



Deloitte.

Deloitte Private
Getting you there

In the Middle
East since
1926

At Deloitte Private, we recognize that for many family-controlled enterprises in the Middle East, the journey to success requires making smart decisions and taking advantage of the right opportunities. Such decisions and opportunities are inevitably commercial as well as personal, and in the family enterprise sphere they are often inextricably linked.

As your trusted advisors, we focus on your future, and that of your successors and next-generation family champions – looking ahead to anticipate your needs and aspirations to continue building a prosperous legacy.

Legacies mean different things to different people and our professionals recognize the importance of preserving philanthropic as well as business and cultural legacies. As well as passing on tangible assets to your successors, you may also desire to pass on your vision, mission statement and ideals regarding the business as well as the private family wealth. We can help formalize these concepts and provide a workable solution which is acceptable to both you and your successors.

Throughout this journey, Deloitte Private will be by your side and will help you chart the path to get you, your family and business where you want to be.

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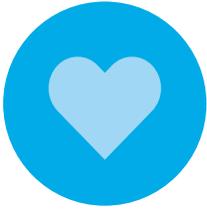
Although we will guide you and motivate you along the way, we understand that sometimes a family has to take stock, and sometimes ‘now isn’t the right time,’ and that sometimes a business transaction will take precedence. We will always encourage you to prioritize putting your house in order, however, we are very well aware of the fact that this process can invariably involve difficult decisions and conversations which can take time to work through.

Our focus is to get you there ... and beyond, at your own pace.

Our vision

Deloitte Private professionals strive to be recognized as the truly global trusted advisors of choice to elite families in business and next-generation family business champions in the GCC and MENA region.

Our values



Care

With a focus on building a prosperous future for both the family and the business, we collaborate with you and your family to define your needs and vision. We take the time to listen, to ensure that your aspirations for a more rewarding business and harmonious relationships going forward are catered for.



Trust

We aspire to provide you with peace of mind. We offer fully integrated and scalable solutions, tailor-made to address your needs, those of your family, and those of your business, as you look to reach critical milestones.



Future focus

We will support you and your family in acquiring the tools necessary to become more competitive in an increasingly global world. We will accompany you throughout your journey to excellence.

Our professionals

Our professionals have a strong reputation earned through many years of specialization in the areas of family business and family office advisory in the GCC and MENA region.

Our ambition is to address your needs and aspirations, and to provide you with state-of-the-art solutions.

Where necessary, we will leverage the experience and knowledge of colleagues throughout the Deloitte global network to ensure you, your family, business and assets are expertly advised. From centers of excellence in Art & Finance, Islamic Finance to forensics, real estate and worldwide local tax knowledge, we are more than just another audit firm. As a client, Deloitte will bring the world to you.

Our families



Private enterprises and family-controlled businesses



High-net worth and ultra-high net worth individuals



Next generation family business champions



Listed companies with significant family ownership

Getting you there

Our solutions

Our solutions cover the three main facets of a family-controlled business, including *inter alia*:

The people behind the money

- Devise family governance strategies
- Draft and help implement family protocols
- Conduct continuity audits
- Offer mediation and conflict resolution solutions
- Facilitate a family Majlis
- Prepare and facilitate a family assembly
- Coach and offer development programs for next generation champions
- Build and serve family offices
- Develop and implement a philanthropy strategy

The business

- Devise corporate governance strategies
- Conduct corporate engineering/reengineering exercises
- Draft and help implement owners protocols
- Prepare and help implement Board of Directors manuals
- Organize and facilitate Board of Directors meetings
- Organize and facilitate owners assemblies
- Advise on financing/re-financing strategies
- Provide merchant banking advice (IPO, private placement, M&A, joint-venture, divestiture, etc.)

Personal assets

- Ring-fence and protect private assets such as real estate, bank accounts, yachts, aircrafts, jewellery, artwork, etc.
- Devise and implement an international tax strategy for the family to manage tax exposure in different jurisdictions
- Devise and implement an international legal strategy
- Devise and implement a security strategy
- Devise and implement a strategy to protect and/or mitigate reputational risk

Contact

Our team is ready to assist, navigate and guide you, your family and your business on this journey. Your business is our business and we always have your interests at heart. We are here to serve you and to work towards the family's shared goals and vision to ensure your happiness and that of your family, as well as the security, stability and sustainability of your wealth in the hands of future generation champions.



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Deloitte provides audit, tax, consulting, and financial advisory services to public and private clients spanning multiple industries. With a globally connected network of member firms in more than 150 countries, Deloitte brings world-class capabilities and high-quality service to clients, delivering the insights they need to address their most complex business challenges. Deloitte has in the region of 200,000 professionals, all committed to becoming the standard of excellence.

Deloitte's professionals are unified by a collaborative culture that fosters integrity, outstanding value to markets and clients, commitment to each other, and strength from cultural diversity. They enjoy an environment of continuous learning, challenging experiences, and enriching career opportunities. Deloitte's professionals are dedicated to strengthening corporate responsibility, building public trust, and making a positive impact in their communities.

About Deloitte & Touche (M.E.)

Deloitte & Touche (M.E.) is a member firm of Deloitte Touche Tohmatsu Limited (DTTL) and is the first Arab professional services firm established in the Middle East region with uninterrupted presence since 1926.

Deloitte is among the region's leading professional services firms, providing audit, tax, consulting, and financial advisory services through 26 offices in 15 countries with around 3,000 partners, directors and staff. It is a Tier 1 Tax advisor in the GCC region since 2010 (according to the International Tax Review World Tax Rankings). It has received numerous awards in the last few years which include Best Employer in the Middle East, best consulting firm, and the Middle East Training & Development Excellence Award by the Institute of Chartered Accountants in England and Wales (ICAEW).