



## Corporate Structuring Presentation

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# About Us

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As a finance and business advisory partner, **INTEGRA** provides solutions that enable businesses to remain stable and sustainable.

We become an integral part of our client's business and deliver tangible results that directly contribute to its growth by employing our expertise in three main areas:

Commodity Trade  
Finance

Corporate  
Structuring

Advisory

# Our Vision & Mission

## OUR VISION:

To be the partner of choice in MENA, Europe and Africa for clients who seek finance and business advisory.

## OUR MISSION:

Working with our clients, peers and networks, we provide insight, advice and solutions that drive impactful results to ensure stability and sustainability.

## OUR ENABLERS:

- Knowledge & insight
- Business acumen
- Professional networks
- Real solutions for real time results

## OUR VALUES:

- Integrity
- Curiosity
- Passion for perfection
- Partnership & commitment



# Our Approach



Our clients are ambitious companies who seek new and innovative ways to sustain and grow their businesses.



We provide a holistic review of our client's business and funding ecosystem to achieve sustainable and stable financing structure while expanding their businesses.

## WE DO THIS THROUGH:

- Extensive know-how & industry experience in Emerging Markets & the Middle East
- Substantial network with stakeholders in the Corporate, Investment & Private Banking community
- Sound strategy development & implementation
- Significant number of international clients serviced to establish a bankable platform availing various funding sources
- Strong client pipeline & proven advisory track record
- Involved in various advisory and structuring mandates in the region

# Our Value Addition

## Interdisciplinary & Multi-Jurisdictional

INTEGRA employs an interdisciplinary & multi-jurisdictional approach to the overall process.

## Business Oriented

We prioritize the business and develop comprehensive solutions with well established networks.

INTEGRA coordinates, monitors and executes all phases alongside industry experts.

## Finance-ability

We ensure that the business arrives at a sustainable solution which is adaptable to the changing financial needs of the business.

## Solution Partner

We are an integrated solution partner to our clients who seek support in new geographies, jurisdictions & regulatory, business and banking environments.

## Holistic Approach

INTEGRA's holistic and committed approach ensures our clients are serviced throughout our engagement journey and beyond.

## Relationship Focused

INTEGRA values relationships with all our stakeholders and ensures smooth cooperation among parties.

We remain focused on partnership even after delivery.



# Our Background & Organization

INTEGRA was founded by Emre YILDIRIM as of March 2016 in Dubai / UAE with a purpose to introduce a holistic approach to business consultancy anchoring in finance.

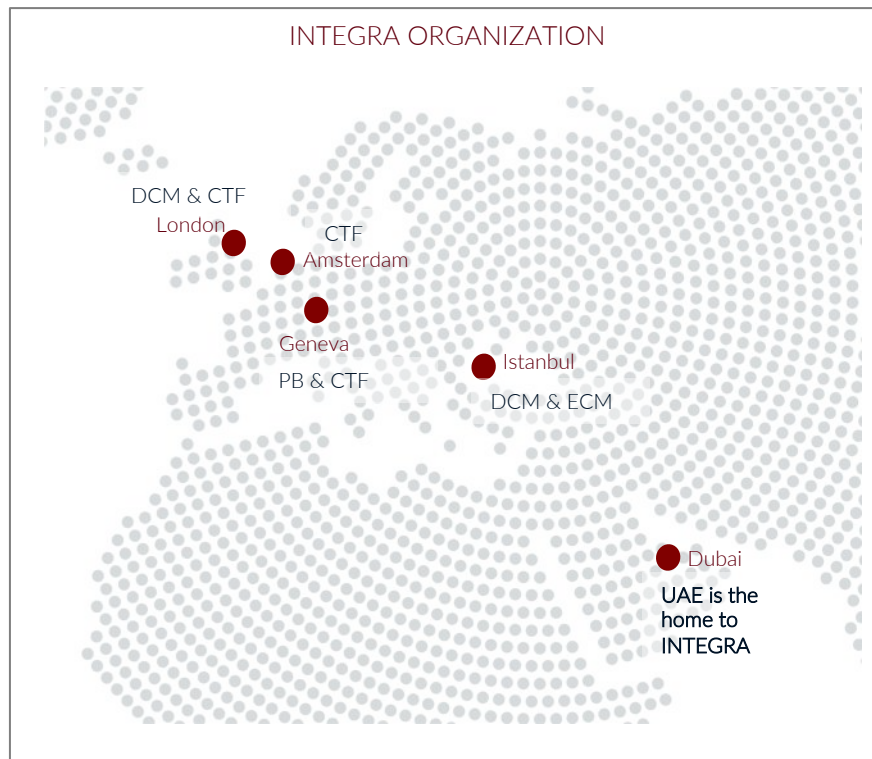
Target clients are ambitious companies who seek the best practices in the industry. INTEGRA offers inter-disciplinary and multi-jurisdictional experience gathered within its organization.

