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insights

Integrity
Competence
Professionalism

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What We Do

At Insights, we have multi-disciplinary skills to address a range of services that our clients require in dealing with composite matters in the areas of Financial and Risk Advisory, Tax Advisory, Corporate Finance and Deal Advisory, Real Estate Advisory, Management Consultancy, Customized Research Services and Other Specialized Services.

We work with our clients to provide advice and assistance in developing and implementing the most suitable business strategies sufficing their particular needs.

At Insights, we bring much needed capabilities and deep local expertise to address your needs, your stakeholders expectations and to cater your regulatory obligations.

We serve our clients at every level of their organization, whether as a trusted advisor to top management or as a hands-on coach for front line employees.

Our exclusive performance methodologies and analytical tools enable our clients to run their business more effectively and efficiently.

We love our business

Our diversified strategy experience and analytical expertise help to ensure that businesses build the right capabilities for insights that enable us to take better decisions and create value preposition for our valued clients.

Client Service Standards

Our conviction towards accomplishment of excellence in client service is well regarded in the industry. With this focus, extensive client service standards are designed to fulfil our professional responsibilities to the satisfaction of our clients.

Following standards are being practiced to ensure highest quality services:

Determine and Comprehend on each independent service engagement, nature of client's business needs and directly ascertain their expectations for our performance.

Formulate client service objectives to develop plan accordingly and execute to meet our client expectations.

All-Inclusive and Cohesive Multi Disciplinary Approach is adopted towards the execution of assignments to meet the client's specific needs.

Establish Effective Communication both internal and external, to enhance clients' perceptions of the value and quality of our services.

Positive, Imaginative and Constructive approach while maintaining our integrity.

Broaden and Strengthen client relationships while sustaining a vigorous growth in various industry segments.

We capture values across organizational boundaries

We care for our clients' business as our business. We always think and act like business partners, not the mere academic advisors to our clients.

We share our clients' aspirations, work to understand their reality, and align our incentives with their objectives to ensure that we're in this together.

Vision and Values

Our Vision

We strive hard to attain standard of distinction by:

Being the first choice of the most sought after clients, inclined by our keenness depicted through our professional efforts to provide exceptional, timely and value for money services to help our clients make best business decisions.

Providing clients with 'One-Stop Solution' for all their financial advisory, taxation, management consulting, research, and regulatory requirements.

Guiding our clients through business challenges by understanding their specific needs and bringing together the experienced, knowledgeable and expert professionals to address them.

Vision and Values

Our Values

Our core values represent the principles we are committed to - they define what we stand for as a management consultancy and the same is practiced in our day-to-day work and decisions.

Following values are integral part of our professional culture that is strictly followed in letter and spirit:

I	O	C	P	P	R
Integrity	*Objectivity and Independence*	*Credibility and Commitment*	*Professional Client Relationships*	*Progressive Service Approach*	*Respect Individuals and Work together*

Our Service Domain

Maximizing the effectiveness of Consultancy Services

Our passionate consultants go beyond being traditional advisors; help clients develop unique solutions to address their complex business challenges.

Our highly customized teams bring each client a combination of deep industry knowledge and expert perspectives on the challenge at hand.

