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1. Transaction Advisory Services Portfolio

Transaction Advisory



In today's fast-paced business environment, transactions demand expert guidance. Our suite of transaction advisory services offers tailored solutions for acquisitions, strategic alliances, capital raising, asset divestments, and restructuring. With our dedicated team, you can navigate these complexities seamlessly, ensuring success at every stage.

Every transaction is unique, and we understand the importance of personalized attention. Our commitment goes beyond mere assistance – we're here to guide you through every step of the process. With RSM as your trusted partner, you can trust that your transactional needs will be met with precision and professionalism.

Transparency is key to our approach. We communicate clearly and concisely, empowering you to make informed decisions that align with your strategic goals. At RSM, we prioritize your needs and provide unwavering support, ensuring your transactional journey is smooth and efficient.

In summary, RSM offers comprehensive transaction advisory services tailored to your unique needs. With clear communication, unwavering support, and personalized guidance, we ensure your success in navigating the complexities of transactions. Trust RSM to be your partner in achieving your business objectives with confidence.

Transaction Advisory – Traditional Portfolio

Our transaction advisory practice has provided support to clients on a wide range of engagements using extensive expertise to deliver effective, creative and practical solutions.



Financial Advisory Services

Feasibility Study

Assessing the practicality of a proposed project or venture.

Business Plan

Helping to outline a company's strategies, and financial projections.

Financial Modelling & Projections

Creating models to analyze and support in forecasting future financial performance

Market Study Analysis of the market, including demand- supply and competition



Merger and Acquisition Services

Sell-side support

Assistance in selling Client assets or businesses

Buy-side support

Assistance in acquiring assets or businesses

Financial Due Diligence Assessment of company's financial health



Valuation Advisory Services

Valuations Helping determine the worth of an asset or business entity

Purchase Price Allocation

Allocation of purchase price of an acquired company to its assets and liabilities as per IFRS

Impairment Testing Evaluation of the potential loss in value of an asset as per IFRS



Other Services

IFRS diagnostic support Navigate IFRS complexities, ensuring compliance and clarity for your financial reporting needs.

End-to-end growth support for healthcare organizations across digital transformation, operations, market strategy, RCM etc.

Management Discussion & Analysis
Preparing MD&A document on behalf of the companies for listing purpose

AI Powered Transactional Advisory Services in Technology Investments



Evaluate New Tech Investments:

You have the capital, but lack the technical resources to thoroughly evaluate the potential of new tech companies.

Technology Due Diligence (3-4 weeks):



Comprehensive review of the quality, scalability, and development roadmap of the technological infrastructure.



Assessment of the technical team's expertise and leadership.



Evaluation of planned future developments and their alignment with market trends and investor goals.



Evaluate Existing Tech Investments in Portfolio:

You've invested in tech companies, but need dedicated resources to monitor their ongoing technological development and product rollout.

Technology/Product Audit (3-4 weeks):



Analysis of fund utilization and efficiency.



Assessment of the quality and scalability of ongoing tech developments.



Identification of any changes in direction or milestone slippage, providing early warning signs of potential issues.

AI Powered Transactional Advisory Services in Technology Investments



Pre-Joint Venture Diligence

Entering a joint venture (JV) or partnership is a strategic move, but it comes with inherent risks. How can you confidently assess the technology, financials, and potential success of the venture?

Pre-Joint Venture Diligence : (8-12 weeks):



Market Assessment & Business Plan Review: We analyze market trends and thoroughly evaluate the business plan to determine the JV's viability.



Tech Company Due Diligence: Our experts assess the tech partner's capabilities, infrastructure, and potential risks.



IP Valuation & Protection: We identify and value each party's intellectual property to ensure fair distribution and protection.



Negotiation & Structuring: We guide you through the negotiation process, ensuring your interests are protected



IP Strategy and Valuation

Your company is growing rapidly, but have you identified and protected your valuable intellectual property (IP) assets? Unprotected IP leaves you vulnerable to infringement and missed opportunities.

IP Strategy and Valuation Audit: (6-12 weeks):



IP Identification: We thoroughly analyze your products and services to uncover potential IP assets.



Documentation & Protection: We ensure your IP is secured through patents, trademarks, copyrights, or trade secrets.


