

# Company Profile



Where Expertise Meets Impact

[www.kuveraconsulting.com](http://www.kuveraconsulting.com)



**At Kuvera, we're not just advisors; we're partners in your growth journey.**

**Welcome to a world of excellence, strategy and impactful solutions.**



# Company Overview

Kuvera is an AI/tech-enabled management consulting firm using advanced technology to empower startups and SMEs in the UAE and broader MENA region, making them more financially intelligent, practical, and compliant. Kuvera Consulting's unwavering commitment ensures our clients grow and thrive despite a challenging business environment.

Our success is built on a comprehensive and consultative partnership approach. We prioritize understanding each client's unique business needs, designing a bespoke professional services package, and always putting the client's interest at the forefront, all while maintaining cost-effectiveness.

## **Our Services Include:**

- Transaction Support (Valuation, Due Diligence, PPA, and more)
- Business Support (Interim CFO, Business Plans, and more)
- Start-Up Solutions (End-to-end Company Formation, Accounting, and more)
- Corporate Advisory
- HR Consultancy & Project Management
- Tax & Risk Compliance
- Technology & Cybersecurity Solutions

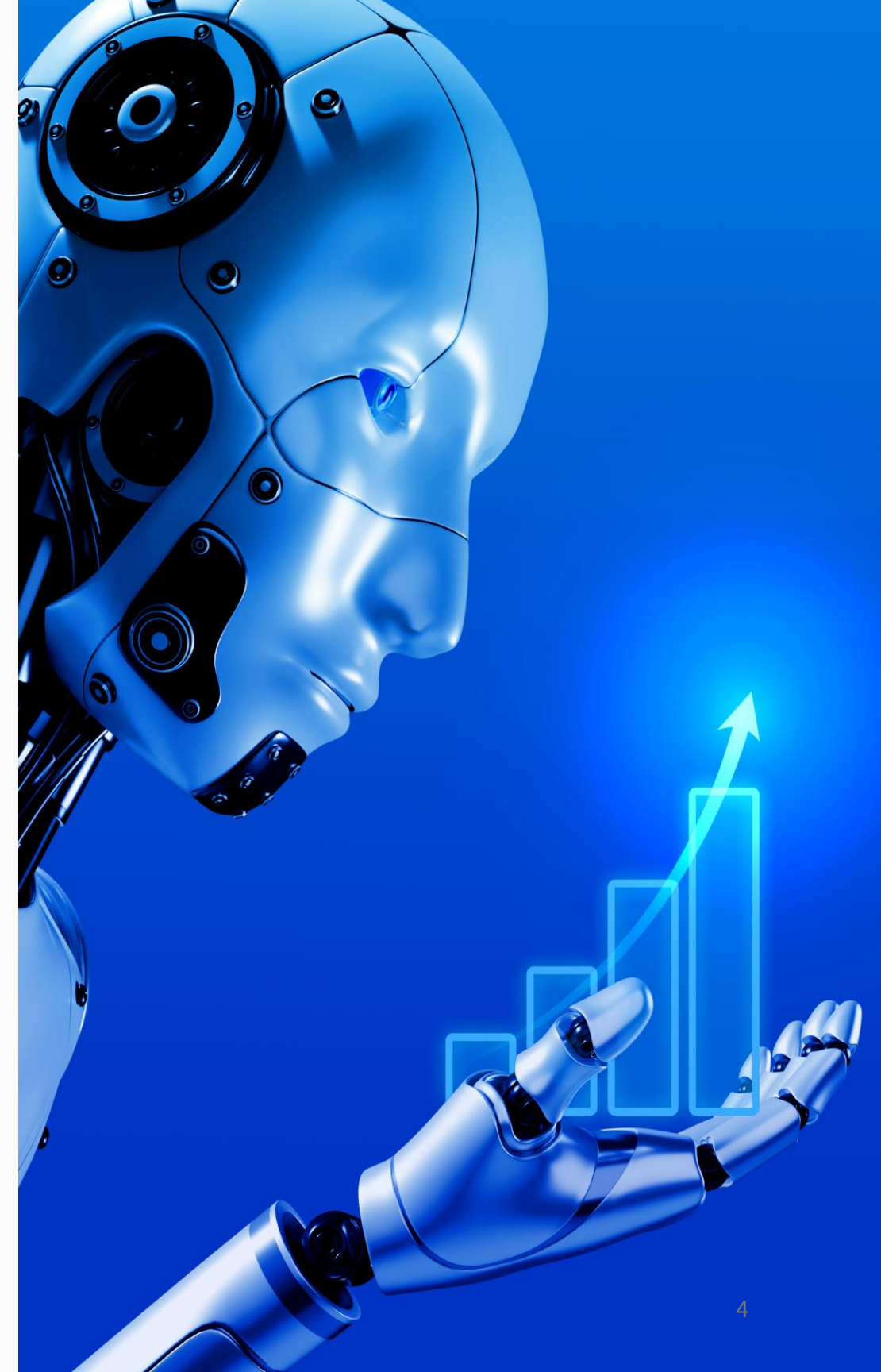


# Company Overview

## Services Powered by AI-Backed Technology:

We deploy cutting-edge technology backends and leverage various AI and software tools for our financial services and market research - **such as Valutico, Mosaic, ChatGPT 4o, Copilot Pro, Microsoft Loop, Designer and many others.**

These are instrumental in significantly reducing research and project delivery times, thereby allowing us to provide clients with faster and more accurate services.



## Mission



To help our clients prosper by providing them with a wide array of end-to-end financial advisory and business support solutions to help them better manage their financial position, cash flows and employees.

We endeavor to provide superior client service and build long-term client relationships.

## Vision



We represent excellence in delivering consistent quality and differentiated M&A advisory services that create long-term impact and value for individuals and SME businesses.

We strive to be the most diverse, trusted, and admired financial advisory firm that supports the growth of start-ups and larger SMEs while helping achieve national goals in the UAE and the wider GCC region sustainably.

## Values



We are guided by a robust set of core values defining us and influencing every aspect of our actions as a responsible business.