Headquartered in the UAE, INTEGRA has already extended into international business centers with its associates present in Istanbul, Geneva, Amsterdam and London.

Integra is comprised of senior executives amalgamating diverse backgrounds with international experience.

Inter-disciplinary team members contribute to a versatile yet integrated skill set based on proven track record.

Sharing common set of values, Integra Team is committed to deliver results with utmost international professionalism and ethical standards.



# Corporate Structuring



EFFICIENT CORPORATE STRUCTURING HAS BECOME A KEY TO SUCCESS

Presence in one of the fastest growing global trading hubs ahead of competition has multiple benefits and is a must in today's fast paced world.

Financial hubs support business ecosystems and have influence beyond their immediate regions.

Numerous benefits exist in regions where trading and finance work seamlessly in the hub.



# Our Perspective On Corporate Restructuring



## Corporate Structuring Drivers

Businesses are more likely to benefit and grow into expanded geographies by being in trading hubs within close proximity to buyers.

Establishing corporate structures in regional / global trading hubs will contribute to the company's image and build confidence to propel further business volume and enhance relationships with stakeholders.

### Growth

Comprehensive risk profile of businesses determine degree of available resources.

Internationally accepted jurisdiction, political stability and economically viable location enhance risk profiles.

Presence in global financial hub gives access to various resources required for growth.

### Risk Profile Enhancement

Relocation may be an inevitable path with multiple benefits. Is relocation in the near future for family purposes or because better education is sought for children? Is the business on the verge of establishing a legacy? Are clients pushing your business to be more accessible? Is there a need for asset preservation and succession planning for the next generation?

### Relocation - Domicile

Establishing physical presence in an internationally reputable and accepted hub will enhance business visibility and establish contact with regional and international stakeholders. This will boost the short-term business growth and provide access to financing alternatives, partnerships, M&A and JV. Increased business visibility will contribute to Enterprise Value.

### Visibility

# Free Zones Offer Numerous Benefits

01

100% Capital & Profit Repatriation

04

No Currency Restrictions

07

Strategic Location  
Heart of 2 B People

02

Easy Administration Processes

05

Low Cost Entry To New Markets

08

Investor Friendly, Modern Rules & Regulations

03

100% Foreign Ownership

06

Favorable Tax Structure

09

MENA Market Entry From A Stable Base

## UAE Based Free Zones

**ABU DHABI**  
Abu Dhabi Airport Free Zone (ADAFZ)  
Abu Dhabi Global Markets (ADGM)  
Khalifa & Industrial Zone Abu Dhabi (KIZAD)  
TwoFour54  
Industrial City of Abu Dhabi  
Higher Corporation for SEZ  
Masdar City Free Zone

**AJMAN**  
Ajman Free Zone

**DUBAI**  
Dubai Airport Free Zone  
Dubai Auto Zone  
Dubai Car & Automotive Zone  
Dubai Design District  
Dubai Gold & Diamond Park  
Dubai Healthcare City  
Dubai Industrial City  
Dubai International Academic City  
Dubai International Financial Centre  
Dubai Internet City  
Dubai Knowledge City  
Dubai Maritime City Authority  
Dubai Media City  
Dubai Multi Commodities Centre

