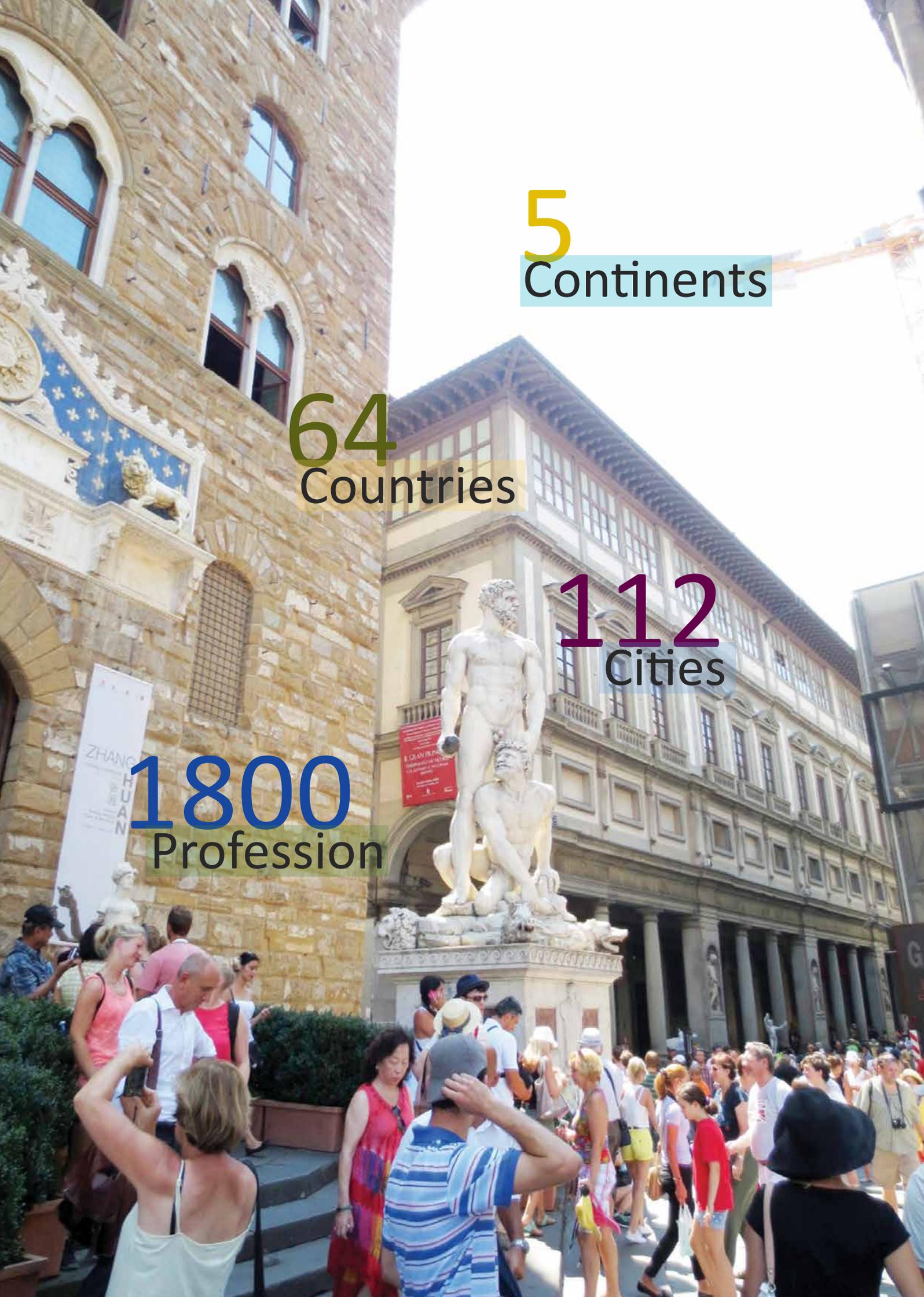




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**Complete Business Services Solutions**

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5  
Continents

64  
Countries

112  
Cities

1800  
Profession

# Overview of ADAM Global

**ADAM Global** is a leading Corporate Services firm, delivering International Business Solutions with wide range of comprehensive corporate services assisting companies and entrepreneurs establish and expand their businesses seamlessly across international borders. With operations around the world delivering comprehensive business solutions, we are the global experts who understand the local needs.