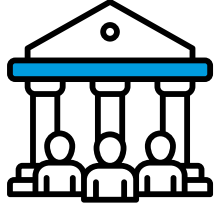
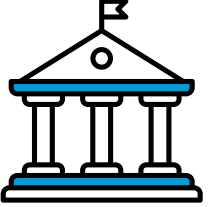
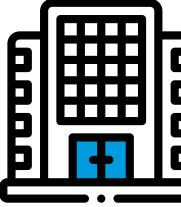


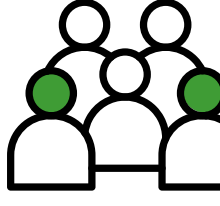


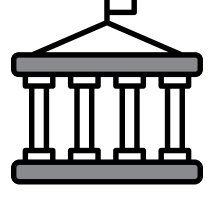


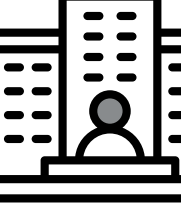


Valuation & Monetization: We assess the value of your IP, providing crucial insights for monetization and strategic decisions.

2. Credentials

Credentials

RSM Saudi Arabia has extensive cross-border experience in its 3 major service lines across multiple sectors and industries:

 <p>Audit</p>	 <p>Government</p>	 <p>Semi-government</p>	 <p>Public listed entities</p>	 <p>Private companies</p>
 <p>Tax</p>	 <p>Semi -Government</p>	 <p>Public</p>	 <p>Private companies</p>	
 <p>Consulting</p>	 <p>Government</p>	 <p>Semi-government</p>	 <p>Public listed entities</p>	 <p>Private companies</p>

- ### Client Industries
- Manufacturing
 - Trading
 - Education
 - Real Estate
 - Healthcare
 - Banking and Investment Financial Services
 - Insurance
 - Telecommunication
 - Oil and gas
 - Engineering and construction Transport and Logistics
 - Computers and Information Technology
 - FMCG

Transactional Advisory Credentials in KSA – Business Valuations

Illustrative list of some of the selected transactions by RSM Saudi Arabia are presented below

KSA based holding company

Assisted in business valuation of investments across retail, logistics, technology and real estate for a KSA based holding Company

KSA based insurance company

Assisted one of the leading insurance and reinsurance companies based out of KSA in PPA exercise as well as impairment testing of identified intangible assets

KSA based aquaculture company

Assisted in valuation for impairment testing of business units for a company in aquaculture sector

KSA based F&B company

Valuation and due diligence of a large KSA based food services chain in relation to a transaction between partners with both partners making counter offers to take over each others shares

KSA based ICT company

Indicative business valuation of 100% equity interest in a KSA based information communication technology (ICT) with branches in India and Egypt

KSA based listed chemical company

Assisted in valuation for impairment testing of investments for a listed company in chemical sector

KSA based medical company

Indicative business valuation of 100% equity interest in a KSA based medical Company specialized in providing surgery medical equipment and turnkey solutions

KSA based real estate development company

Assisted in valuation of unquoted investments held by a KSA based Real estate development and management Company

KSA based environmental Services Company

Indicative business valuation of 100% equity interest in KSA based leading environmental services company

KSA based management consulting company

Indicative business valuation of 100% equity interest to be offered to potential investors in a KSA based management consulting & information technology company

Transactional Advisory Credentials in KSA – Financial Due Diligence

Illustrative list of some of the selected transactions by RSM Saudi Arabia are presented below

Alwasail Industrial Company

Financial due diligence services for listing purpose (Transfer from Nomu to main market). Alwasail Industrial Company was successfully transferred from Nomu to Main Market in 2026.

GAS Arabian Services Company

Financial due diligence services for listing purpose (Transfer from Nomu to main market). GAS Arabian Services Company was successfully transferred from Nomu to Main Market in 2025.

Raoom Trading Company

Financial due diligence services for listing purpose (Transfer from Nomu to main market). Raoom Trading Company was successfully transferred from Nomu to Main Market in 2025.

Burgerizzer

Financial due diligence services for listing purpose (Transfer from Nomu to main market). Burgerizzer was successfully transferred from Nomu to Main Market in 2024.

Riyadh Cement Company

Financial due diligence services for listing purpose (Transfer from Nomu to main market). Riyadh Cement Company was successfully transferred from Nomu to Main Market in 2023.

KSA based holding company

Financial due diligence services to a KSA based holding company for right issue of shares

KSA based real estate company

Financial due diligence services to a KSA based real estate company for acquisition purpose

Multinational company in health care sector

Financial due diligence services to a multinational company in healthcare sector having operations in EMEA region for acquisition purpose

KSA based company in education sector

Financial due diligence services to a KSA based company in education sector for acquisition purpose

KSA based company in IT sector

Financial due diligence services to a KSA based IT company for acquisition purpose

Transactional Advisory Credentials in KSA – Financial Modelling

Illustrative list of some of the selected transactions by RSM Saudi Arabia are presented below

Financial Modelling for a leading Terminal Management Company

Providing financial modelling to a leading Jeddah based terminal management company, to support strategic investment decisions, debt structuring, and operational forecasting.

