identifying risk tolerances, establishing asset allocation guidelines and defining oversight and reporting standards. By combining leading practice with an organisation's strategic goals, we deliver comprehensive investment frameworks that support sound decision-making, enhance transparency and promote long-term financial sustainability.

Organisation optimisation

We deliver a comprehensive suite of solutions that elevate business operations through the application of leading practice and tailored management methodologies. Our focus is to enable organisations to achieve operational excellence, enhance performance and unlock greater efficiency.

Our organisational optimisation solutions include:

Process design and optimisation

Our experienced teams create – and continually improve – efficient workflows so that productivity is maximised, costs are reduced and quality is enhanced. We develop comprehensive manuals for all organisational functions, detailing policies and procedures for each process in alignment with leading practices and regulatory requirements.

Organisational review

By aligning strategic goals with internal operations, governance, structure, culture, technology and talent, we help organisations articulate strategy and develop target operating models that support operational efficiency and help impose governance and performance measurement, customer centricity, technology enablement and resilience.

Customer experience enhancement

Positive customer experiences build loyalty, fuel word-of-mouth referrals and can supercharge revenue growth – while just one negative experience can turn a customer away forever. Understanding how to improve your customer service and product offering are essential to maintaining a competitive edge in today's market.

Market entry

Market entry encompasses the strategic planning and execution required to introduce a product or service into a new market, establish a market presence and achieve commercial objectives. Using our extensive market knowledge, we advise clients on new initiatives and transformations by analysing supply and demand dynamics and assessing financial viability.

Our market entry solutions include:

Market research and assessment

Market research provides insight into customer needs, market trends and competitive dynamics of a product or service, enabling informed decision-making and strategic planning. Our regional footprint has empowered us to deliver market research and a wide variety of other relevant surveys in Bahrain and the wider MENA region.

Feasibility studies

By assessing the expected value and viability of a potential business venture, feasibility studies help avoid costly mistakes, build a common understanding of fundamental value drivers and identify (and so prioritise) pathways to success.

Business plans

Effective business plans can be a significant contributor to long-term business success, helping to secure finance, prioritise efforts and develop business strategies and operating models. Our management consulting team has developed a range of business plans for organisations across the MENA region in a wide variety of economic sectors.

Our management consulting subject matter experts



Rami Al-Jallad
Senior Director

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An innovative, visionary and highly dynamic advisor with significant asset management expertise and a proven track-record of managing investment portfolios, land banks, valuations and other transactions, Rami has devised and successfully delivered outstanding sales, marketing and campaign strategies at board level for leading organisations.

An inspirational leader with first-class analytical, research and strategic skills and with the ability to identify and capitalise on opportunities to reduce risk, raise company profiles, increase market share and boost revenue, Rami is a resourceful, results-orientated professional with extensive networking and negotiation skills. A bilingual Bahraini with a master's degree in banking and finance, Rami has led our MC function since 2014.



Naser Miludi
Advisor

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Naser has deep expertise across a range of financial advisory services including mergers & acquisitions and capital markets. In a previous role as an investment banker with a hydrocarbon-focused financial institution, he originated, managed and executed a variety of deals while also structuring complex financial solutions, such as cashflow-based acquisition financing, management buyouts/ins, project/working capital and real estate financing and syndicated loans. Naser also has significant 'Big 4' experience – where he focused on corporate finance – and began his career in the internal audit and operations management function of a renowned international reinsurance firm headquartered in Bahrain. He has an MBA from the University of Gdansk (Poland).



Jay Patel
Senior Manager

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An experienced management consultant who has worked with top-tier firms across Asia and the Middle East for over 14 years focusing on corporate finance, transactions and strategy, Jay has led financial and strategic transformation projects across industry sectors including consumer goods, financial services, manufacturing and technology. With a "Big 4" professional services firm background, his areas of expertise include business plans, feasibility studies, valuations, financial models, synergy assessments and cost optimisation studies, as well as go-to-market strategies.

Jay has an MBA from The International Management Institute (TIMI) (Belgium), as well as master's and bachelor's degrees in commerce from the University of Pune (India).