Dubai Outsource Zone  
Dubai Science Park  
Dubai Silicon Park  
Dubai Studio City  
Dubai Techno Park  
Dubai Textile City  
Energy & Environment Park  
International Humanitarian City  
Jebel Ali Free Zone Authority  
Jumeirah Lakes Towers Free Zone  
Dubai Production City

**FUJAIRAH**  
Fujairah Free Zone  
Creative City Fujairah

**SHARJAH**  
Hamriyah Free Zone  
Sharjah Airport International Free Zone  
USA Regional Trade Center Free Zone  
Sharjah Media City (SHAMS)

**RAS AL KHAIMAH**  
RAK Investment Authority Free Zone  
Ras Al Khaimah Free Trade Zone  
Ras Al Khaimah Media Free Zone  
RAK Maritime City

**UMM AL QUWAIN**  
Umm Al Quwain Free Trade Zone



# Understanding & Delivering Customer Needs



- 01 Political & Economic Stability
- 02 Confidence
- 03 Foreseeable Costs (Financial Cost Stability)
- 04 Higher Value Jurisdiction Brand Association
- 05 Source of Funds Diversification
- 06 Access To Cost Effective & Efficient Funding Sources
- 07 Family Purpose & Lifestyle (Relocation, Education, Health, etc.)

# Corporate Structuring Adds Value (An Example)

Turnover	\$100	New markets grow the business & top line
COGS	\$60	Economies of scale reduce cost
Overhead Costs	\$10	Low cost structure controls overheads
Gross Profit	\$30	
Financing Cost	\$12	Access to funding diversity & improved jurisdiction reduces finance costs
Taxable Profit	\$18	
Tax	\$6	Tax friendly jurisdictions optimize tax obligations
Net Profit	\$12	Net profit will increase

Enhanced  
Risk Profile

Enhanced  
Cash Flow

Improved  
Financial  
Performance

Higher  
Enterprise  
Value



# The INTEGRA Offering



## 1. Strategy An Integral Business Component

We believe that no implementation can be effective without a proper understanding of the business strategy.

By aligning the corporate structure to the corporate strategy we ensure impactful results.

## 2. Structure Supports Strategy

We identify the optimal structures in-line with the defined strategy to ensure flexibility yet robustness to propel your business from today to the future.

## 3. Setup & Establishment Design

We coordinate and implement solutions with tried and trusted partners to ensure results and seamless integration whilst providing complete and transparent insight into the full process.

We become one with our client's business & other delivery partners to ensure smooth execution.