Financial Modelling for a Special Economic Zone

Prepared detailed financial model for an underdevelopment special economic zone. The model is in compliance with the international best practices and capable of running multiple scenarios.

PPP Model for Dammam Airport – Fuel & Infrastructure Enhancement

Developed a PPP model for the enhancement of the into the plane and fuel infrastructure at Dammam Airport, incorporating investment, financial and operational forecasting.

Financial Modelling of Last Mile Delivery Platform

Created a comprehensive financial model for an end-to-end last mile delivery platform, focusing on revenue forecasting, operational costs, CAPEX. Prepared interactive dashboards.

Madinah Bus Rapid Transit Project

Performed complete model audit, verified model calculations, ensured compliance with IFRS and local tax regulations, and reviewed model structure for alignment with RFP criteria.

Q-Shuttel Park & Ride Project for Qiddiya City

Conducted audit of financial model for accuracy and compliance with accounting standards and provided a comprehensive review for adherence to RFP requirements.

Financial Model Audit of an Industrial Plant required for bank financing

Audited financial model calculations, verified compliance with lender's term sheet including debt sculpting, cash sweep provisions etc.

Residential Compounds

Audited financial model for accuracy, verified tax compliance, ensured IFRS adherence, and reviewed model against RFP requirements.

Technology Powered Transactional Advisory Use Case in GCC / EMEA

Business Transformation and Fund Raise for a Communications Technology

Successfully undertaken a complete business transformation, value creation, and fundraising exercise for a communication software company, in the following three phases:

1. Corporate Structure Consolidation & Restructuring

- Designed a **new corporate structure** under a holding company .
- Analyzed and advised on the **best location to register** the holding company .
- Managed the **end-to-end implementation of the advised structure on legal, tax, and financial matters** using third-party experts

IP Valuation	\$50 mn
No. of Patents Identified and Filed	5
No. of Trademarks Identified and Filed	9
No. of Copyrights Identified and Filed	8

2. IP Identification, Filing & Valuation, and helping the business in developing an IP strategy and culture for the company:

- **IP Identification:** Identified non-overlapping product modules that provided unique solutions .
- **IP Filing:** Managed the filing process by hiring and coordinating with an IP law firm to review IP documentation and execute the filing process
5 9 8
- **IP Valuation:** Conducted a detailed valuation exercise that considers the future revenue potential of potential / filed IPs. ALP also assisted in hiring an IP valuation firm to validate the conducted valuation.

3. Product Roll-Out Strategy Development & Implementation, by identifying potential joint ventures that provided synergistic benefits and a sticky source of revenue

- Conducted a **market gap analysis** and identified the best match of products and geographies
- Identified the **lowest possible cost** and **ROI of developing an in-house marketing and sales infrastructure** to scale the products in these identified jurisdictions
- Identified **potential partners** and associated synergies

4. Fund Raise:

- Assisted the company in **fundraising**, from preparing marketing documents to approaching and negotiating with potential investors.

Technology Powered Transactional Advisory Use Case in GCC / EMEA

Technology Due Diligence and IP Valuation for a Proposed Joint Venture

Successfully assisted a KSA-based automobile distributor in the technology due diligence and IP Valuation of its proposed joint venture (JV) with an Indian digital auto- aggregation company

1. Review and Assessment of the Business Plan

- **Business Plan and Financial Review:** Evaluating the business plan and financial projections, and their underlying assumptions.
- **Risk Assessment and Strategic Insights:**
 - o SWOT analysis
 - o Scenario & Sensitivity Analysis
 - o Reviewing legal and regulatory challenges regarding technology deployment
- **Market Opportunity and Competitiveness Review:**
 - o Analysing the market size, growth potential, and competitive landscape
 - o Examining synergies, innovation, and competitive advantages.