Our values are Ethics, Trust, Diversity, Care, and Transparency – which are the foundation of our corporate culture and reflect our commitment to excellence, integrity, and social responsibility to clients and the public.



# Why Choose Kuvera Consulting?



## Trusted Consulting Expertise

Armed with 100+ years of combined experience in the leadership team in the GCC region, Kuvera is emerging as a trailblazer AI-powered leader in providing financial advisory and business support to startups and SMEs through technology powered management consulting.



## Collaborative Approach

Our consultants work closely with clients as true partners, fostering transparent communication, flexibility and a shared vision for success throughout the engagement.



## Technology & AI-Enabled Solutions

We offer extremely tailored solutions that cater to the unique needs of each client business, leveraging the latest technologies, AI tools and best practices to drive sustainable growth and profitability.



## Exceptional Value

By combining our industry expertise, innovative services, flexible and competitive pricing, we deliver exceptional value and a superior client experience that sets us apart from the traditional consulting market.

# MEET OUR TEAM



# Vivek Batra, FCA Founder & CEO



**30+ Years of Industry Expertise:**  
M&A advisory, valuations, and financial due diligence for startups up to Series A to C+. Practicing C.A enlisted with ICAI in India & UAE.



**M&A & Financing:**  
He has managed senior financing deals worth USD 1 Billion+ and provided CFO Ai and M&A advisory services to various start-ups (Series A to C+), and groups of companies.



**Strategic Financial Leadership:**  
Vivek provides CFO-ai services to various firms across E-commerce, E-logistics, E-Grocery, Prop-tech, Wellness, Food-tech, Shipping, and more.



**Comprehensive Compliance:**  
His expertise includes International tax, ESR, UBO, and corporate regulatory AML and related compliance.



**In-Depth Research:**  
Market analysis, research and feasibility studies to support informed business decisions across GCC & international markets .





# Sandeep Gupta, FCA

## Co-Founder



**30+ Years of Industry Expertise:** Advisory, audit & assurance, tax, transfer pricing, valuations, international structuring, M&A, and compliance. Practicing C.A enlisted with ICAI in India & UAE.



**In-bound & Out-bound Investment strategies:** Specializing in companies to enable them to pivot to the US, along with domestic and international corporate structuring.



**Strategic Financial Leadership:** Sandeep provides services to various firms across Health, Fintech, Health-tech, Ed-tech, Agri-tech, E-commerce, and Fortune 500.