Our team of expert Advisors, Accountants, Lawyer, and Financial Analysts enable clients across the globe to enhance their enterprise value and operate their business structures, finance vehicles and investment in various geographical locations with peace of mind.

Our highly efficient online global delivery platform allows us to share knowledge and expertise efficiently, and manage the work flow across all our global partner offices. This ensures synchronization of all project collaboration tools, consistency of companywide processes and their transparency, hence allowing us to deliver the clients comprehensive end-to-end services with speed and accuracy from any and all of our global offices.



DUBAI ONEHUNDRED  
SME **التميز**



**TRADE and EXPORT** 2014  
AWARD FOR CONSULTING  
SERVICE FIRM OF THE YEAR  
NOMINEE

**TRADE and EXPORT** 2014  
AWARD FOR EXCELLENCE  
IN INTELLECTUAL PROPERTY  
NOMINEE

**TRADE and EXPORT** 2013  
BEST INTERNATIONAL LAW FIRM  
NOMINEE



**BUSINESS  
EXCELLENCE**

**African  
Leadership**  
magazine



**PRIDE of  
PERFORMANCE**  
for GLOBAL SERVICES



**The DISTINGUISH  
FRIEND of AFRICA**



“ We recognize that today’s global businesses need advisors who can make it easy to do business across geographical borders and complex jurisdictions.”

Dr. Tahir Akhtar, Chairman Adam Global

## Chairman's thought leadership & Vision

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A visionary thought leader and a serial entrepreneur; Dr. Tahir Akhtar has long realized the importance of emerging markets of Africa, Eastern Europe, Middle East and Asia. He is frequently invited to speak at high profile international conferences as a thought leader and is a long-standing vocal advocate of financial cooperation, support and development of human capital in these regions. He has rallied hard for the enhancement of their trade and commercial ties with developed economies of the world, and views the big emerging markets as the key swing factor in the future growth of world trade and global financial stability; And more importantly in bringing prosperity and raising the quality of life in these developing markets.

To serve this cause Dr. Akhtar has used his group of companies such as Adam-Micro Finance to provide loans to small businesses in Africa through its offices in Zimbabwe, Namibia, and Togo; with expansion planned in 10 more countries in Africa and across Asia Pacific in order to create financial and operational infrastructures to facilitate such social entrepreneurial programs aimed at low income populations, transforming their socio-economic status.

He has played a pioneering role in consulting governments and economic development agencies of these emerging economies on how to attract investments, leverage international best practices; and worked with them to develop and facilitate a consistent pipeline of 'emerging market growth opportunities', with the aspiration of creating "win-win" opportunities for them as well as the foreign investors. In recognition of his exemplary contributions to positive change he was awarded "The Distinguished Friend of Africa" 2012, Burj Al Arab, Dubai, awarded by African Leadership Magazine of Nigeria.

The hardships he faced during these global entrepreneurial endeavours, due to the unnecessary bureaucratic barriers, cultural differences and the lack of on ground business support services, became the motivating force behind establishing a Worldwide Corporate Services Firm that offered reliable and comprehensive business solutions with efficiency and consistency around the globe, making it easy for entrepreneurs and business to establish and grow their businesses across international border seamlessly with peace of mind.

Today ADAM Global has over a 100 partner and integrated offices across the Americas, Asia Pacific, Europe, Africa and the Middle East, with professionals in almost every viable city delivering services and insights that can only be obtained on ground, advising them on how to mitigate the risks and regulatory & cultural nuances within their country of choice; Empowering the clients with the right skills and capabilities to help them achieve success anywhere around the world.

