



Astute's Risk Advisory Services

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

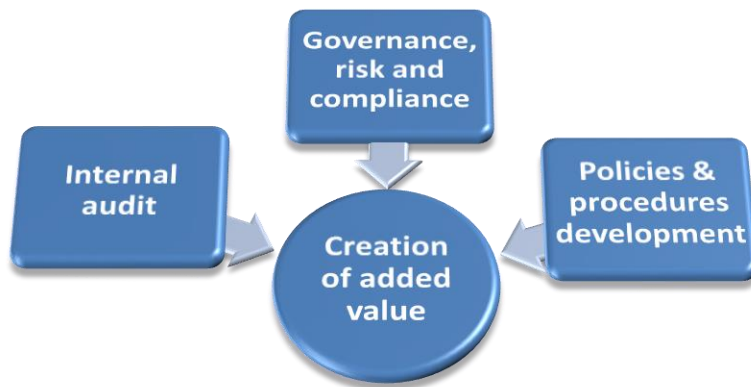
- ✦ Exceeding the **client expectations** - value added services
- ✦ **Quality** in services we render - service a client with quality, due care and diligence.
- ✦ **Client relationship** - committed to a long term relationship as client's trusted professional adviser.
- ✦ Establish a **strong reputation**, 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 risk advisory practice

Our Risk Advisory Services (RAS) 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 RAS team. RAS team has significant depth of industry experience and commercial focus best suited to your organization. RAS team is an integrated multi-disciplinary team comprising experts in Internal Audit, Policies and procedures preparation & Governance and Compliance.

Astute’s RAS offerings include:



Internal Audit

- Internal audit
- Internal controls review

Governance, risk and compliance

- Review of Board performance
- Entity wide risk assessment
- Contract and other compliances

Policies & procedures development

- Development of policies & procedures manual
- Review of existing policies and procedures





Value added from our internal audit services

Our internal audit practice provides independent appraisal and review on the internal control system established by management. It objectively examines, evaluates and reports on the adequacy of internal control as a contribution to the proper, economic and effective use of resources.

How do we support you

- By identifying gaps where procedures and controls are not properly designed
- By identifying cost reductions and process improvement opportunities
- By supporting the senior management oversight responsibilities.
- By providing early warning, enabling deficiencies to be identified and remediated on a timely basis prior to external, regulatory or compliance audits
- By identifying redundancies in operational and control procedures and providing recommendations to improve the efficiency and effectiveness of procedures
- Assisting management with identifying and prioritizing areas or processes that require attention and audit focus
- By verifying proper safeguards are available to protect assets from theft and loss
- By providing reliability and integrity to financial and operational information





Risk management services

Enterprise risk management (ERM) is a structured, consistent, and continuous risk management process applied across an entire organization that allows companies to better understand and address material risks.

The implementation of ERM can facilitate better capital resource allocation decisions, increase operational efficiency, and enhance a company's risk control efforts to support critical strategic, compliance, and governance initiatives. Astute can help your organization apply an integrated approach to identifying and assessing business-critical risks, evaluating existing risk management infrastructure elements, and constructing continuous, in-depth ERM processes.

Risk management should be embedded within the culture of the organization so that everyone is focused on managing and optimizing risk.

Astute's ERM specialists analyse risk from an integrated perspective, exploring risk relationships within your organization to create a more sophisticated understanding of your company's material risks.

ERM can help protect and enhance the value of any sized organization. The concepts are not new. ERM is a natural progression of the risk management discipline that involves improving interdepartmental communications, considering relationships between risks, and ensuring that significant risks receive appropriate attention within the organization and its governing bodies.

We know that a one-size-fits-all approach does not work. Each organization has their own capabilities, goals and focus areas. We help client organizations find a process that works for them. We ensure that knowledge gained in any ERM exercise transfers to the client.

How do we support you

We provide a complete solution to meet clients' risk managements needs, including the following:

- Enterprise-wide risk identification and assessment
- Risk quantification and capital allocation model development
- Risk mitigation and risk based decision making
- Supporting risk-based strategy formulation
- Establishing risk appetite/tolerance
- ERM Policy Development
- End-to-End ERM Design & Implementation
- Business network and supply chain risk management
- Develop business continuity, crisis management, and emergency response plans





Value added from our risk management services

Our Risk Advisory practice helps organizations to overcome risks that hinder organization's objective. The ultimate goal is to link risks to strategic objectives

How we add value

- By aligning controls with related risks .
- By acting as a deterrent to any employee who otherwise seeks to exploit a control system for their personal advantage.
- By increasing reliance of external auditors and reducing the costs of external audits.
- By making the organization process-dependent instead of person-dependent
- Elimination of time and cost associated with sourcing, hiring, training and retaining skilled personnel in noncore competency areas





Corporate governance services

Due to the increase in no. of scandals in the past years and recent financial crisis the need for significance of robust corporate governance system has increased.