**Comprehensive Compliance:** His expertise includes international tax, and corporate regulatory compliance with FEMA, RBI, FTA, and the Dubai Economic Department.



**International Accounting Tax Expertise:** Company restructuring, sale of shares, early-stage funding, IFRS, and US GAAP, and tax compliances and planning across UAE, India, US, and Singapore.

# Our Diverse Team



**Richard Lim –  
CPA, MBA**

Director of Financial  
Advisory Services

25+ years experience



**Rajeev Bhargav –  
FCA**

Director of M&A and  
Investment Advisory  
Services

25+ years experience



**Muneesh Batra –  
BE, MBA**

Director of Technology  
Advisory Services

25+ years experience



**Pranav Batra –  
BBA, MCIM**

Head of Digital & CRM

4+ years experience



**Mohit Sadhwani –  
BA, ACCA**

Business Analyst

2+ years experience

# MARKET NEEDS & PAIN POINTS



# Market Needs & Pain Points - The ‘PROBLEM’

The market is in **dire need of quality expertise** that truly understands and caters to the specific needs of dynamic businesses. We aim to fill this gap by providing technical expertise through our **expert consultants, cost-effectively and collaboratively**. Our unique client-centric approach and innovation will not only redefine M&A in the region but also make you, our clients, feel valued and understood.

1. **Lack of specialized expertise:** M&A advisors who can provide in-depth insights and guidance throughout the transaction process, which is expensive.
2. **Cost-prohibitive services:** Traditional consultancies often charge exorbitant fees, making it challenging for startups with limited budgets to afford comprehensive M&A support. However, our solution is designed to be cost-effective by a pay-as-you-use (PAYU) strategy, ensuring startups can access the necessary support without breaking their budget.
3. **Ineffective solutions:** Quality could be better and address small and mid-size companies' unique challenges and requirements, leading to suboptimal outcomes and missed opportunities for smaller clients. However, our solution is tailored to address these challenges, such as accuracy, research, and timeliness by use of technology, thereby ensuring optimal outcomes for our smaller clients.
4. **Complexity and uncertainty:** The intricate nature of M&A transactions involves legal, financial, and strategic considerations that startups need expert assistance to navigate.
5. **Concerns about data security and compliance in M&A transactions**

Despite the daunting gaps in the market, startups and emerging companies hold immense potential. With the right M&A advisory services, they can not only navigate the complex process of M&A and financial management effectively but also make significant strides, seize lucrative opportunities, and maximize the value of their transactions.

# Solution Delivery

## Leveraging AI & Technology for Efficiency & Value Creation

By combining the latest AI tools, software, technology, and innovation with Industry expertise, we aim to redefine the **M&A and Consulting landscape**, empowering businesses to make strategic decisions and achieve their growth objectives efficiently and effectively.

Our technology and software tools are complemented by in-depth data insights to assimilate our technical know-how to early stage and growth start-ups, SMEs, and Investment firms (VC, Funds, HNI's). This is done by deploying cost-efficient and flexible advisory, and curating niche financial advisory services that are traditionally (till-date) the reserve of only high-net-worth companies and MNCs.

- 1. Advanced Data Insights:** Our platform leverages innovative AI tools, software applications and ML models to curate and analyze large datasets for in-depth M&A insights. This feature allows our users to make informed decisions based on data-driven analytics.
- 2. Bespoke Advisory Services:** We offer personalized M&A transaction support that includes valuation, due diligence, market assessment, and more, tailored to meet the specific requirements of each of our clients. This customized approach ensures that clients receive high-quality advisory services that address their unique industry needs through a one-stop solution.
- 3. Cost-Effective Solutions:** Our platform provides cost-effective and scalable solutions designed especially for startups and mid-size companies. By offering flexible pricing models and a **pay-as-you-use (PAYU) option, especially for CFO Ai services**, we make high-quality advisory services accessible to growth-oriented businesses with budget constraints.
- 4. Transparency and Collaboration:** We believe in full transparency and flexibility in our service delivery, providing clients with transparent access to our client portal/dashboard to track progress, market analysis through data insights, and real-time updates throughout the M&A and business consulting process. Our collaborative approach involves stakeholders at every stage, fostering a culture of trust and open communication.

