

GDC Partners

Gulf Development Company

"Bridging the World to the GCC countries"

Advisory & investment firm in Abu Dhabi, UAE



www.gdc-partners.com



Introduction to Gulf Development Company

Gulf Development Company ("GDC Partners") is an advisory & investment firm **chaired by H.E. Mubarak Ahmed Bin Hamoodah**. Our headquarter is in Abu Dhabi, the capital of the UAE.

Our mission is to build bridges between the world and the UAE and more broadly the other GCC countries: Bahrain, Oman, Qatar, Saudi Arabia and Kuwait.

GDC Partners supports international companies to achieve their goals and together make them among the leaders in their field in the UAE and in the Gulf region and generate higher return than the other companies present.

We do not consider you as a simple client but above all as a partner for whom we will be fully dedicated and **committed to excellence**.

We are committed to always giving to our partners the best services by offering solutions to create value in business.



We are constantly looking for partnerships where we see an outstanding opportunity and something "different" to add value in a way that others don't

We establish strong relationships with our partners and provide innovative solutions to answer their needs. GDC Partners works with international companies with interest in the UAE and the GCC region to develop tailored answers and achieve **sustained growth**.

We focus on three main activities:

- **Companies partnership:** GDC Partners supports foreign international companies to set up their business, grow and succeed in the UAE and the GCC by offering them active high level partnership
- **Advisory:** GDC Partners assists foreign international companies in developing the best available strategies to grow in the Gulf region and penetrate it successfully. To reach that goal, our advisors will give tailored financial, strategic and legal solutions
- **Investment and fundraising:** GDC Partners supports companies in their development by either be direct investor in companies with high potential or connect entrepreneurs to investors

As your partner in the GCC region, we make you benefit from our experience, intimate sector knowledge and network with government and private institutions

What we do

I. Partnerships with international foreign companies

GDC Partners creates value by partnering with foreign international companies and bring strategic insight, global network and understanding of the market to drive transformations that unlock the company's full potential. We have a long term vision, and are committed to achieving the best outcomes for our partners.



We define our success by your achievements. We are here to support you in the full business cycle.

Among all the types of companies, the Limited Liability Company (“LLC”) is the most popular one in the UAE. A UAE LLC is the best vehicle to use for companies willing to sell products or services freely throughout the country.

The foreign company opening as a LLC needs a local partner to operate in the country. At GDC Partners, we will be pleased and honored to share our experience and knowledge to support you in your development over the UAE and the GCC.

Our objective is to make you among the leaders in the region in your field.
Together we will be stronger

Why it is important to have a strong and active partner?

The role of the partner is much more than just being your representative in the country. Doing a bad choice can lead you to a lot of trouble. This is why every company has to conduct a deep due diligence and feel comfortable with the partner it works with.



Some examples of what a local partner has to do for your company:

- Use his /her influence and network to give you inside information about the market
- Connect you to top decision makers in private as well as government institutions
- Suggest creative solutions and implementation strategies for your business to make it suitable with the local culture and regulation
- Assist you for wide business issues that concern governmental requirements and approvals
- Support you for all administrative tasks such as visas, license...

Very often, your development depends on the support of your local partner.
Partnering with the right one is the key to your success

What we do

II. Advisory and business development

GDC Partners offers financial advisory services to all sizes of foreign investors and entrepreneurs in a wide range of sectors at all stages of their commercial development.

Our team has a deep understanding of the local market and experience in top tier institutions in Europe and North America in fields such as banking, private equity, real estate, marketing or entrepreneurship.



We seek to make the companies we advise **stronger** by bringing our know-how in the region to provide strategic advice and assist you to maximize the profit generated from your activities in the GCC region.

GDC Partners has a bottom-up approach that takes into account a strong cultural understanding and expertise of the Gulf region. Our added value is our people who have long and successful experiences in Europe, USA and the Middle-East



GDC Partners' advisory offers

- **Business Solutions:** providing tailored supports at every stage of your project to assist you to grow fast in the GCC region. This may include doors opening to top decision makers
- **Mergers & Acquisitions:** advising seller and buyer sides to identify the opportunity, valuation, due diligence, marketing materials and strategy, post-merger integration
- **Strategic advisory:** assisting you with strategic advice and action plans and providing you with the best strategies to succeed in the region

What we do

III. Investment and fundraising

GDC Partners provides capital to companies in the Middle-East and Europe to support them to grow.

Our investment approach is based on a rigorous due diligence process taking into account the risk of the business and the expected return on investment.



Our two investment approaches

1. Direct investments

GDC Partners is always looking for outstanding companies to invest in to enhance their performance and support their development locally as well as internationally.

We target companies with at least two-year track record and willing to grow their activity. We consider all sizes of companies in several sectors, however, we will focus on innovative companies with an interest in doing business with the Middle East.

GDC Partners invests in high potential companies in Europe to help them to grow

2. Fundraising

GDC Partners has built an outstanding network of investors. This network includes banks, private equity firms, private and family offices, pension funds, charitable institutions, governments and other institutions, as well as retail investors in the Middle East and also in Asia and Europe. GDC Partners helps you therefore to find an optimal solution for your future financial needs. The investments can take various forms: equity, debt, mezzanine finance...



We manage the entire fundraising process – from the preparatory stage, through the roadshows and meetings with the potential investors, term sheet negotiations to the closing.

GDC Partners has an extensive network of investors looking for opportunities in European companies

The team

Our greatest value is our people. Our team and partners have built up substantial transactional and operational expertise in Europe, USA and the Middle East.