## AWARDS & RECOGNITIONS

- "Business Advisor of the year 2013" by CEO Clubs Worldwide
- "The Distinguished Friend of Africa" 2012, Burj Al Arab, Dubai. Awarded by African Leadership Magazine of Nigeria.
- "Honorary Member World League" mind free of drugs 2012, Bishkek, Kyrgyzstan, Awarded by Dr. Jenishbeck Nazaralieve.
- "Business Leadership Award" 2012, Dubai, by 3rd Middle East Business Leaders Summit Awards.
- "Pride of Performance Award " 2011 for Outstanding Service in Global Business, Los Angeles, USA by Safeer Pakistan.
- "The Prestigious Fellowship of Hult Business School" 2011, Dubai by Hult International Business School.
- "Member Independent Monitoring Board" appointed by the Home Secretary of Her Majesty's Government in London.



**"Our relationships  
are your unique  
advantage"**

## What sets us apart

### Global Presence, Local Expertise

With operations around the world delivering comprehensive business solutions, we are the global experts who understand local markets. To support and facilitate global ventures of our clients, our dedicated specialists are strategically positioned around the world to take care of all cross border business matters and assist clients to expand and establish their businesses seamlessly where ever they choose to, avoiding any potential pitfalls.

### Single Point of Contact for all Global Services

To ensure consistency and quality in our service across the globe, we provide a single point of contact no matter where our client is physically located. Although our scope is global, yet we ensure that the service our client receives is very personal, and the professionals taking care of their business needs are locals who know what it takes to get their work done. This keeps the day-to-day business management & communications simple yet efficient, saving our clients, time and money.

### Emerging Markets Expertise & Connections

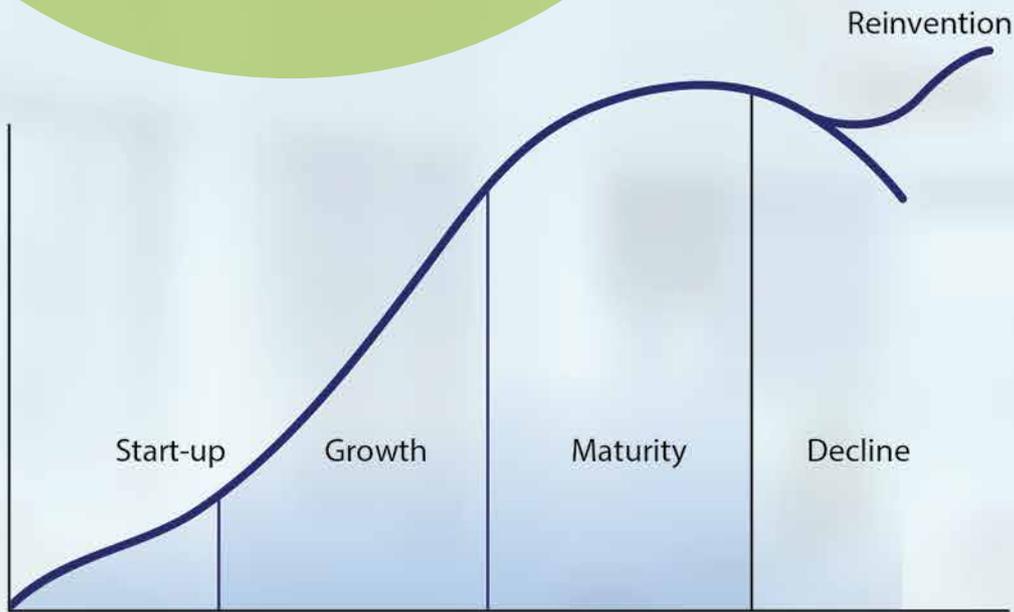
With offices across the emerging markets of Africa, Asia, Eastern Europe and Middle East, we have deep rooted strategic partnerships at both private as well as government levels. This allows us to capitalize on the potential offered by these emerging economies and hence transfer this value to our partners and clients. These emerging markets offer rapid growth with very little or no competition. Our expert advisors work with clients to help them, in reaching out across borders, grow into these new markets, acquire new customers and capitalize on new opportunities.

### Entrepreneurial Spirit

Entrepreneurial spirit is our key strength, as all the ADAM partners are entrepreneurs themselves. It serves as a driving force and makes us truly understand our clients' needs and aspirations, making us as passionate about their business as they are.