The platform thus simplifies the complexities of M&A transactions and enhances decision-making processes through data-driven insights powered by the latest technology and evolving AI advancements.

# WHAT DO WE OFFER?



# Expert Service Offerings

## Transaction Support



- Deal Origination
- Business Valuation
- Financial Due Diligence
- M&A transaction support
- Purchase Price Allocation
- ESOPs

## Business Support



- Start-Up Solutions
- Accounting Services
- Feasibility Studies
- Business Plan
- Pitch Deck
- CFO.ai services
- Market Research

## Consulting Services



- Policies & Procedures
- Management Consulting
- Technology & Cybersecurity
- Executive Hiring
- HR Consultancy

## Tax and Risk Compliance



- VAT
- Corporate Tax
- Anti Money Laundering
- Know Your Customer
- Internal Audits
- IFRS

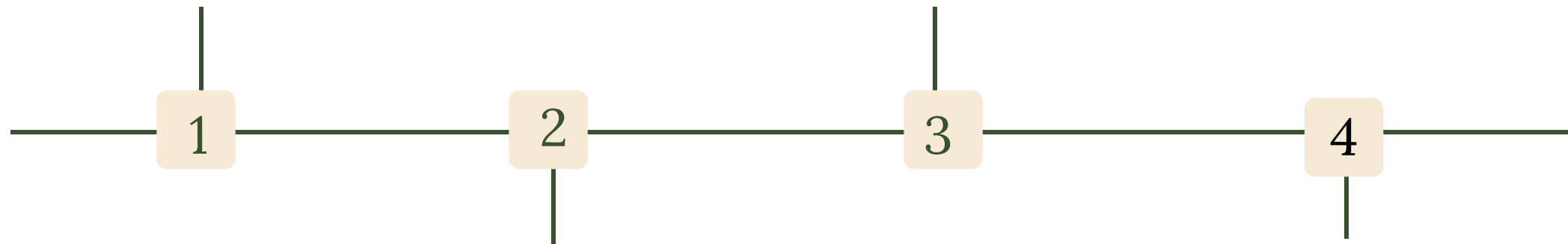
# M&A Expertise

## Deal Origination

Identify and evaluate potential targets, leveraging our extensive network and industry insights.

## Valuation

Assess the fair market value of assets, businesses, and securities using IVS standards methodology powered by human ingenuity, objective opinion and an automated software for accurate and consistent results.



## Due Diligence

Conduct in-depth financial, operational, and legal consultancy assessments to mitigate risks and ensure a successful transaction.

## Deal Closure & Integration Planning

Develop and execute seamless deal closure activities and legal documentation and develop integration strategies to capture synergies and accelerate value creation post-deal closure.

# Transaction Support

- **M&A Advisory:** We provide end-to-end support for mergers, acquisitions, and divestitures, including valuation, due diligence, and post-merger integration.
- **Expansion Plans:** Our experts help startups and SMEs plan for strategic expansion, identifying new markets, feasibility studies, pitch decks, and business plans in order to capture growth opportunities.
- **Fundraising:** We assist clients in securing investment through private placements, venture capital, PE, e-funding, crowd funding, banks and other financing options to fuel their growth ambitions.





# Business Support Solutions

- **Finance Process Optimization:** Our experts analyze your business workflows and operations (accounting, IFRS, payroll) by identifying areas for improvement and implementing efficient processes to boost productivity and profitability.
- **Technology Implementation:** We help you select, integrate, and leverage cutting-edge technologies like cloud computing, automation, and data analytics to drive digital transformation and stay ahead of the curve.
- **Strategic Guidance:** Our seasoned consultants provide strategic insights and roadmaps to help you navigate market challenges, capitalize on emerging opportunities, and achieve your long-term business goals.



## Management Consulting, Accounting, Tax & Risk

- **Our team of expert advisors** provides comprehensive financial management services, including bookkeeping, account reconciliations, reporting, and tax planning.
- **Tax and Regulatory Compliance Optimization:** We help clients navigate the complex tax landscape, leveraging our in-depth knowledge of local and international regulations to identify tax-saving opportunities and ensure full corporate compliance.
- **Internal Audits:** Our rigorous audit and assurance services provide clients with the peace of mind that their financial records are accurate, financial controls are in place, MIS reports are reliable, and in line with industry and International standards.
- **Management Consulting:** Ensure management has all the data, insights, and market information to implement business strategy and intelligent decisions.