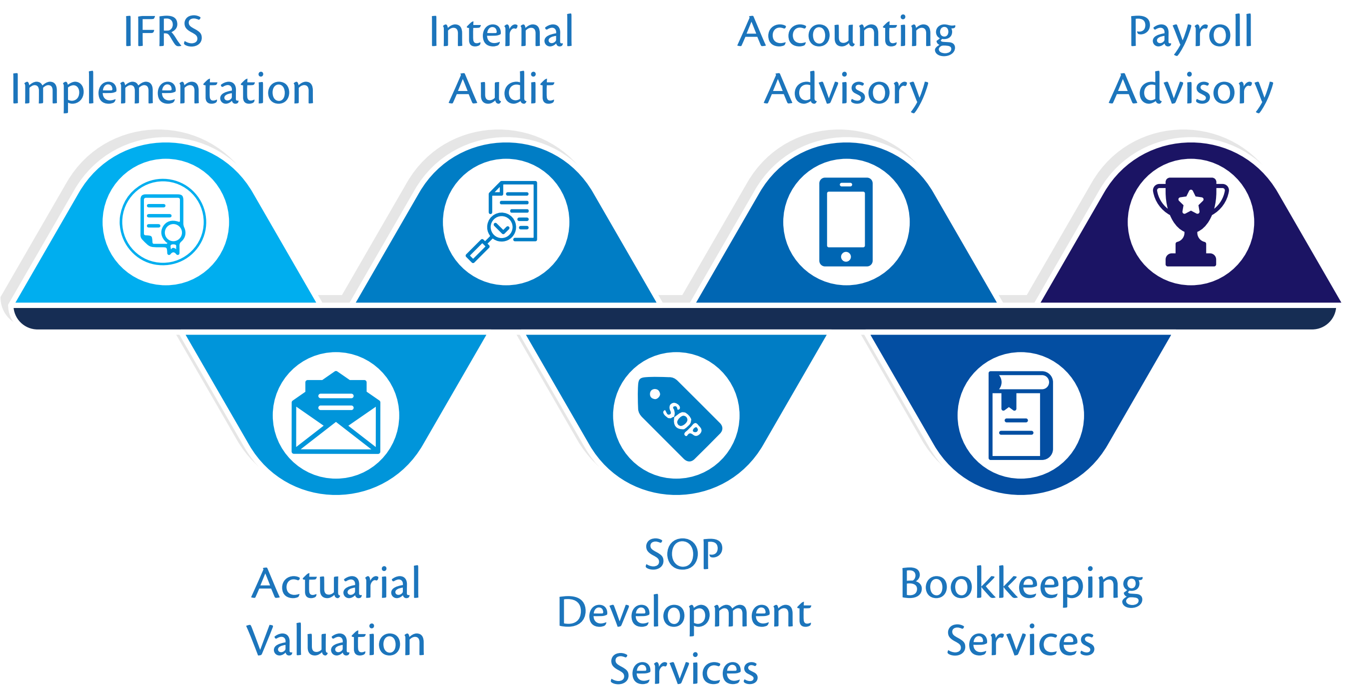
Our Service Domain

We adopt a customized, responsive and personal approach towards clients and offer a range of services to assist our clients in getting through complex corporate matters.

Our professional and dedicated team possess the expertise in following services domain, acting as an independent forum for our clients. We are exclusively positioned to cater whole spectrum of business advisory services. We are here to assist our clientele from improving operational effectiveness to expanding into new markets.

Below is a summary of our Service Domain:

Financial and Risk Advisory



Tax Advisory

We specialize in following key areas:

01 Value Added Tax (VAT)

02 Transfer Pricing

03 Tax Advisory Services

04 Tax/Zakat Filing Services

Corporate Finance and Deal Advisory

We specialize in following key areas:

- *Business Valuation Services*
- *Due Diligence*
- *Project Finance*
- *Financial Modeling*
- *Investment Advisory Services*
- *Business Plan*
- *Merger & Acquisition*
- *Post - Merger Acquisition*
- *Divestiture Advisory Services*
- *Purchase Price Allocation*
- *Initial Public Offering Advisory*
- *Restructuring Services*
- *Corporate and Capital Markets Strategy*
- *Advising on Public - Private Partnership (PPP projects)*
- *Value - Based Management*

Management Consultancy

1. Strategy
2. Restructuring Strategy
3. Pricing
4. Operations
5. Organization

Real Estate Advisory

1. Feasibility Study
2. Highest and Best Use Study
3. Market Research Studies
4. Real Estate Sale
5. Real Estate Acquisition

Customized Research Services

Other Specialized Business Services

Specialized services are oriented to benefit organizations in terms of cost economy, operational efficiencies and better control of the business.