We are with  
**our clients**  
 through out  
 the **life** of their  
**business**



## ADAM GLOBAL SERVICES





“CEO Clubs  
Worldwide members  
**trust Adam's**  
professional advice”

# Expertise

## Company Formation

You may wonder why consultants are needed for company formation. Many new businesses are indeed started without consulting a business Specialist. However failure rate for business start-up is considerably higher if business is not properly planned and executed. Our business consultants are qualified to international consulting standards, are rigorously trained and highly experienced in local business practices to take the pain out of starting your new business. Entrepreneurs can relax while our team of business and management consultants establishes their new company to comply with chosen legal jurisdiction. Our qualified lawyers specializing in local company law are available to each of our consulting offices globally. Our specialist lawyers are consulted to create most appropriate legal structure for your business and company registration to fully meets your business' specific requirements. You will be guided on the merits of offshore structures to mitigate tax liabilities and to put assets beyond the reach of prying eyes while protecting your anonymity.

## Foreign Market Entry

Local and regional companies are reaching out across international borders and capitalizing on the growth potential offered by new and emerging markets. However the very process of expansion can sometimes backfire. Do you understand the local tax regulations in Jakarta? The complex requirements of payroll in Hong Kong? The nuances of labor law in Zambia? Our expert advisors work with clients to help them, in reaching out across borders, grow into these new markets, acquire new customers and capitalize on new opportunities while minimizing the risks involved.

With operations in over a 100 cities around the globe, we understand true dynamics of these markets such as their drivers, their competitive landscape, opportunities and potential threats. We harness all this expertise and knowledge to empower you and put your business in the best possible position to achieve its goals, maximize your return on investment, while identifying, avoiding and mitigating the risks involved in pursuing your international business objectives.

Our main areas of consultation and services in regards to foreign market entry include;

- Identifying and profiling the ideal market for the client.
- Conducting full feasibility analysis and market research including consumer segmentation and industry evaluation.
- Providing a full Implementation plan by establishing the roadmap and required resources.
- Identifying all marketing challenges and analyzing the competitive landscape.
- Ensuring legal compliance.

Understanding and managing the local administration, cultural factors and legal requirements in numerous international markets is complex and can distract your focus from the core of your business. This is where we come in to help you establish and expand your business quickly, safely and with more control.