## HR Consultancy and People Solutions

- **Talent Acquisition:** Our expert HR consultants help you identify, attract, and onboard top-tier talent that aligns with your organizational goals and culture.
- **Employee Engagement:** We design and implement tailored employee engagement programs to boost morale, productivity, and retention, ensuring your workforce is motivated and aligned with your mission.
- **HR Transformation:** We leverage leading-edge HR technologies and best practices to streamline your HR processes, enhance strategic decision-making, and create a people-centric work environment.





## Premium Research and Insights

- Market research and data analytics to drive informed decision-making across industries such as **E-Commerce, Real Estate, Shipping & Marine, Education, Fintech, Media, Management Consulting, Healthcare, Personal Care / Grooming, and F&B.**
- In-depth industry and competitive intelligence to identify growth opportunities and mitigate risks.
- Customized research reports and strategic recommendations tailored to our client's unique needs.

# START-UP & SME SOLUTIONS

# Service Solutions for Startups & SMEs

## Essential

### Inclusions:

- ✓ Business Set-up
- ✓ Company Formation
- ✓ Bank Account Opening
- ✓ PRO
- ✓ Accounting & Bookkeeping
- ✓ VAT & Corporate Tax Filing

## Strategic

### Inclusions: Essential Plan Plus

- ✓ CFO ai
- ✓ Pitch Deck
- ✓ Financial Planning & Analysis
- ✓ Budget Process Support
- ✓ KPI Dashboard Reporting
- ✓ Internal Audit
- ✓ VAT and Corporate Tax
- ✓ Transfer Pricing
- ✓ Risk Consulting
- ✓ Business Structuring & Formation
- ✓ Corporate Secretarial

## Visionary

### Inclusions: Strategic Plan Plus

- ✓ Business Plan
- ✓ Feasibility Studies
- ✓ Market Research
- ✓ Valuation
- ✓ HR Policies and Procedures
- ✓ Employee Stock Option Plan
- ✓ ESG Implementation



# WHAT'S COMING UP NEXT?

# AI-enabled M&A Advisory Platform

Our AI-enabled, data-driven M&A services tech-platform **will stand out for redefining M&A transaction and business consulting** through our innovative M&AAS service packages.

We offer high-quality services, consistency, flexibility, and superior client experience to all stakeholders collaboratively and cost-effectively.

## Key Advantages:

- **Highly skilled, technical, and diverse industry** expertise that raises the bar for the top 10 mid-tier industry firms.
- **Competitive fees, fixed and or variable subscription fees with transparent pricing structure as per client preference** (PAYU, i.e., pay as you use) compared to a fixed price by competitors.
- **Leverage AI and Data-driven insights:** Comprehensive M&A support utilizing advanced AI tools, applications, and ML models.
- **State-of-the-art technology** with an AI-powered and integrated platform for investors, business, staff and client portal for enhanced insights and decision-making.
- **Personalized customer engagement** through dedicated support teams for a superior experience.
- **Ongoing innovation and updates** to the platform for continuous improvement and relevance in the market.

# Leveraging AI & Technology for Efficiency and Value Creation

The AI-powered integrated platform, with its unique features, will redefine M&A transaction support and business consulting. It introduces an innovative M&AAS service offering (M&A as a service) that will cost-effectively provide exceptional service.

The new service package offers high-quality, flexible, and superior experiences to all stakeholders – investors, management, staff, and clients. It does so in a collaborative, cost-effective manner, providing tangible benefits to each party.

**As a “Startup for startups,”** this platform will revolutionize M&A transaction support, including valuations, due diligence, market assessment, and feasibility studies, providing bespoke and transparent services tailored to each client's needs.

**Guided by principles of trust, care and transparency,** the platform ensures end-to-end M&A and business support through a dedicated client portal and dashboard, offering real-time visibility into projects, consultant interactions, and performance tracking, with consistent quality, timeliness, and flexible billing options (pay-as-you-use), along with a superior CRM experience.



# THANK YOU.



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