Mohamed Hamza
Senior Manager

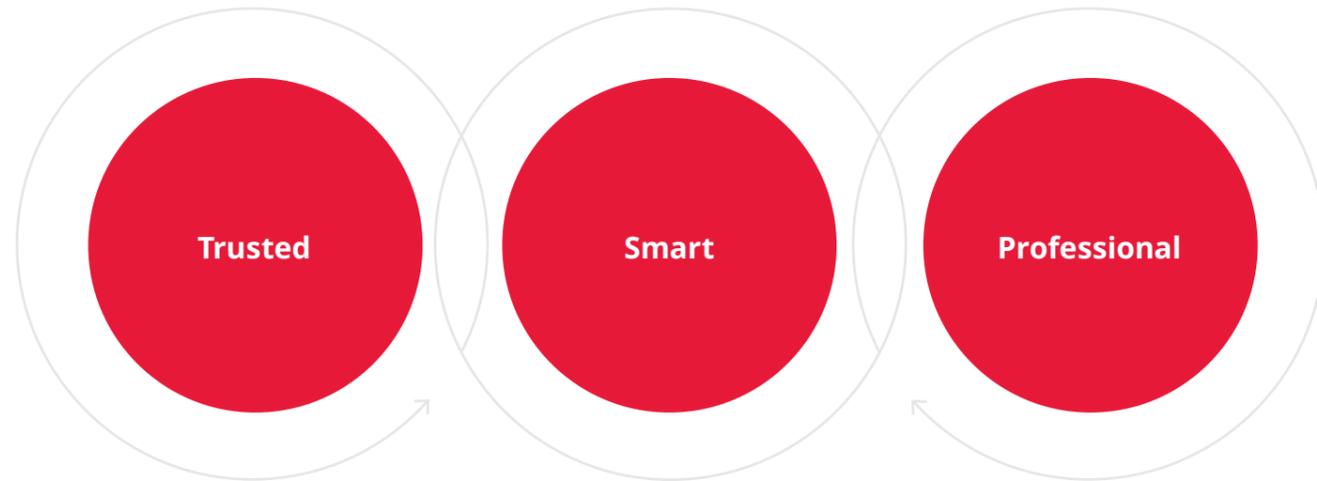
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Mohamed Hamza worked across business advisory and valuations – within leading financial institutions and international professional services firms – for approximately a decade in one of the Arab world's leading economies, developing deep expertise across high-profile sectors including petrochemicals, insurance, food & beverages, healthcare & pharmaceuticals and steel. Since joining Keypoint, he has advised a range of business wishing to establish a presence in Bahrain, including wholesale banks, crypto-businesses and investment and insurance companies. Mohamed has also assessed the feasibility of real estate development projects.

Fluent in Arabic and English and a candidate for CFA level III, Mohamed has an MSc in finance and accounting from the University of Westminster (UK) and a BA in economics (with a minor in business administration) from the American University in Cairo (Egypt).

About Keypoint

Founded by Wajdi Al Jallad (who remains the group's managing director) in 2006, Keypoint are trusted business advisors, allowing clients to focus on their core competencies. Across the Keypoint group of companies, our team of over 100 experienced professionals – who have degrees in the fields of law, information technology, banking & finance, accounting, economics, management, HR and business administration - include members of the Institute of Chartered Accountants, the Institute of Chartered Financial Analysts, the Institute of Internal Auditors, the Association of Chartered Certified Accountants, the Institute of Management Accountants, the Chartered Institute of Personnel and Development, the Chartered Institute of Taxation and the Institute of Certified Fraud Examiners. Our culture - drawing on our deep knowledge and experience which empowers us to provide creative, efficient solutions to complex business challenges - reflects our business values:



Reliability, integrity and confidentiality are cornerstones of our business philosophy. Your reputation is our reputation - we take great pride in both.

- We focus on quality.
- We get the job done.
- We communicate effectively.

We love challenges. Working together as a team, we offer fresh perspectives to help our clients stay one step ahead.

- We solve problems.
- We innovate.
- We are responsive.

Knowledge informs, experience guides and creativity helps see around obstacles. We support our clients throughout every stage of their business journey.

- We share our knowledge.
- We apply our experience.
- We value creativity.

We offer our clients the highest level of quality and professionalism. Our comprehensive range of tailored professional business solutions supports commercial success and aligns operations with international leading practice and local regulatory requirements.

Appropriately qualified and experienced consultants are carefully matched to clients and specific business needs. Our team will be with you throughout your evolving business journey, fully supported by professionals who specialise in regional business, multi-lingual settings and local regulatory environments. Our work products are quality assured through a review process involving supervisors, managers and directors.

The Keypoint group has offices in the Kingdom of Bahrain, the Kingdom of Saudi Arabia and the Hashemite Kingdom of Jordan, offering solutions according to market demand.





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