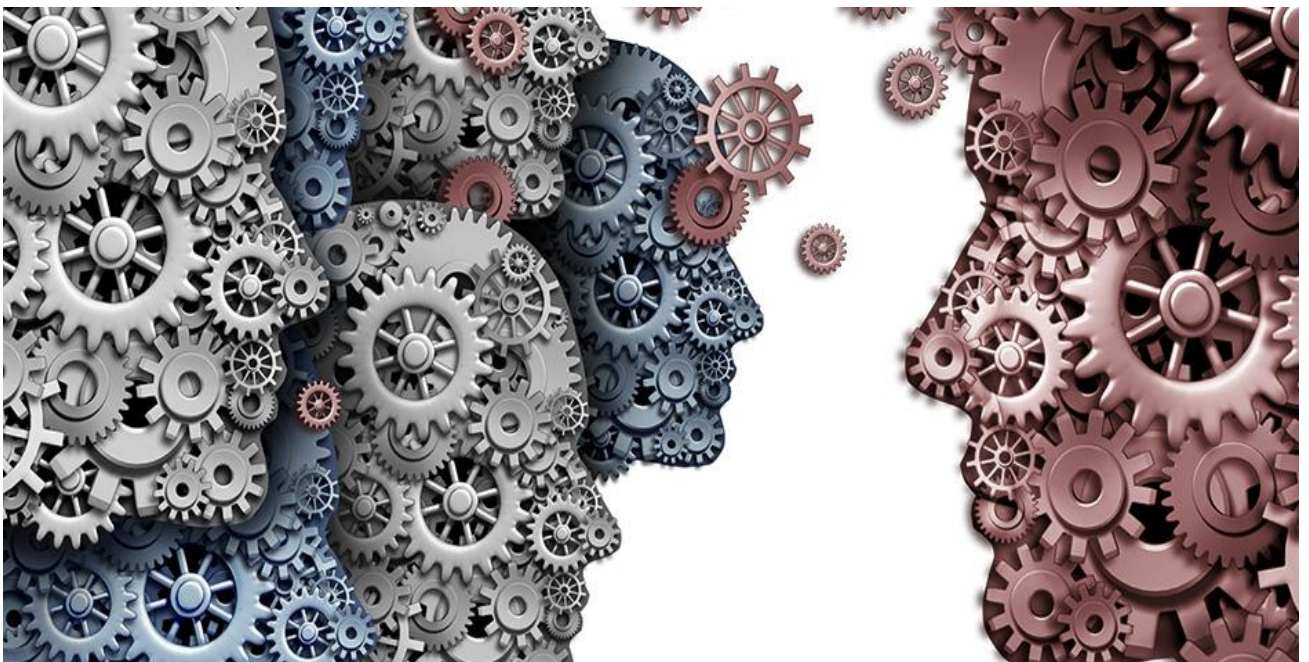
The need for sound corporate governance

The owner of a small company may keep it running smoothly and successfully with a minimum of formal structures. But once a company reaches a certain size or state of complexity in its business, then it needs something more to keep it moving in the right direction, whether that means:

- Growing in a controlled manner
- Branching out into other products and services
- Finding international partners
- Merging with other companies

Corporate governance is intended to increase the accountability of your company and to avoid massive disasters before they occur. Below are the key benefits of solid corporate governance system

- Increase in shareholder's confidence
- Develops positive relationship with non-shareholder stakeholders
- Responsibilities of the board are clearly outlined
- Promotes ethical business practices