3. Identification and Valuation of Intangibles

- **Performing a valuation of intangible assets**, i.e., IP, technology, brand value, etc., that both companies will contribute to the JV
- **Our valuation method** was a combination of several methods including discounted cash flow models, along with ALP's propriety historical data-based cluster analysis
- Determining the fair valuation and ownership split of the joint venture based on the capital contributions and the valuation of IP contributions of each party

2. Technology Due Diligence on the Indian Tech Company

- **Technology Review of the Tech Co.:**
 - o Techno-mathematical Due Diligence
 - o Reviewing the technical capabilities and IP portfolio
 - o Assessing financial and time implications of necessary enhancements required
- **Development Strategy:** Assessing the development roadmap, milestones and resource allocation
- **Identifying Risks and Gaps**
 - o Identifying risks such as technology obsolescence, security vulnerabilities, and gaps in budget, timelines, and resources and Advising on improvements to mitigate them

4. Negotiation of the JV Share/Structure

We assisted the Client on the negotiation table by identifying and highlighting key leverage points, some of which were:

- Technologies, expertise, or exclusive access to markets that are beneficial to the JV
- The ability and willingness to provide capital
- Established customer base and distribution channels
- Experience in navigating regulatory landscapes
- Intellectual Property: Patents or other IP that the JV values

Technology Powered Transactional Advisory Use Case in GCC / EMEA

Assisting a Power Company with LIBOR Transition

We have successfully advised the LIBOR Transition process to an Alternative Reference Rate of a UAE-based power and desalination company

1. Spread Analysis

Produce a **history of compounded SOFR** for a 6-month interest period according to the loan and Hedge term sheets with different conventions (2 bd observation shift, 5 bd look-back, 9 bd look-back, etc.)

Analysed and explained the spread between the compounded rates with different conventions such as the ISDA fallback protocol, OIS convention, and ISDA CAS

Compare the spread between conventions with the cost to adjust the swap to the loan convention

2. Analytics

We utilised our analytical capability to support our clients in adopting and operationally handling compounding in arrears calculations.

Calculation of daily rate, compounding factor, and interest

Building automated tools in Python for handling these calculations

Analysis of transition impact on financials, and conducting scenario analysis to assess future rate changes

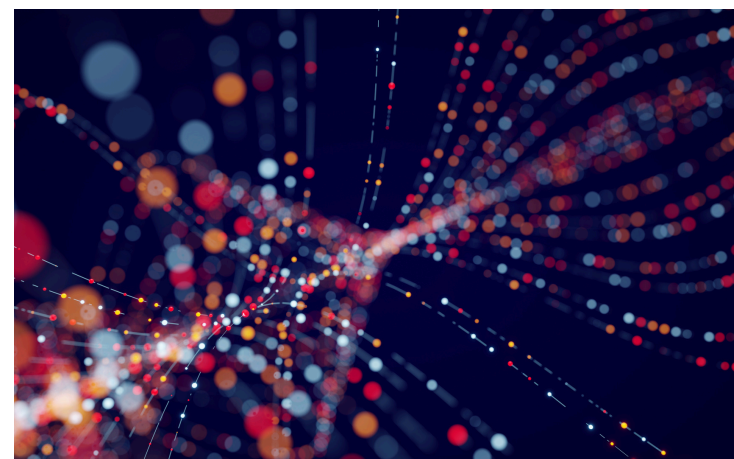
3. Negotiation with the Lender and Hedge counterparties

Negotiated with either Lenders or Hedge Providers to agree to the client's preferred position.

Technology Powered Transactional Advisory Use Case in GCC / EMEA

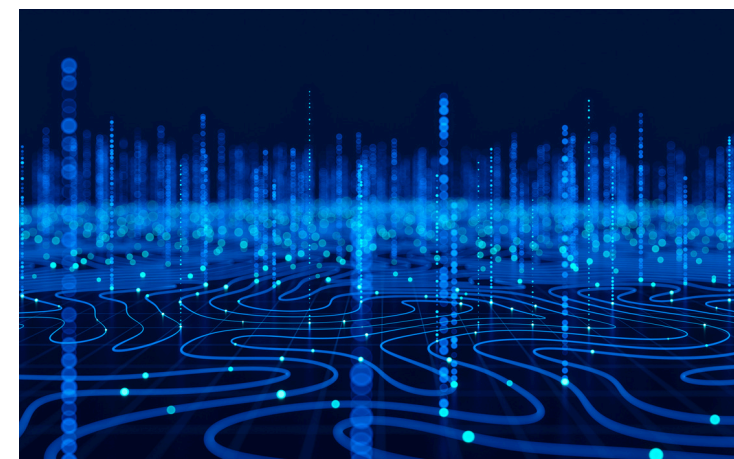
Advised and Arranged Financing for a Rooftop Solar Developer

We have successfully advised and arranged development financing for a rooftop solar developer, managing the deal right from preparation of marketing documents to due diligence and documentation