Our professionals  
are **our asset**  
We invest in  
**our people**

## Expertise

### Business Plans & Feasibility Studies

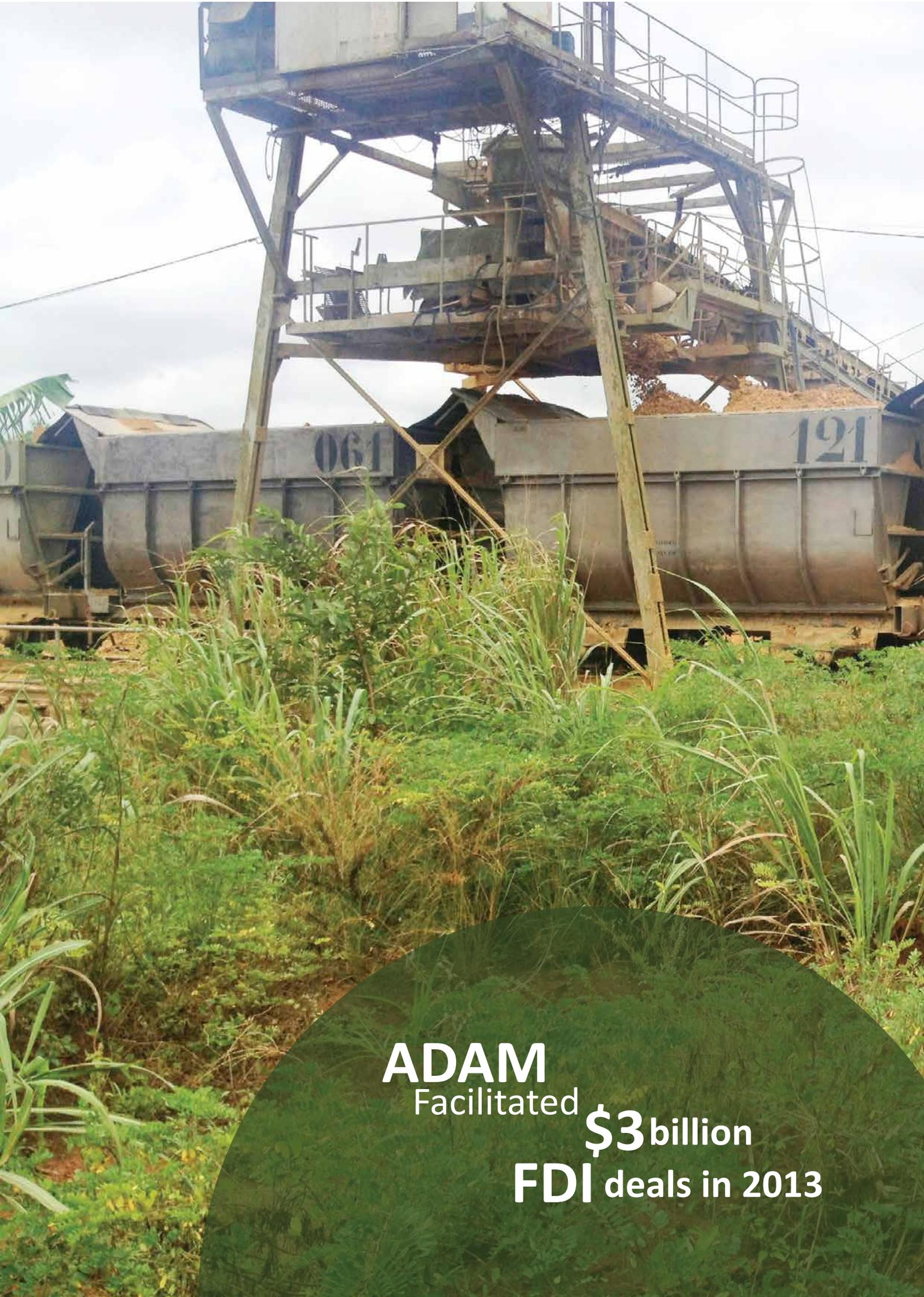
The Most Important Considerations for Starting Your Own Business.....The Feasibility Study and Business Plan Writing an investor-grade business plan can be challenging and time consuming, even for those who have done it before. If you are a typical entrepreneur, you're already too busy with other priorities, such as building your customer base, improving your product, or recruiting key personnel. That's where we come in;

At Adam Global, we have a global team of experts who are experienced in all areas of business planning and feasibility studies, whether you need a business plan to start-up business, gain strategic internal direction, finesse your business model, mobilize resources, coordinate the leadership team, raise investment, or for sale or acquisition; we are able to write a business plan that allows you to achieve your business goals.

Our business plans are well-researched, comprehensive, coherent, consistent and of a global scale; designed to address all key business areas including,

- Exit Strategies
- SWOTs
- Cash Flow Forecasts
- Marketing Plans
- Supply Chain
- Pricing
- HR Planning
- Organization Structures
- Visions & Missions
- Growth Plans
- Route to market
- Resources
- Revenue Streams
- Forecasting
- Human Resources

“ADAM  
professionals  
prepared a **concise &  
comprehensive**  
business plan that we were able to  
**implement easily.** Now we run a  
successful business.”



**ADAM**  
Facilitated **\$3 billion**  
**FDI** deals in 2013

## Expertise

### Trade Facilitation & Partner Matching

ADAM DEAL MARKET is a premier marketplace connecting investors with entrepreneurs around the globe. We maintain an extensive database of pre-screened broker dealers, investment bankers, high net worth investors and angel investors both domestically and internationally that we have built a great relationship with over the years.

Equipped with a very efficient deal flow system and access to a network of exciting investment opportunities & deals across all sectors, our investment team aids interested investors in identifying investment opportunities and deals best suited to their preferences and criteria.



Making hundreds of M&A and P.E deals every year totalling over 1bn USD, we are the ideal one stop shop for entrepreneurs looking for funding & investment, and for investors looking for their next best investment opportunity.

With a network of offices around the globe, we have global access to investors, acquisition targets and strategic partners. This allows us to offer you expertise and guidance across asset classes and a wide range of contemporary investment solutions. Our global presence enables you to be at the right place at the right time, in order to find or create the next best opportunity.