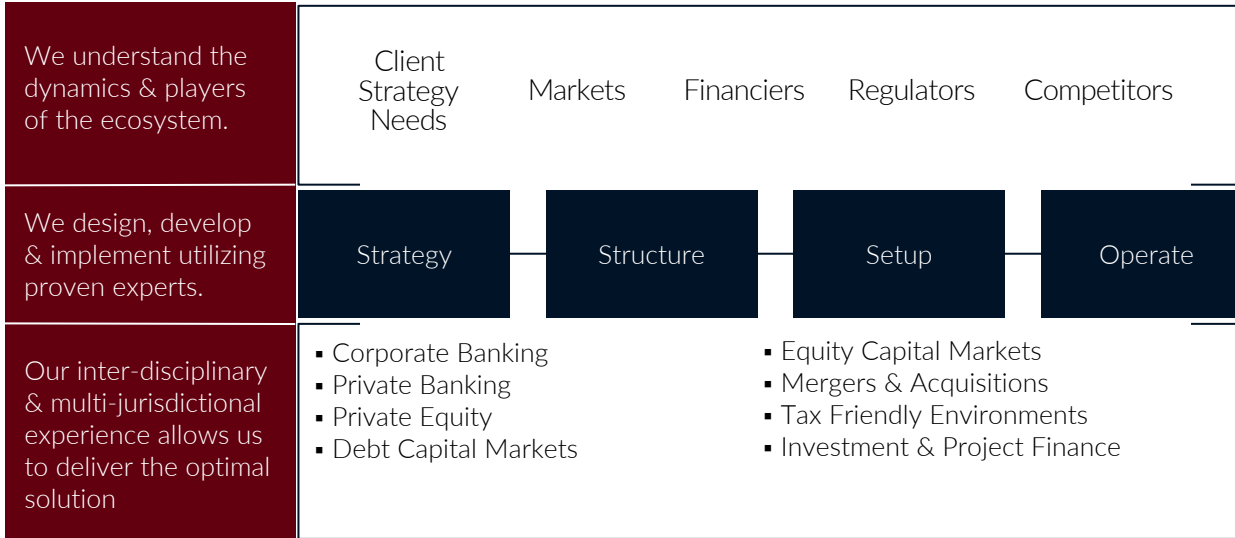
## 4. Operationalization & Delivery

We ensure the setup is in-line with the structure to allow for seamless execution. We design and develop relationships with:

- Clients
- Suppliers & vendors
- Regulators
- Banks
- Operations
- Logistics providers
- Audit firms
- Accountants
- Sales & operations
- Marketing experts
- Legal consultants

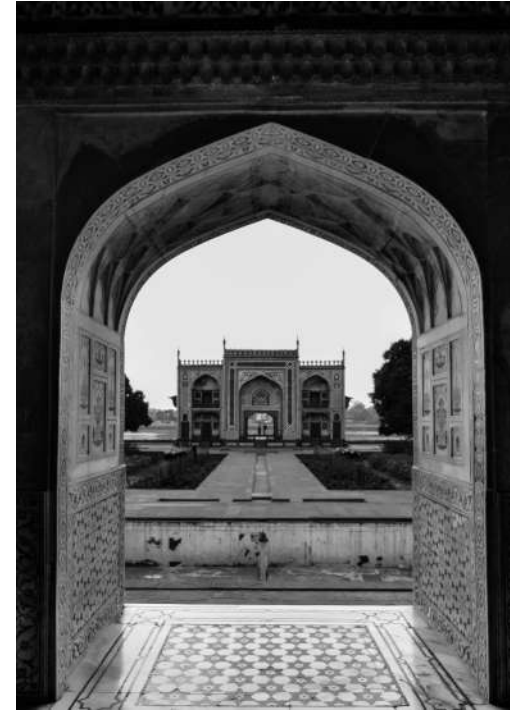
# Our Corporate Structure Approach

## The Corporate Structure Ecosystem



We develop and implement a holistic banking relationship strategy and ensure the developed solutions meet the identified needs for sustainability and stability and in compliance with the dynamics and requirements of the ecosystem.

Our focus remains to ensure a bankable operation is eventually achieved.



# Corporate Structuring – Case Study 1



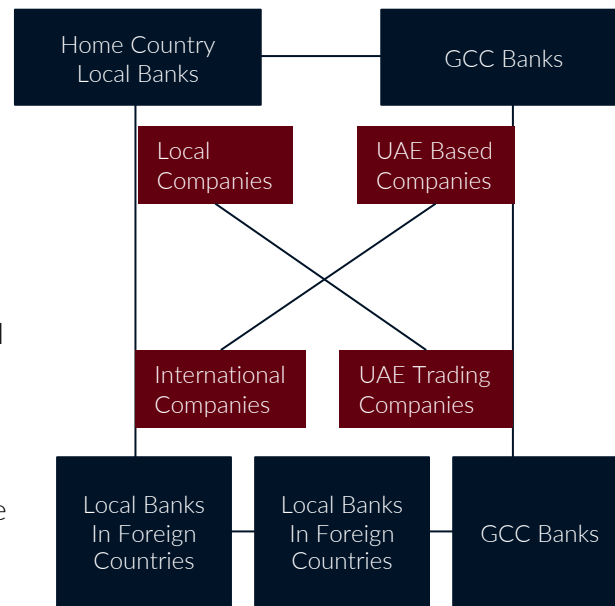
## The Client Profile & Challenges

A local food processing company was looking for a revamp of their structure to allow for foreign investments and bankable structure.

