



# CORPORATE PROFILE

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**DC GLOBAL** is UAE-based professional services firm that offers a broad portfolio of specialized solutions to enable the competitiveness and success of mid- and large-sized businesses in the Middle East, Africa and South Asia.

The firm assists businesses in the Finance and Analytics functional areas. Our strategic partnerships with **Practus / MyCFO** and **TCG Digital** allow us to provide proprietary products, execution bandwidth and specialized skill sets in Finance and Analytics.

Since its inception in 2016, DC GLOBAL has worked with an impressive repertoire of clients, including publicly listed companies in the UAE and India, and prides itself on the quality and integrity of its business relationships.



**Probir Chakraborty**

- ❑ Probir possesses over 20+ years of experience with engineering, industrial and investment firms, where he held senior corporate roles overseeing international finance, restructuring / refinancing and business development.
- ❑ Most recently, Probir was Chief Operating Officer at RAK Investment Authority in the UAE, where he held overall P&L responsibility and led business development, leasing, sales & marketing and support services functions.
- ❑ In his career, Probir has executed large M&A and JV transactions with Fortune 500 companies as well as developed international strategic and financial plans. He possesses specific project finance expertise in dismantling, transfer and re-erection of industrial assets.
- ❑ Earlier in his career, Probir played key roles in the finance function at Essar Steel, Nicholas Piramal and Sterlite Industries (Vedanta Resources). More recently, Probir served as CFO / Finance Director in Esdee Aluminium (India), McNulty Group Holding Company (UK) and Sun Metals (Oman).
- ❑ Probir is an MBA rank-holder with finance and cost accounting certifications.



**Ravi Krishnan**

- ❑ Ravi started his career with Dell in the US and possesses 15 years of experience with companies across various business sectors in the UAE, USA and India.
- ❑ Most recently, at RAK Investment Authority in the UAE, he led the company's special projects and worked closely with its CEO to develop and oversee the strategic and financial goals of the government-owned entity's mandates that include free trade zones, industrial parks, global sovereign investments and a leading offshore financial jurisdiction.
- ❑ Ravi's professional background includes technology product development, project management, strategy consulting in the manufacturing and logistics sectors, and M&A in the GCC region and Africa.
- ❑ As examples of his previous advisory work, Ravi advised an international consortium on their successful bid for the privatization of a strategic shipping port in West Asia and assisted with the development of the national logistics and distribution services strategy for the Government of Rwanda through an IFC / World Bank project.
- ❑ Ravi earned an MBA from University of Virginia's Darden School of Business and BS in Mechanical Engineering from University of Texas at Austin.





### Interim CXO Management

We provide interim C-level resources to mid-sized businesses when critical general management and finance experience is needed the most.

Our approach to Results Delivery helps clients overcome the odds by predicting, measuring and managing the risk associated with change from day one. The result: unparalleled support from strategy to implementation that delivers sustained results.

Typical mandates include focused improvement in corporate performance and high-touch leadership during restructuring and turnaround situations.



### UAE Market Entry Services

We assist foreign companies explore the potential of UAE as an attractive overseas market to do business.

Our services include:

- Primary and secondary market research
- Company formation in mainland, free zone and offshore jurisdictions
- End-to-end setup of manufacturing facilities
- Operate centralized procurement offices
- Enable global retail partnerships through brand licensing arrangements



### Family Office Services

We work closely with regional family offices to provide independent advice on topics ranging from succession planning and family governance to asset protection and cash flow management.

Through our firm's work, we are able to bring about the desired balance between professional management, responsible business ownership and healthy family dynamics.



### Market Representation Services

We partner with companies that offer unique value propositions to represent them in the UAE and specific Middle Eastern countries.

Our firm's in-depth market knowledge, broad industry experience and strong corporate relationships gives us an edge when it comes to regional business development for product and service offerings in the areas of Corporate Finance, Advanced Analytics and IT Solutions.



### Office of the CFO-Solutions

We are the exclusive regional partner for Practus / MyCFO, a decade-old firm with over 1,200 finance professionals in its roster and 400 companies from various industries plus 65+ PE & VC firms as clients.

The services are designed to improve the overall effectiveness of the Finance function with a strong focus on strategic finance and results-driven implementation.



### Advanced Analytics

As a strategic partner to TCG Digital, a US headquartered company with over 1,000 data scientists, we help companies build the modern enterprise by leveraging the power of Predictive, Prescriptive and Descriptive Analytics.

"tcg mcube" is the company's award-winning proprietary analytics product that combines data integration from disparate sources, information delivery and algorithm based analytics.



### M&A Advisory

- **Mergers and Acquisitions**

We evaluate potential acquisition targets, provide valuation analyses, and evaluate and propose financial and strategic alternatives.

- **Divestitures and Sale Transactions**

We advise clients by evaluating and recommending financial and strategic alternatives with respect to the sale, advising on the appropriate sales process for the situation and valuation issues, and preparing information memorandum and other appropriate sales materials.

- **Fund Raising**

We facilitate fund raising through our access to private equity firms, family offices and boutique merchant banks, on behalf of clients looking to finance their company's expansion plans.



### Global Economic Zone Promotion

We are engaged by government agencies in Africa, Asia and Central Europe to assist with the development of business models and marketing strategies for their special economic zones and target growth cities.

We leverage our expertise in promoting foreign inward investment, through our wide network of prospects in the Middle East and India, to make a tangible impact for our clients.



### Distressed Asset Advisory

We are called upon by clients looking to acquire distressed assets or businesses in new geographies as part of their corporate strategy.

Our firm can help identify suitable targets and provide a detailed diagnosis on behalf of the buyer. Thereafter, we are able to assist in the entire deal cycle including project management of the dismantling and subsequent erection of manufacturing facilities.

Executive Summary	Leadership	Services & Partnerships	Client Experience	Contact Us
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- ❑ Strategic partnership to introduce services of relevance to CFOs in the Middle East and South Asia. Established in 2006, Practus / MyCFO is widely credited with creating a new services category in the financial consulting space focused on hands-on implementation over advisory.



- ❑ Strategic partnership to introduce industry-leading business intelligence, data analytics and mobility solutions, globally. Established in 1999 as a JV with United Airlines, TCG Digital (now a member of TCG Group) in 2016 launched MCUBE, the leading 360 degree integrated data analytics product with cutting-edge features.

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M&A / Project Investment Advisory

- ✓ Sell-side advisory to a listed UAE conglomerate on the divestment of their logistics companies valued at USD 35M+
- ✓ Sell-side advisory to a listed UAE conglomerate on the divestment of their hospitality companies valued at USD 40M+
- ✓ Investment advisory to a listed Indian building materials company for their USD 25M+ project in the UAE
- ✓ Buy-side advisory to a renowned UAE conglomerate for specific acquisitions in the manufacturing and real estate sectors in the USD 15M – 35M transaction range



- ✓ Business Plans
- ✓ Business Decision Making Support: MIS, Cost Rationalization, Performance Management System, Reporting
- ✓ Post Merger Integration
- ✓ PMO for ERP & IT projects roll-out
- ✓ Business Process Re-engineering & Improvement
- ✓ Creating / Optimizing Shared Services Centre



- ✓ Descriptive, Predictive and Prescriptive Analytics on Business Use Cases Across Industries
- ✓ Aviation Software Solutions: Passenger Journey Improvement, Baggage Drop Solutions, Customer Information Integration System
- ✓ Customized Application Development: Fintech, Banking, Insurance
- ✓ Mobility
- ✓ Onsite / Offshore IT development and delivery





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