Emerging markets are showing rapid growth, combined with little well established competition, they offer exciting investment opportunities. With offices across Africa, Asia, Eastern Europe and other emerging markets, we have formed deep rooted strategic partnerships at Government and Private level in order to capitalize on the potential offered by these emerging economies.

Protect your business by  
**registering** your **Intellectual  
Property**



# Core Legal Services

## Intellectual Property

A lot of new businesses often overlook the critical need to protect their valuable trademarks in the enthusiasm for increasing profitability of the company. Applying a trademark and patent strategy creates synergies within your portfolio, enhancing your brand and developing customer loyalty.

As more and more digital content goes online, litigations and infringements are on the rise. Any company aspiring to be successful, must now more than ever have a well thought-out brand strategy. They need to understand how to share and protect their own outputs in this online environment and avoid infringing the rights of others.

### **IP That Works For You**

We at ADAM Global understand that your business is too important to rely on “one size fits all” solutions to protect your intellectual property. We work closely with you to design a customized and strategic intellectual assets management plan. Through our IP consulting services we try to align the organization’s IP strategy with your business.

### **IP Competitive Analysis**

Our experts research, monitor and analyze your direct competitor’s portfolios. We inform you of your competitors’ current patent activity. Further, our patent monitoring service allows you to capture future technology developments of your competitors, helping you to achieve that competitive edge.

### **Vital mentoring**

We believe that protecting intellectual property is vital to sustainable business success. We offer education tools and seminars (see below) to help you understand the opportunities you have for intellectual property protection, commercialization and enforcement.

### **Top rank expertise**

Drawing on a wide range of top-rank expertise at Adam’s, the Group includes attorneys, specialist consultants and support staff with long experience in industry and private practice. Their experience includes senior in-house IP management and board-level involvement within growing IP-aware companies.

You deserve a legal adviser who is looking at the big picture – your business as a whole – and not just you’re IP. After all, there’s no point in having a trademark, patent or copyright if it doesn’t accomplish your goals. That’s why we start every discussion exploring where you want to be – only then can we draw a map to get you there. Our detailed services include.

- Trademark Registration, Renewal and Amendments
- Web Domain Name Purchase and Renewal
- Trademark Classification, Selection and Additional Inclusions
- Web Domain Name Trademark Registration
- Patent Registration, Protection & Renewal
- Design Registration and Protection
- Infringement and Anti-Counterfeiting Consultancy
- Copyright Registration & Protection



Compliance  
challenges of global **market**  
**opportunities** requi  
**multi-jurisdictional**  
approach

## Core Legal Services

### International Compliance Services

Today's global market presents valuable opportunities, however mostly they are accompanied by several compliance challenges that span multiple countries. Having a multi jurisdictional approach to compliance is therefore very critical. With long-standing offices in key financial cities and emerging markets, ADAM Global professionals work seamlessly with our Global Compliance team to provide you with the highest level of service, both locally and globally. We provide timely regulatory and compliance advice to our corporate clients on the legal issues which most regularly impact upon their businesses.

Figuring out the information on legal regulations and framework in jurisdictions around the globe can be time consuming and costly. Besides offering our expert advisory services wherever our client is, we also provide, an online, easy to access platform specifically designed to help multinational companies manage their foreign subsidiaries more efficiently, providing you with a base understanding of important corporate procedures ahead of time. It includes valuable information on corporate legal requirements and procedures such as:

- Incorporation of a new entity
- Annual compliance requirements
- Title change
- Transfer of shares
- Change of director
- Annual General Meetings
- Payment of government fees
- Maintaining proper due diligence records

Our online platform serves as an effective first point of reference for clients considering a corporate action in a foreign jurisdiction. We constantly add new information to the database every day. We routinely issue 'Doing Business In ...' newsletters to further assist our clients in their global endeavours.

We highly advise all our clients to do their best in ensuring worldwide compliance as it reduces the risk of non-compliance with differing statutory obligations overseas, demonstrates good governance and risk management, increases visibility and control of foreign subsidiaries and enables greater certainty when planning and costing transactional work. You can rest assured knowing that ADAM Global has your best interest in mind when taking on your ongoing compliance responsibilities.