Value added from our corporate governance services

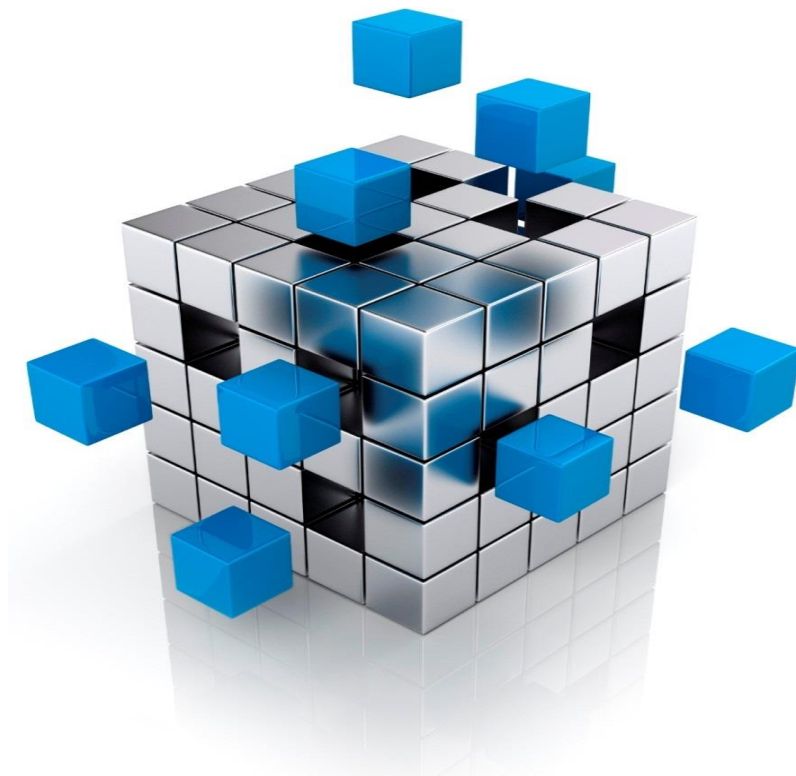
Our approach to governance is founded on the belief that the governance framework must fit the organization and that one size does not fit all situations. We treat every governance project as a distinct and unique situation, and tailor our approach and recommendations accordingly

We will ensure regulatory compliance and corporate governance, as it is critical to managing risk and increasing shareholder value.

How do we support you

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

- Review of your existing corporate governance framework and practices
- Board Composition / Performance Evaluation
- Fiduciary duty issues
- Listing and exchange rules
- Corporate responsibility and legal compliance
- Advising on best practices
- Preparing and delivering board retreats to ensure goals are set and achieved
- Developing specific tools to manage the Board's responsibilities
- Profiling Director competencies and characteristics
- Training and coaching chairs, directors and complete Boards
- Facilitating strategy development for Boards and senior executives
- Executive Succession Planning
- Crisis Management & Business Resilience





Value added from our compliance services

Our compliance services are designed to provide comfort to your business from third party suppliers, customers or any business partner in the value chain.

How do we support you

Our team, consists of professionals from various background who posses the necessary expertise which suits your business. Our compliance services are tailor made according to your business needs.

Some of the services we provide includes:

- Compliance with royalty and licensee contracts
- Volume and rebate compliance
- Compliance with applicable laws & regulations
- Compliance with distributor's contracts
- Anti money laundering compliance
- Foreign corrupt practice compliance
- Compliance with DFSA laws and regulations
- Other bespoke compliances





Polices & procedures preparation

Sound policies and procedures are key elements to consistency throughout your company. If you are having difficulty creating a user-friendly policy manual, or keeping on top of updates, consider utilizing Astute's policy manual preparation services.

While it is a necessity to have policies and procedures in place in your organization, your company is unique and thus requires a unique approach to its operation manuals. Using a standard set of policies to implement in your company can prove ineffective and even damaging and destructive to your company.

Our policies and procedures preparation services are developed around your company's own reviewed and amended procedures and culture to ensure that it fits in well with the employees and the company's work culture. We will work together with you and the policy makers of the company to pen down the precise nature of your business processes and present it in a well-planned, tested, reviewed and amended business process document which can be followed and understood by all level employees

How do we support you

We provide a complete solution to clients' policies and procedures needs, including the following:

- Developing customized and tailor made policies and procedures
- Developing manual perceived from end user's perspective
- Minimizing usage of technical jargons
- Using illustrations, graphics or images wherever required for better understanding
- User friendly navigation theme including cross referencing
- Developing manuals in a coherent and standardized manner.





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

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Iqbal is a member of the Association of Chartered Certified Accountants (UK), a member of institute of Internal Auditors (USA) and also holds Certified Internal Auditor (USA) certification. To cater the local needs of UAE he has also obtained national chartered accountant qualification of the UAE "UAECA".

He has extensive practical experience of about eight years which includes serving Big Four Audit Firms in the past. He has been serving the UAE market since 2011. His diverse portfolio of services includes internal audit, external audit, risk management, corporate governance, compliance, accounting and internal controls implementation.

During this association with the profession he has served various industries including banks and financial institution, manufacturing, real estate, trading and media service providers which acquainted him with local laws and other industry specific regulations. He has proven track record of providing a consulting service, advising management on how to improve systems and processes.

Specialties: Risk management, Internal controls, Money laundering reporting, Internal audit, ERP implementation, olicies procedures manuals, Financial accounting, IFRS, IIA standards and local laws and regulations.

Detailed information available on
www.astuteme.com