



KELMER
G R O U P

International
Business
Consultants



**BRIDGING THE GAP,
EXPANDING HORIZONS**



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WHO WE ARE

International business consulting company that **assists entrepreneurs** in their business expansion. We help companies to enter new markets by choosing **the best** strategies and bridging the cultural, legal, economic gaps faced during the process.

WHO WE ARE

Our national and international network of partners and experts guarantee **One Stop Shop** for all the services needed to foreign markets.

Kelmer Group supports companies throughout their **internationalization journey**, proving Tax & Legal, Accounting & Bookkeeping, Internationalization & Marketing and Corporate Services assistance

01 COMPANY PROFILE



WHO WE ARE

Our approach is “**Customer driven**”, tailored to the needs of each client and offering consistent and cost-effective services based on models that minimize infrastructure and costs.

01 COMPANY PROFILE



About us

26

YEARS OF
EXPERIENCE

11

OFFICES
WORLDWIDE

+100

PROFESSIONALS

+2000

CLIENTS WORLDWIDE

AND STRATEGIC PARTNERSHIPS

A worldwide presence



OUR MILESTONES

KELMER Group experts provide a **360 degree service** to expand your business in all directions, by having the advantage of benefiting from team **all over the world.**

History & milestones

1997



Kelmer was founded
in London

2005



New opening
in Hong Kong

2003



5 years later it
began servicing the
Irish market by opening
an office in Dublin

2007



Started its expansion in
the Middle East, locating
its Head Quarter in **Dubai**.

History & milestones



2018

Strategically positioning an office in the USA, Miami, and expanding in the Far East with offices in Singapore, Hanoi, and Manila.

2019



New opening in Sydney

2022



Reinforcing its presence in the Middle East with an office in Riyadh.

2023



Last opening in Bangkok

Our mission

Lead effectively our clients in their **expansion** across thriving markets, handling and supervising all the **technical aspects** of the internationalization process.

Our vision

Become the preferred **One Stop Shop** for internationalization in the leading markets of the Middle East and Southeast Asia.

We are dedicated to offer our clients **knowledgeable expertise** and **invaluable local connections** that define us.

Our values



KNOWLEDGE We believe that **continuous learning** is the best way to keep up with global market updates and opportunities.



EXPERTISE 26 years of **experience** in the field of consulting and a strong presence worldwide.



LOYALTY We work with our clients to reach goals with transparency and practicality – **our success is our client's success**.



MOTIVATION We are driven by our interest to always explore **new markets** and **opportunities**, for us and for our clients.



ETHICS Is the fundamental of our long-lasting reputation and **trustworthiness**.



RELIABILITY We strive to work with our partners to **deliver excellent services**.

Our services



CORE



Tax & legal



Internationalisation & Marketing



Accounting and bookkeeping

Our services

CONSULTANCY



HR



Consultancy
Corporate Services



Real Estate Consultancy
& Brokerage



Tax & legal

— ASSISTANCE

to businesses embarking into a path of expansion toward new markets providing:

- Mergers & Acquisitions,
- Trademarks
- Relocation
- Restructuring vendor/client contracts

— SUPPORT

to employee-related activities:

- Processing of Visas
- Labour card
- ID filing
- Medical insurance

— VALUE PROPOSITION

Specialist, direct and indirect tax advisory to minimize tax payable while remaining compliant with the local law

— OTHER SERVICES

- Company Structuring and Formation
- Cross-Border Tax Study
- Customs and Import/Export Regulations



Accounting and bookkeeping

— ACCOUNTING

- Bookkeeping of all journal entries for both AR and AP functions
- Processing of clients employees' payroll
- Finalization of annual Financial Statements ready in compliance with the IFRS and GAAP
- Liaising with external audit firms for the finalization of audited accounts

— VAT

- VAT registration / amendment / cancellation – applications
- Reconsideration form submission
- Voluntary Disclosure form submission
- Liaising with Federal UAE Tax Authority

— CORPORATE TAX

- Corporate Business Assessment
- Corporate Tax registration and return filing
- Liaising with Federal UAE Tax Authority

— ECONOMIC SUBSTANCE REGULATION

- Compliance with Cabinet of Ministers Resolution No. 31 of 2019
- Company assessment
- ESR submission
- Liaising with Minister of Finance



Accounting and bookkeeping

- **FULL OUTSOURCE OF ACCOUNTING TASKS**
 - Creation and management of Company profile on Kelmer's ERP
 - Full management of account payable service till upload payment on Client's online banking
- **FINANCE BUSINESS PARTNERING**
 - Analysis of business operations, trends, costs, revenues, financial commitments, and obligations to project future revenues and expenses.
 - Developing, maintaining, and analyzing budgets and as well as preparing periodic reports to compare actual vs budget
 - Pricing and costing analysis



Internationalisation & Marketing

Kelmer Group supports your company in “**designing the future together**” by guaranteeing professional expertise and comprehensive action plan to assist your process of expansion abroad.