**“ADAM restructured our international investment vehicles to minimize liabilities.”**

Use **offshore**  
structures to **protect your**  
**wealth**



## Expertise

### Offshore Company Registration

Offshore Company, most commonly termed as International Business Company or a Non-Resident Company, is a legal structure which provides for a low/zero-tax environment for an entity or an individual which in turn minimizes tax burdens and improves wealth management. Besides this fact, its element of anonymity has made offshore companies a top favourite amongst the affluent.

A few reasons why individuals and corporations choose offshore companies are to:

- Manage taxes
- Shield assets
- Manage risk
- Avoid bureaucracy
- Maintain privacy
- Enhance assets

#### **Benefits Offered:**

More specifically, the reasons for going offshore and utilising offshore companies for tax planning and offshore business include:

- Free remittance of profits and capital
- Exchange convertibility
- Availability of offshore experts
- Access to tax treaties
- Fair treatment
- Anonymity
- Low fees & operational cost
- Sanctity of contracts
- Tested legal systems
- Banking privacy
- Legal Protection
- Government cooperation
- Ease of Reporting
- Security of property rights
- Fewer restrictions
- Customs and duty exemptions
- Foreign investment inducements
- Higher yields and returns

At ADAM Global we are the trusted advisors assisting companies and individuals with the establishment, management and administration of Offshore Entities, Trust Foundations and Holding Structures to meet the client's specific objectives. Our broad range of expertise includes corporate re-structuring, wealth protection, tax reduction, cross-border investment and foreign market entry.

“We were able to take full legal benefit of international tax planning using offshore structure.”



**Good advice** creates  
**good business,**  
successful **business**  
creates **jobs.**

# Core Financial Services

## Corporate Accounting Services

Ongoing pressures to optimize business performance have prompted many finance executives to look for new approaches, including outsourcing of the finance & accounting processes. ADAM Global offers a full range of financial accounting services for small to mid-sized businesses. Depending on the company's need and stage, we work with you as your book-keeper, accountant, accounts-controller or financial advisor. All of our accounting services and solutions are scalable during periods of peak activity, and then can be scaled back when they are no longer required.

Growing businesses need to know how well or badly they are doing and stay on top of their financial performance. We can prepare monthly management accounts that will allow you to monitor the progress of your business through both the development and growth stage. We won't just present you with pages of figures, on the contrary, we will help you identify any anomalies and provide practical solutions to rectify any issues that may arise.

### **Outsourced CFO Services**

The leadership through an outsourced CFO Service often makes a big difference in your long-term financial strategy. If hiring a full-time CFO sounds expensive, consider our part-time CFO services which will enable you to avoid spending money on high salaries yet still manage your financials. Our professional in most cases work on site, which positions us to immediately address pressing financial concerns, guide the staff, and help you make critical decisions.

### **Bookkeeping & Payroll**

Our specialized bookkeeping and payroll system is designed to save our clients time and money. From maintaining supplier and customer accounts, invoicing, cash flow monitoring and complete payroll services, to detailed financial reports, PAYE and GST reports, employee pay slips, direct payments and more, we've got your business bookkeeping needs covered.

### **Management Accounts & Annual Account Statements**

We offer comprehensive Management Account Services and preparation of various accounting reports, in a format agreed with you. We understand how critical it is for you to monitor the performance of your business and make appropriate management decisions. We provide tailored accounting solutions to meet your requirements including project accounting, preparing monthly or year-end account statements and control accounts reconciliations.