Relying on periodic external assurance report of specific areas, the entities can optimize annual auditing cost. Below are the subject matter areas, where we assist clients in organisation and operational optimisation.

- Outsourcing and Other Specialized Business Services
- Training
- HR Consultancy

Leadership

We value people with intelligence, energy, passion and a commitment to excellence

Our human resource strategy is to develop and deploy best capabilities in each of the service areas. We encourage diversity of views in our staff, job enrichment through inter divisional postings and continuous professional development to help our clients and people excel.

Leadership

Muhammad Shahid Nazir

Partner - Corporate Finance & Deal Advisory

FCA, ACMA, CGMA, CPA Associate (Aus)

Profile

Shahid has over 15 years of diversified experience in the field of Financial Advisory, Corporate Finance and Audit & Assurance in both public and private sector.

He has worked with KPMG for 5 years and has served both local and international clients in Real Estate, Manufacturing, FMCG, Oil and Gas, Financial, Public, Healthcare and Telecom sectors.

Experience

Shahid is Head of Insights' Corporate & Deal Advisory practice. He has worked with a core team of advisory professionals who oversaw the growth of advisory services in KSA market and providing Corporate Finance and Deal Advisory product offerings to international clients located in KSA, UAE, Australia and USA.

Attended various international trainings for Transaction Services and Corporate Finance work.

Responsible for setting the overall direction of the engagement and provide valuable insights and inputs on report.

Advising Financial Modeling Expert and Reporting team on the relevant matters, attending meetings to address concerns and supervising and handling client issues.

As Quality Control Review Partner, he was responsible for the overall quality control review of the assignment and managing all the deliverables in areas of Business Valuations, Due Diligence Reviews and Financial Feasibility Studies of Multibillion Dollar Mega Projects (primarily of Five Star Hotels, Residential Compounds, Commercial Towers, Shopping Malls, Recreational Resorts and various strategic real estate investments) & financial data analysis for investment indicators and sensitivity analysis.

Khawaja Soha Butt

Partner - Financial & Risk Advisory

ICAP Affiliate, CICA (USA), Bachelors in Commerce

Profile

Soha has over 16 years of diversified experience in the field of Financial and Risk Advisory , Accounting Advisory and Audit & Assurance in both public and private sector.

He has worked with KPMG for 10 years and has served both local and international clients in Real Estate, Manufacturing, FMCG, Oil and Gas, Financial, Public, Healthcare and Telecom sectors.

Experience

Soha is Head of Insights' Financial and Risk Advisory. In his global role Soha is a senior advisor on the strategy, vision, development and execution of transformational client, industry and priority market plans for the Risk Advisory practice.

As a partner, Soha has managed diverse engagements covering a variety of industries and sectors, involving business performance services, internal audit, risk and compliance and accounting advisory services.

He offers a wide range of tailored services and products to help assess business risk, provide assurance on control effectiveness and support clients in achieving their organization's goals.

He has a deep understanding and practical experience of handling complex group structures with respect to consolidation under International Financial Reporting Standards (IFRS).

He also specializes in traditional finance areas (accounting, financial planning and analysis) as well as strategic planning.

Further he is involved in finalising and formulating Business development strategies and developing negotiation strategies while examining specific risks, potentials and needs of the clients located in KSA, UAE and Australia.

Leadership

Asif Iqbal Malik

Partner - Real Estate Advisory

MSc. Economics

Profile

Accomplished real estate professional with exemplary career spanning over the last 20 years with a proven track record of delivering specialized real estate advisory services to leading developers, investors, banks, and investment houses. He has extensive knowledge of real estate supply and demand modelling and analysis, master planning, and portfolio advisory.
The core area of expertise are feasibility studies, highest and best use studies, real estate development studies, and market studies.
Good track of managing real estate acquisition and sale of commercial and residential projects in local and international market.

