

# We facilitate business partnerships and growth





# We help you expand your business overseas

## Are you targeting growth?

Your success in the market depends on many things, however one of the most critical is market penetration. You may have the best product or service, but if you cannot market and sell them effectively, you cannot succeed.

Companies today are no longer confined to their local markets. Many are targeting global markets for growth. But global markets can be difficult to penetrate. Adapting to language barriers, cultural differences and business customs can be overwhelming.

We have considerable experience in the Middle East market and can assist your company to create strong partnerships to ensure your success in this market.

## What we do

Advantage Business Consultancy (ABC) is part of the network of GIBN, a business facilitation group with headquarters in Europe and offices in Dubai, United Kingdom, Portugal, Netherlands, France, Germany, Bulgaria, Poland, United States of America and Canada. In the United Kingdom GIBN-ABC partners with Aloysius Enterprise to introduce companies to the Middle Eastern market.

GIBN-ABC has been operating for several years working with large business groups in UAE, Qatar, Bahrain and the Kingdom of Saudi Arabia, and facilitating business partnerships with many types of companies from Europe, North America and Asia for the development of business in the Gulf Co-operation Council (GCC) countries.

We are based in Dubai and we understand the business practices in the Middle East. We can help you establish partnerships with the right business groups, identify distribution channels and assist you to market products in the Gulf region.

## Our Strengths

We have a wide network in the countries we operate in. This includes governmental officials, investors, multinational consultancy firms, and powerful local sponsors who have close affinity to influential members of the ruling families in the region.

Our expert guidance has been instrumental in the closing of many business deals.



### Our Track Record

Listed below are some examples of companies that we have helped to facilitate enter into the ME market in the last three years.

- A large Canadian Steel fabricator involved in structural steel design, fabrication and erection
- A large Portuguese Engineering contractor involved in engineering, construction and real estate development
- A construction firm from Holland whose core business is in construction, property and infrastructure development
- An Architectural firm from Holland currently undertaking projects in United Arab Emirates and North Africa
- Hong Kong Hotels Group which is into business hotels

### Current Opportunities

We believe GIBN-ABC could be a valuable asset to your company's efforts to penetrate the **Middle Eastern markets** in a professional and effective manner.

As we have access to a large network of reputable companies in the Middle East, we can help you find the right business partners for expansion in this lucrative region.

We know of many companies in the Middle East that are keen to expand their business activities with foreign partners.

This could be a win-win situation with the foreign partner contributing more in terms of technology and know-how and the Middle Eastern company adding their local expertise and utilizing their contacts to bring in the business.

Currently, we have opportunities in the following sectors:

- Building Materials
- Construction & Property Development
- Architectural, Engineering, Interior Design and Decoration
- Furniture Manufacturing and Franchising Concepts
- Telecommunication (ICT)
- Oil and Gas
- Power, Energy, Refining Systems & Technologies
- Food Industry
- Waste management technologies
- Real Estate projects
- Business Development, Consulting and Advisory Services
- Multi-Disciplinary Recruitment Services



## Our Consultants

GIBN's consultants consist of experienced, all-rounded business executives, who have been involved in the creation and management of large corporations in the countries we represent for the last 15 years.

Our consultants are proficient in Arabic, English, Portuguese, Spanish, French, German, Italian as well as Asian languages, which is essential in facilitating smooth dialogue between all parties.

### **Said Badouri**

Said's expertise is in Europe and the Middle East. He speaks English, Dutch, French and Arabic and represents companies in Europe and the Middle East in the area of Business Facilitation and Development, Mergers & Acquisitions, etc.

His past work experience includes being a director and shareholder of a successful recruitment company in the Netherlands, where he built many useful contacts in Europe at senior management positions.

Said brings considerable skills to locating lucrative business opportunities for the European and Middle Eastern clients. He has high-level contacts in Bulgaria, the Netherlands, Morocco, UAE, Germany, Central & Eastern Europe and is able to facilitate business and investment opportunities.

### **Lawrence Lee**

Lawrence has 18 years of working experience in Investments, Banking and Consultancy.

Prior to being a Consultant, Lawrence worked as Vice President, Portfolio Manager in SG Asset Management (part of the Societe Generale Group). He was in the Investment industry for 10 years and was responsible for managing a portfolio of shares, which are invested in the whole Asian region excluding Japan.

Lawrence also worked as an Investment Analyst at the stockbroking arm of Swiss Bank Corporation in Singapore.

Before joining the Investment industry, Lawrence worked as a Corporate Banking Manager in a Singapore Bank.

### **Vijitha Wickramasinghe**

Viji has over 10 years working experience in Investments, Asset Management and Consultancy.

Prior to being a consultant, he worked as Head of Derivatives Trading for Commerz Capital International, a start up Hedge Fund with assets over \$25 million. He was involved in formulating hedge fund trading strategies, principally based on equity options.

Before moving to Singapore, he had worked for a number of multinational corporations in the UK. His last posting in the UK was as a Risk Manager for Schlumberger Sema, a global oilfield and information services company with major activities in the energy industry.

### **James Figueroa**

James specializes in private equity brokering, joint venture facilitation and providing general resources to promote entrepreneurial activity.

With a background in legal recruitment, James is a serial entrepreneur and has developed projects in industries ranging from film and music, to beverage import and distribution and international property.

He first entered the private equity sector as a teenager, developing a unique system of web-based fund search and swiftly established a reputation for quality and consistency. He has contacts at the highest levels in industry, politics and the private equity community.