— MARKET AND CULTURAL RESEARCH

- Conducting analysis to identify potential target markets
- Evaluate regulatory requirements
- Understand cultural differences that could impact business practices

— MATCHMAKING

Assisting clients find the right business partner such as distributors, agents, investors or suppliers.

— RELATED SERVICES

- Management consultancy to conduct feasibility analysis before implementing decisions and plan.
- A dedicated consultant for the entire project
- Cost analysis performed and evaluated to each project milestone

— ENTRY STRATEGY

- Market study and potential entry barriers identification
- Strategic Plan Definition
- Competitors benchmarking analysis
- Implementation plan and roadmaps



HR

Consultancy

Kerner Group offers a comprehensive range of HR services aimed at **optimizing operations**, reducing administrative burdens, and ensuring legal compliance.

We can tailor our services to meet specific needs of each client, ensuring **flexibility** and **adaptability**.

— HR SERVICES

- Compliance Advisory with UAE Labour Law
- Employee Handbook
- Employee Relations
- Document preparation

— ADMINISTRATIVE SERVICE

- Employee Database track
- Attendance Tracking
- Leave Management
- Benefits Administration
- Payroll Processing
- Gratuity Calculations



Corporate Services

Kelmer Group provides **customized services** to assist companies and entrepreneurs in their expansion plans by building connections and relationships between investors and companies through his **global network**.

— POLICY ADVISORY

Providing Guidance based on the Government's economic and licensing policies

— CORPORATE FINANCE

- Designing and setting up the financial strategy
- Raising capital
- Assets evaluation
- Capital budgeting

— MERGERS AND ACQUISITIONS

- Formulation of specific financial proposals
- Debt and equity financing
- IPOs

— ADDITIONAL CORPORATE FINANCE SERVICES

- Risk management
- Due Diligence Services
- MBO/LBO
- Strategic business planning



Corporate Services

Kelmer Group provides **customized services** to assist companies and entrepreneurs in their expansion plans by building connections and relationships between investors and companies through his **global network**.

— SCRUTINIZE THE PANORAMA

Helping companies to define their strategy by identifying opportunities and improving financial planning

— ASSISTANCE WITH LEGAL ENTITY FORMATION

Determining which structure is the most suitable and ensuring that the entity is set up correctly



Real Estate Consultancy and Brokerage

Real estate markets require **specific administrative and legal support**. Kelmer Group assists clients by supervising all the legislative and bureaucratic aspects of the acquisition. Our professionals ensure **successful negotiations** between parties involved and consultancy throughout the investment process.

— REAL ESTATE CONSULTANCY

- Comprehensive market screening to provide the best opportunities
- Property examination and inspection
- Property condition assessment
- Defining risk analysis on selected properties

— BROKERAGE

- Intermediation of Real Estate Transactions
- Matching properties buyers and sellers
- Monitoring real estate markets' trends
- Negotiate the transaction details to finalize deals to customer's benefit

Our Partners



Industries



Kelmer Group serves **over 2000 clients worldwide**, operating in different sectors, by providing strategic and tailored consultation to help them to achieve their business goal.

- 01 — Oil, gas & Renewal energies
- 02 — Travel and Tourism
- 03 — Construction
- 04 — Retail
- 05 — Hospitality, Leisure and Travel
- 06 — Fast Moving Consumer Goods (FMCG)
- 07 — Fashion, beauty and luxury
- 08 — Machineries
- 09 — Healthcare
- 10 — Finance



Kelmer Group began a journey towards a more ethical future by supporting the project [TEACH FOR ITALY – INSEGNARE PER L'ITALIA](#) from its start in 2019.

It is a non-for-profit organization working in partnership with the Italian Ministry of Education and with parent and teacher associations to improve educational quality and to expand opportunity in the most disadvantaged schools in Italy.

04 CORPORATE SOCIAL RESPONSIBILITY





Thank you
for your interest

kelmer.com