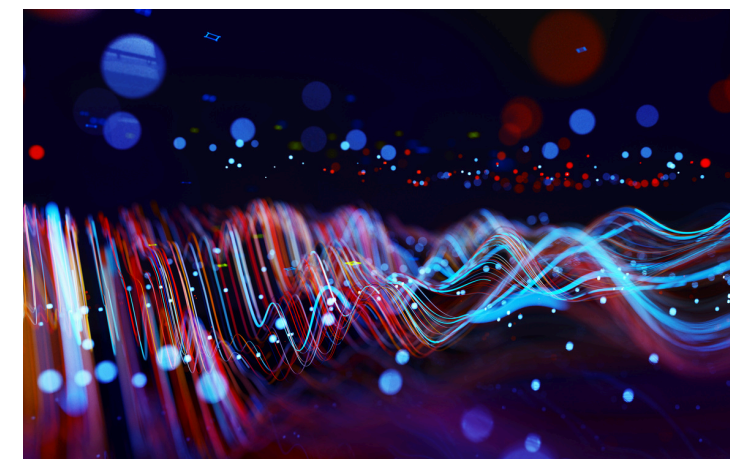
Advising on the Fund Structure

- Developing a detailed understanding of the business through documentation review and Q&A with management
- Advising on the most suitable fund raise structure, which includes raising funds at the asset company level



Valuation and Preparation of marketing documents

- Preparation of a dynamic financial model, complete with 5-year financial projections
- Conducting a valuation of the business, using both discounted cash flow and relative valuations
- Preparation of a detailed information memorandum and teaser, outlining the business, its operating model, financial performance, risks and mitigants, and funding requirements.



Approach and Negotiation

- Approaching and initiating discussions with potential investors, understanding their appetite, and answering their queries
- Negotiating with investors to finalise deals and term sheet



Due Diligence and Closing

- Co-ordinating between the investor's due diligence advisor and the client for the smooth completion of the due diligence process
- Finalisation of loan agreements and other documentation to close the transaction

3. RSM Profile

RSM Profile


Global








RSM is a powerful network of audit, tax and consulting experts with offices worldwide.

As an integrated team, we share skills, insight and resources, as well as a client-centric approach that's based on a deep understanding of your business.

This is how we empower you to confidently move forward and realize your full potential.

7th largest global network of independent assurance, tax and consulting firms
 Revenue growth of **4%** from \$7.4bn to **\$7.7bn** in 2025



120 Countries 	Purpose	Instill Confidence in a World of Change			
	Strategic Drivers	Continue to Lead in the Market			
500 Offices 	People  Drive an unrivaled, inclusive culture and talent experience.	Clients  Deliver rich personalized experiences through market-leading insights.	Technology  Champion and embrace future-focused agile, digital and global delivery models.	Solutions  Win with industry and compelling global products and services.	
	Promise	The Power of Being Understood The Power of Understanding			
Behaviors	Caring Curious Collaborative Courageous Critical thinkers				
56,000 Consulting Minds 	Values	Respect and uncompromising integrity Succeeding together Excellence in all we do Impactful Innovation Acting responsibly			

RSM Profile

RSM EMEA



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Countries

Europe

Complex regulatory & economic landscape

Mature markets with evolving compliance and integration frameworks.

Middle East & North Africa

Political & sector-driven growth

Dynamic opportunity driven by Vision programs and energy transition.

Africa

Rapidly expanding middle class

Rising population, digital adoption, and consumer demand.



16,600+

Experts

Key growth sectors

Driving regional expansion

Infrastructure

Energy

Technology

Real Estate

Manufacturing

Consumer

On-the-ground expertise across all three regions

RSM helps businesses navigate regulatory differences, market maturity, and cultural contexts – enabling sustainable growth in some of the world's most dynamic markets.

RSM Profile

Saudi Arabia

RSM Saudi Arabia is a member firm of RSM International with over 18 years in practice in the Kingdom.

Having a pan Saudi presence and over 600 professional minds working to deliver excellence in Tax, Accounting & Consulting synonymous with the global brand.

Over the years we have strived for providing services to more than 6000 clients across various industries.

Quality

- Deliver work of the highest standard
- Following International standard practices
- Strive to exceed expectations

Integrity

- Respect others as you would like to be respected
- Do the right thing ethically and independently
- Build trusted relationships

Stewardship

- Develop our people to the best of their ability
- Build a brand of substance
- Committed to social responsibility programs and 2030 vision



Since 2007



6000+ clients



600+ employees



Experienced professionals delivering quality services



4 offices in Saudi Arabia
2x Riyadh | 1x Jeddah | 1x Al Khobar

RSM Saudi Arabia Services



Assurance/ Audit



Tax & Zakat



Advisory & Consulting Services



Academy & Training

THE POWER OF BEING UNDERSTOOD
ASSURANCE | TAX | CONSULTING



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