



IBE Consulting Company Profile

International Business Experts and Actuaries W.L.L.
www.ibe-consulting.com



About IBE Consulting

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IBE Consulting is specialized in providing practical business solutions to firms and organizations which are concerned with professionalizing their business and addressing their challenges in an increasingly uncertain regional and global markets.

For privately-owned companies, our senior consultants work as trusted business advisors to clients to help them in dealing with the most critical business issues such as Succession Planning, Continuity, and Conflict Resolution. They also help them to transition their private business into private joint stock company (PJSC) or a publicly listed company through IPO readiness initiatives.

For publicly-listed companies, we help our clients conduct gap analysis, formulate corporate governance framework, proper business structures, authorities and responsibilities and policies and procedures.

IBE's founder has a deep understanding of the nuances of the ME business environment and the ME culture, and IBE staff has considerable experience in working with leading businesses in the region. Our senior staff know how to work effectively with our clients in order to identify their unique issues then guide them through focused discussions and work methodologies to implement unique business solutions that best serve their objectives.

IBE's Professional services include:

- Training and Development
- Family Business Governance
- Actuarial Audit (*for insurance companies*)
- Corporate Governance
- Internal Audit (*Assurance*)
- Management Consulting (*such as Structuring, Restructuring, Feasibility Studies, and Business Plans*)

Our Services

Professional Services

Training and Development

Business success greatly depends on its human capital and the more skillful and talented the staff are the greater versatility and growth of the business.

Companies that invest in training and development usually realize return on their investment both in the short and long terms.

Our professional staff can conduct training needs analysis, design training programs, develop training content and deliver training courses.



International Business Experts

Your Success Partner



[IBE Consulting – International Business Experts \(ibe-consulting.com\)](http://ibe-consulting.com)

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Professional Services (Continued)

Family Business Governance

Owners of family businesses, from founder to second generation or cousin consortium, need to take a general view of both their business and their family.

Family businesses are most successful when they realize the importance of understanding the dynamics of family relationships, then take action by establishing rules that promote family harmony and business success.



IBE offers family business governance service, which deals with ownership governance, succession and continuity planning as well as conflict resolution.

Professional Services (Continued)

Actuarial Audits and Studies

Insurance and reinsurance companies, health organizations, government pension plans, and regulatory institutions need to make informed financial decisions based on statistical and financial models. Uncertain future events require setting capital requirements and establishment of the amount of liabilities and pricing.

Insurance companies are now required to comply with Qatar Central Bank regulations of the financial and insurance sectors and need to manage their business risks. Actuary reports and studies analyze historical data and look at the company's financials using probability theory and other methods of statistical analysis.



Among other things, actuary reports and studies can be used to project losses, liability accruals, the adequacy of a property-casualty (P&C) in the insurer's statutory loss reserves.

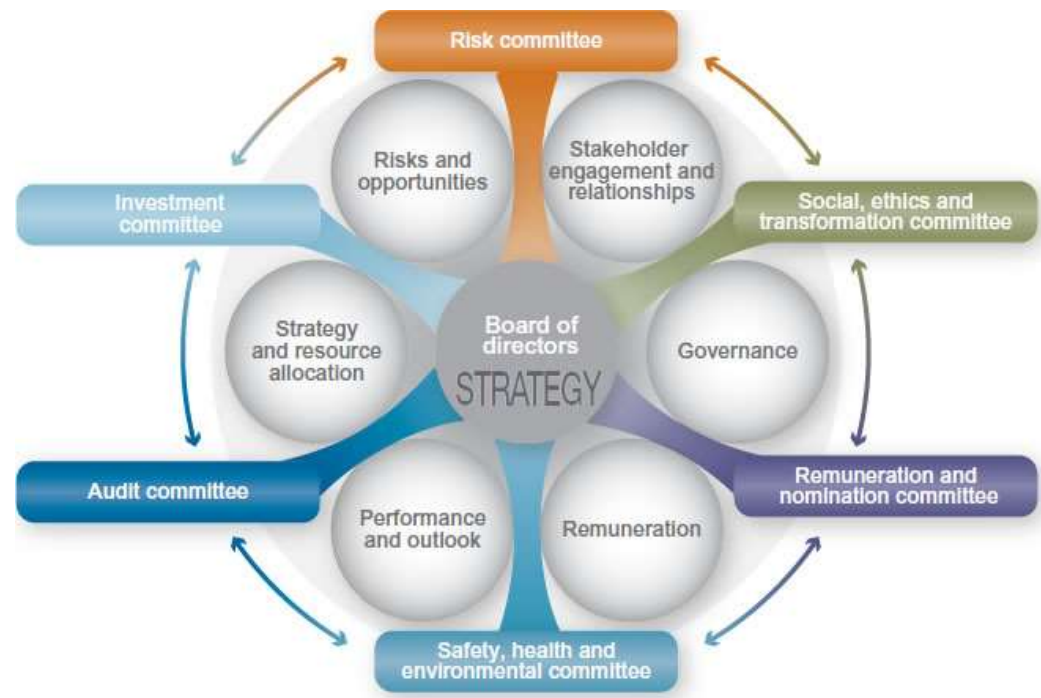
IBE can provide actuarial services to the insurance sector, and it has affiliated actuary experts with extensive experience in conducting actuary audit in the Middle East and North Africa.

Professional Services (Continued)

Corporate Governance

Successful businesses that have been able to go public have established management structures with clear lines of authority and independent board of directors as well as committees to comply with corporate governance rules and guidelines which are set out by Qatar Finance Center Authority (QFC) as the regulator of the stock market and securities exchange.

Our professional staff help companies to understand the details of corporate governance, analyze any shortcomings, through gap analysis and plan the steps which companies may need to implement the requirements of the QFC Authority.



About Founder of IBE



Allam Jayyusi

*Founder and Managing Director
International Business Experts W.L.L / “IBE Consulting”*

Mr. Jayyusi is a Canadian investor who owns his professional services firm located in Doha, Qatar.

Allam holds a Master’s Degree in Economics from York University in Canada and Honors B.A in Business & Economics from the same University.

Before establishing his own company, Allam worked at PwC for four years as a Director in the Risk Assurance Services in Saudi Arabia, leading family business governance and corporate governance.

Prior to working in the Middle East, Allam had worked in Canada where he gained considerable and varied experience in management consulting, financial management, education, and training.

Core Competencies:

Subject Matter Expert in Family Business Governance
Strategic Planning,
Training & Development, and
Human Resources Management

Key Functional Areas:

- *Family Business Governance*
- *Strategic Planning*
- *Training & Development*
- *Human Resources Management*

Language proficiency:

Arabic, English, and French.



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About IBE Consulting

IBE Consulting is a Qatari limited liability company with foreign ownership. Please see www.ibe-consulting.com for a more detailed information.

IBE Consulting provides consulting, risk management, audit and related services to public and private clients in various industries. With a global knowledge of its founder and key staff IBE brings world-class capabilities and high-quality service to its clients, delivering the insights they require to address their most complex business challenges.