## Our Solution & Delivery

We advised the company to establish an off-shore structure to meet their objectives. This allowed them to control their businesses in diversified geographies and present a transparent and lean structure to their financiers. We developed a banking strategy and an international trading arm to allow the company to build new markets and alternative financing sources.

## Our Flow & Engagement Operating Model





# Corporate Structuring – Case Study 2



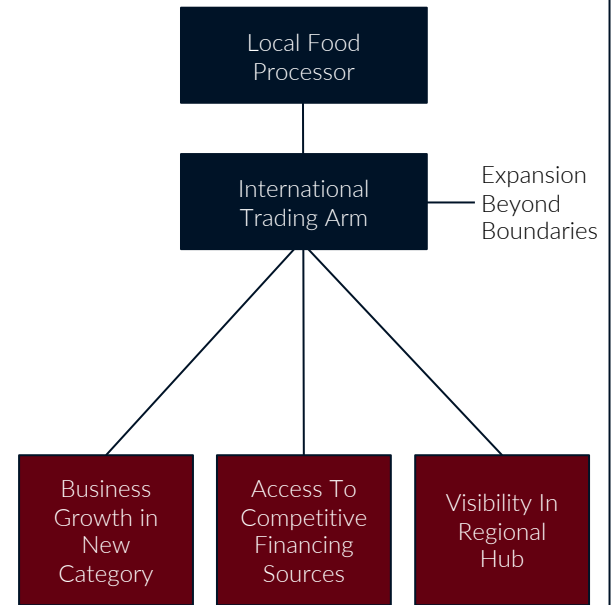
## The Client Profile & Challenges

A leading local food producer with an established business with substantial export volumes. Their ambition to expand into international markets required competitive investment financing and trade finance facilities.

## Our Solution & Delivery

We advised the company to establish a foreign trading arm and with well managed banking relationships and proven track record, availed competitive financing facilities.

## Our Flow & Engagement Operating Model





# Corporate Structuring – Case Study 3



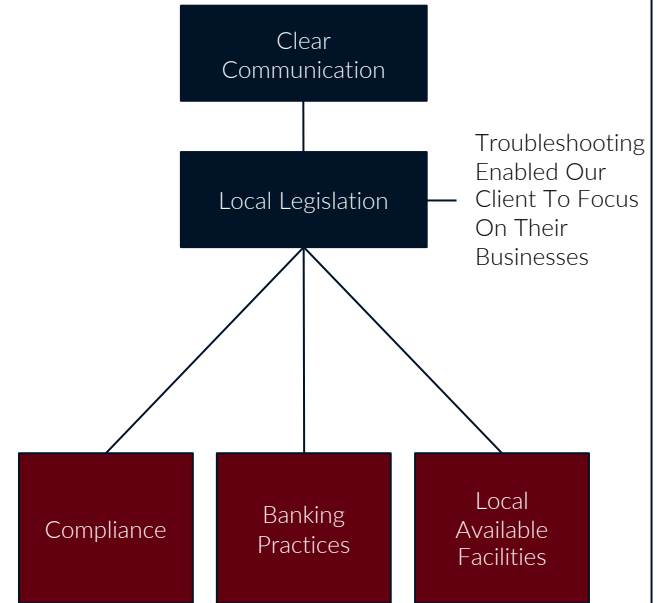
## The Client Profile & Challenges

The client had various obstacles during the execution phase of the business activities stemming from a lack of efficient relationships with existing stakeholders. The client's bank declined to handle the transaction.

## Our Solution & Delivery

We supported to bridge the communication gap with local bankers enabling smooth execution of the business flow. We negotiated and resolved issues among partners, providing independent expert advise leading to export financing capabilities to enable their expansion.

## Our Flow & Engagement Operating Model





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