Experience

Asif is heading real estate advisory at Insights where he is managing a team of real estate experts to deliver professional real estate consultancy services in local and regional markets. Asif brings with him more than 18 years of hands on development and consultancy Real Estate experience spanning real estate Strategy, Feasibility Studies, Highest and Best Use, Valuations, Research, and Capital Markets.
Since joining Insights, Asif has been working very closely with bankers, investors, developers and funders in Saudi Arabia through providing leading-edge strategic, operational and financial investment analysis, highest and best-use studies and feasibility studies for various master plan and mixed-use developments.
As a real estate advisory expert Asif has managed advisory of several large size real estate projects where he participated in turning concepts into high profitable real estate projects.

Hafiz Muhammad Almas

Partner - Tax Advisory

CAF, Economics Graduate

Profile

A senior business leader with executive and non executive experience gained in diverse environment of public and private sectors transforming businesses, teams and market brands. Focused on business strategy, Almas is currently a member of the Executive Leadership of Insights Middle East, a dynamic team of consultants operating across GCC, North America and Australia delivering the purpose to solve complex business problems in society.

Experience

Over 10 years of manifold experience of advising different sectors of economy including Manufacturing, Construction, Real Estate, Oil & Gas and Retail.
Dynamic person having particular interest in how the changing tax and regulatory environment impacts financial services groups and how they should respond.
Particularly involved in transformation of Value Added Tax in large complex groups consisting complex transaction structures within the group.
Providing indirect tax reviews and advisory services for various multinational companies which are engaged in different sectors of economy.
Like to accept challenge of taking up matters with complex direct and indirect tax treatment.

Leadership

Muhammad Zahid Nazir

Partner - Financial Advisory

CPA Associate (Aus), MBA(Aus), MBE

Profile

Zahid has over 7 years of diversified experience in the field of Financial Advisory and Business Consulting. He has broad knowledge and exposure of local and overseas markets and industry's best practices. He advises clients in business plans, project feasibility and operations management by understanding clients' requirements and finding ways of improving the end results.

He has done his Master of Business Administration from Federation University Australia and Master of Business (Marketing) from University of the Punjab. While being on track to his CPA Australia, he has led a wide range of projects in the field of financial planning, feasibility studies and business advisory in Australia.

Experience

Management of Australian operations through relationship building with current and prospective clients.

Strategy formulation, evaluating of long-term investment proposals, valuation of companies for acquisition purposes and project financing.

Helping Clients in Business planning & forecasting and financial testing of different strategic options which best suits to their business model.

Understanding organizations' requirements about their financial and operational needs in order to better deliver our services to achieve value addition for our clients.

Computer-aided presentations of financial alternatives and proposals for new business, as well as presenting advice and recommendations as part of an assignment team.

Our Clientele

Our Clientele

TASNEE التصنيع

البنك الأول Alawwal bank

العقارية AL AKARIA

مستشفى المواساة Mouwasat Hospital

SWICORP

J.P.Morgan

الطيار Al Tayyar More Than a Travel Agency

الأهلي كابيتال NCB Capital

الأصيل AL ASEEL

الإسمنت السعودية SAUDI CEMENT

Adaa The National Center for Performance Measurement

SAUDI REAL ESTATE CONSTRUCTION CO.

بنك الرياض riyad bank

وهج Wahaj

سبكيم Sipchem

PHILIPS Lighting

ThyssenKrupp

ADTRAN

ernefittings the safe connection

Redington SEAMLESS PARTNERSHIPS

PHILIPS SLC الإنارة السعودية Saudi Lighting

Alshaya

BT بي تي السعودية Al Saudia

bestuhl

KCC

AGH

Value EXPERTS

innovation INTEGRATED BUSINESS SOLUTIONS SA

Alkhissam

علي بن علي للساعات والمجوهرات

Our Clientele

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Contact Us

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