### **Budgeting and Cash Flow Development Analysis**

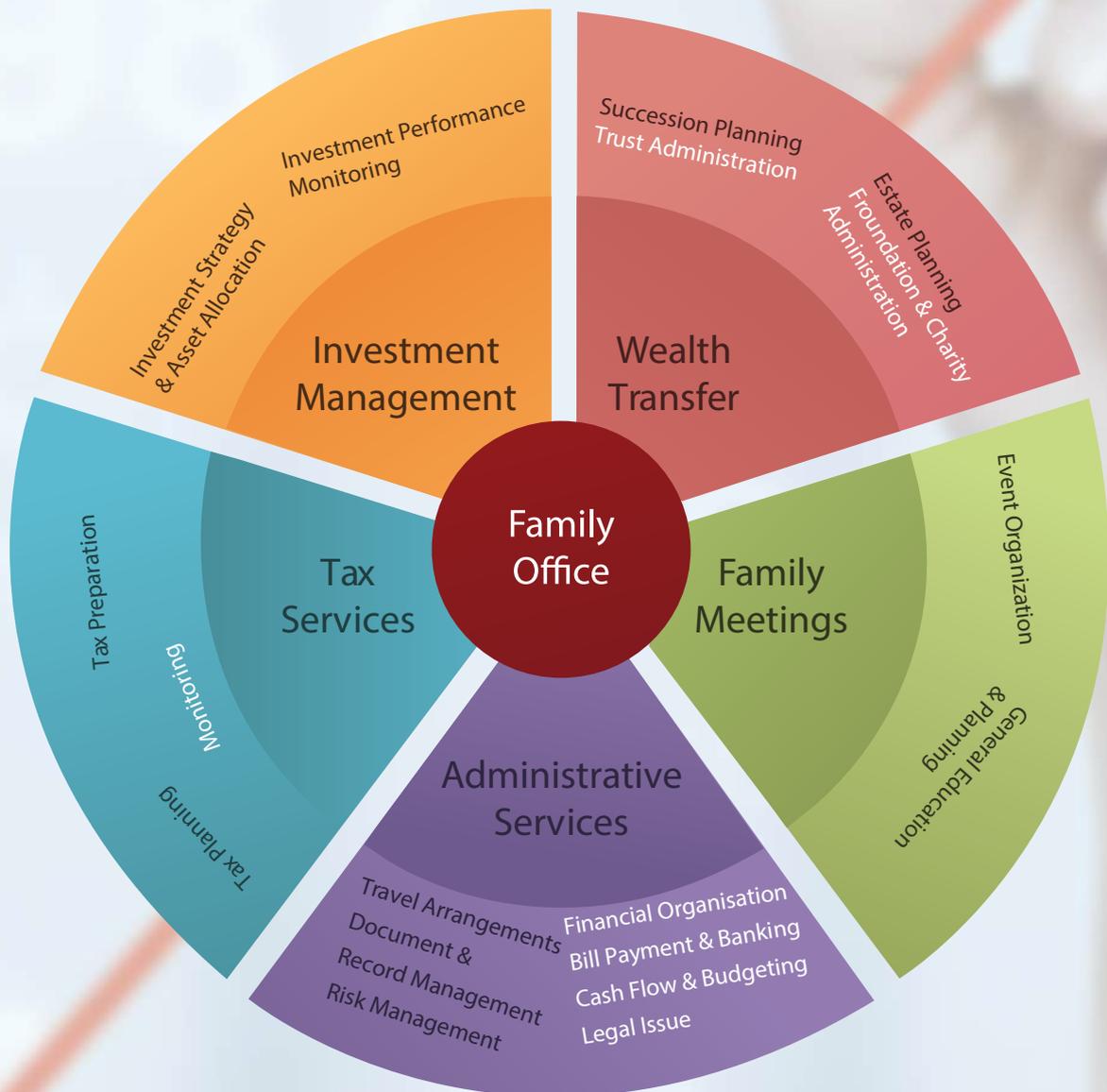
We assist businesses in understanding their current and future cash flow needs and budgeting requirements. Most small to medium sized businesses do not operate from a budget or truly understand their cash flow constraints, daily costs of operating, or break even calculations. Through our tailored budgeting and cash-flow analysis and forecasting services we assist you in surviving this tough economy, understand its operational obligations and plan for future growth.



We live life  
by **adhering** to our  
**core values** of **transparency,**  
**honesty, integrity**  
& **speed** with **accuracy.**

# Family Office Advisories

Adam advisory on family office supports wealthy families with the organization and maintenance of their wealth. There are Long-term demands to segregate personal and corporate assets for succession planning or diversification. Customized vehicles are built around the explicit needs of a family and all its members. Our number one priority is to identify and manage risks for the family.



# Clients





Your  
**trusted**  
advisors

**Growing** your  
business

Creating **jobs**  
worldwide



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