We combine deep industry knowledge with unparalleled technical expertise to offer you the highest quality of financial and legal advice and strategy consulting. We only deliver tailored made solutions that will make **you successful in the GCC countries.**

GDC Partners' team is composed of:

- Professionals from the Gulf region with an excellent understanding of the local business
- Professionals from mainly Europe who worked for top tier institutions and hold a degree from the most prestigious universities

GDC Partners board

H.E. Mubarak Ahmed Bin Hamoodah



Chairman

- His Excellency is a prominent Emirati national businessman, active in multi sectors. He is the Chairman of Tamalluk (his private office) and board members of several international companies
- He is the local sponsor, partner or investor in several multinational companies in the UAE like Cisco Systems, Astaldi, Kharafi National, Kapsch, Al Qudra Holding...
- Mr. Bin Hamoodah is member in the Abu Dhabi based company Bin Hamoodah Group, one of the largest family business groups in the UAE active in fields like automotive, construction, energy, IT, Financial services, food products... Bin Hamoodah Group is the local partner of large international groups.
- He is very active to create bridges between the UAE and the rest of the World, not only in business but also in culture, education and other fields
- He is an international investor with interests in several countries all around the World mainly in Europe

Mohammed Al Hunity



Vice-Chairman

- Mohammed is currently the Managing Director of the Private Office of H.E. Mubarak Bin Hamoodah, Tamalluk
- He is also MD of Tamalluk Real Estate
- Mohammed is board member in several international companies in the UAE and Europe
- He is involved in multi businesses as advisor in the UAE and abroad.
- He is a venture capitalist investing in start-ups and in growing SMEs in various fields such telecoms, retail, advisory, real estate in Europe, Middle-East and Asia.
- Mohammed previously worked of ADCB and Arab Bank
- He graduated from the Jordan University with a Bachelors of Art Degree in Economic and Political Science
- Mohammed is a Jordanian citizen living in Abu Dhabi, UAE

Houssam Nasrawin



Chief Executive Officer

- Houssam has founded the business organization Arab Business Leaders meant to bridge the GCC to Africa and Europe
- He previously founded the consulting firm Mideast Capital Ltd, active in Europe to advise European SMEs to establish in the Middle East
- He worked in Private Equity in Dubai for Agility Logistics investment arm. He has experience in London and Paris, mainly working in Investment Banking at La Societe Generale and at Credit Agricole. He then joined Pechel Industries Partner, a private Equity firm in Paris
- Houssam holds a Master in Finance from Audencia Business School (France) and a BA in International Economics from the University of Paris Nanterre. He also studied at the Ohio State University, USA
- He is a French and Jordanian citizen and lives between Dubai, UAE and Paris, France

The United Arab Emirates

A modern and open country

The UAE is a federation of seven emirates. Each emirate is governed by a hereditary emir. The constituent emirates are Abu Dhabi, Ajman, Dubai, Fujairah, Ras al-Khaimah, Sharjah, and Umm al-Quwain. The capital of the UAE is Abu Dhabi.



In 1971, the late President Sheikh Zayed bin Sultan Al Nahyan unified the small, underdeveloped states into a federation—the only one in the Arab world. With his visionary leadership, oil wealth was used to develop the UAE into one of the world's most open and successful economies.

The UAE has become an important player in regional and international affairs and a major international business hub. The country has transformed itself into an icon of business in only 45 years.

The seven Emirates have forged a distinct national identity. The UAE's political system combines tradition and modernity and enabled the country to develop a modern administrative structure while ensuring that traditions of the past are maintained, adapted and preserved.

The UAE is a major international tourist and business center and a dynamic hub for global commerce, with unmatched infrastructure that provides seamless connectivity for businesses worldwide.

The country is a member of the United Nations, the World Trade Organization, the Arab League and the Gulf Cooperation Council.



The after oil era already started

The UAE has approximately 10% of the World's total known oil reserves. 90% of its oil reserve is in Abu Dhabi and about 10% in Dubai. While the Abu Dhabi reserves are expected to last another 100 years, at present rates of production Dubai's reserves will last only another ten years.

The UAE has become a major international tourist and business hub and has some of the most modern infrastructure in the World. Today, the oil sector contributes 30% of the country's GDP. Thanks to the foresight of the UAE leaders, trade, tourism, real estate and construction are large contributors, most notably in Dubai.



There are many projects currently under construction for which European companies have an important role to play.

The United Arab Emirates

The United Arab Emirates, with its rapidly developing infrastructure, investor-friendly policies and political stability, is undoubtedly one of the most attractive business destinations in the World.

The Government encourages the private sector in a free trade regime with low tariff barriers and minimum legal hurdles. Many multinational companies have established branches in the country, many are engaged in manufacturing products or assembling them and many others have set up distribution centres for the region.



Why doing business in the UAE?

- No restrictions on profit transfer or repatriation of capital
- No corporate or income taxes
- A currency, the Dirham, that is stable, secure and pegged to the US dollar
- Very low, or non-existent, import duties
- Competitive labor costs
- 100% repatriation of capital and profits
- No currency restrictions
- Competitive import duties (5% with many exemptions)
- Modern efficient communication facilities
- Abundant and inexpensive energy supply
- Modern infrastructure

International business hub

The UAE's strategic location between Asia, Europe and Africa is a major advantage to investors, particularly the country's proximity to some of the world's fastest growing economies in Asia. Collectively India and China alone comprise almost 40 per cent of the world's total population and support a combined GDP in excess of US\$5 trillion, providing significant economic and trading opportunities.



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