

Rödl & Partner

Acting collaboratively

MIDDLE EAST



Bahrain, Kuwait, Oman, Qatar, Saudi Arabia, United Arab Emirates

Acting collaboratively

“The Arab region offers abundant opportunities for German investors: a liberal trade policy, big international events and a skilled local workforce are only three of all the good reasons to invest there. Having our colleagues on board and collaborating with local partners who have strong ties to our firm, we advise investors and clients on all economic, legal and tax issues in this exciting region.”

Rödl & Partner

We in the Middle East

The economic importance of the Gulf Cooperation Council (GCC) member states, i.e. Bahrain, Kuwait, Oman, Qatar, Saudi Arabia, and the United Arab Emirates, has remained cardinal despite the political instability in the Arab world. For many years now, the GCC members have been considered to be the world's most important sales markets for German exports to non-European countries. The "Made in Germany" products and services are highly acclaimed in the Arab States of the Gulf, with Saudi Arabia and the UAE being usually the two largest customers in the region.

As for Rödl & Partner alone, we have successfully operated in the GCC area since 2003. Our internationally proven uniform approach to advising enabled us to build a strong market position also in the Middle East over the past years.

Our local and international experts in accounting, audit as well as legal & tax consulting, and Business Process Outsourcing enable us to offer our clients comprehensive services from a single source – be it for example a market entry in the region or the expansion of a business model.

We know from personal experience what market challenges foreign investors face. Our exact understanding of the local conditions and business practices may thus be a decisive factor for a sustainable success of our clients.

From our wholly owned offices in the United Arab Emirates, we manage businesses for our clients in the entire region. Here, we build on the close collaboration with our internationally active special teams in Germany. In Bahrain, Kuwait, Oman, Qatar and Saudi Arabia, we rely on our experienced partners who have cooperated with us for many years.

In countries marked with an asterisk * we assist our clients through our long-term local partners.

Bahrain*

The Kingdom of Bahrain is one of the most advanced and liberal economies of the Gulf region and – in spite of having a relatively limited domestic market – an attractive foreign investment destination in the Middle East. The traditionally very proactive trade policy of this small kingdom, as well as company formation procedures that put non-resident companies on the same footing as residents, offer additional investment incentives in Bahrain.

In the region's banking and finance sector, Bahrain has already achieved the leading market position and – despite internal political upheavals – makes consistent effort to reform and further diversify its domestic economy.



For more information and to contact us please visit:
www.roedl.com/bahrain

Qatar*

With its large natural gas resources, Qatar is the world's richest country and – since the announcement that it will host the 2022 FIFA World Cup – it has made a lot of headlines worldwide, often getting critical coverage in the media.

In fact, this conservative emirate successfully launched in 2008 its „Qatar National Vision 2030“, a comprehensive programme aimed at reforming its partially pre-modern business and social structures.

With an increasingly diversified private sector, liberalisation of investment conditions for foreign companies and infrastructure expansion progressing at a spectacular speed, Qatar has developed into one of the leading economic centres and became a magnet for Foreign Direct Investments (FDIs) in the region.

In addition, serving as the headquarters of the renowned Arab news network Al Jazeera, Qatar has become an influential player in the Arab world.



For more information and to contact us please visit:
www.roedl.com/qatar

Kuwait*

In spite of declining revenues from the oil sector being the main driving force behind the country's economy, the economic growth of the State of Kuwait has remained stable.

Although, due to its poorly diversified private sector, Kuwait has not traditionally been a popular investment destination, Kuwait enterprises invest heavily in German companies because of longstanding trade relations with Germany.

In addition, Germany is Kuwait's most important trading partner in the European Union. German goods and services are highly acclaimed in Kuwait, with cars, equipment and machinery, as well as electrical, environmental and medical engineering solutions being especially popular.

Due to a large number of investments in the expansion of Kuwait's power plants, as well as oil, gas and petrochemical industries, the market potential of German companies in Kuwait is said to remain great also in future.



For more information and to contact us please visit:
www.roedl.com/kuwait

Oman*

Because of the declining oil prices, also the Sultanate of Oman has begun to turn its eye to strengthening the local private sector.

In recent years, Oman has made significant economic progress, driven by the growth in many branches of industry such as tourism or energy industry.

A wide array of investment incentives encourages market development. This includes tax advantages, well-developed infrastructure and highly qualified local workforce.

All this has made Oman an attractive destination for promising foreign investments.



For more information and to contact us please visit:
www.roedl.com/oman

Saudi Arabia*

With a GDP of ca. EUR 800 billion, the Kingdom of Saudi Arabia remains the largest economy in the Middle East.

Investment incentives that this country offers foreign companies include the liberal framework for FDIs, the big buying appetite of a constantly growing population, and comprehensive governmental projects aimed at expanding the national infrastructure.



For more information and to contact us please visit:
www.roedl.com/saudi-arabia

United Arab Emirates

In recent years, the United Arab Emirates has steadily developed to become the most dynamic economic centre in the Middle East and has been – in turns with Saudi Arabia – the most important trading partner of German exporters in the Arab world.

Being one of the seven emirates of the federation, Dubai quickly became an international trade hub in the region and one of the most important financial centres in the Arab world. With its diverse free trade zones based on a concept that is a true trailblazer in the region, Dubai grows as an attractive destination for foreign investors.

The Emirate of Abu Dhabi is not only the largest emirate by area but also the seat of the UAE's government. This makes it just the right destination for all investment projects of the public service sector.



For more information and to contact us please visit:
www.roedl.com/uae

Our Services

In the Middle East, our German-speaking professionals offer the following consulting services:

LEGAL

- Foundation of companies, on-going legal consulting
- Contract drafting
- Infrastructure, Public Procurement
- Energy law
- Intellectual property protection
- Real estate law
- Employment law, foreigner law for managers
- Representation before national and international arbitration courts

TAX CONSULTING

- National and international tax planning
- Managing cross border and transfer pricing issues
- Expatriate consulting
- Tax declaration related consulting

AUDIT

- Audit / preparation of annual accounts according to local and international standards
- Audit / preparation of interim reporting

BUSINESS PROCESS OUTSOURCING

- Bookkeeping and financial accounting
- Payroll accounting
- Reporting, Controlling, accounting
- Preparation of financial statements
- Cash Management
- Preparation of tax returns

Dubai



About us

As attorneys, tax advisers, management and IT consultants and auditors, we are present with 109 own offices in 49 countries. Worldwide, our clients trust our 5,120 colleagues.

The history of Rödl & Partner goes back to its foundation as a solo practice in 1977 in Nuremberg. Our aspiration to be on hand wherever our internationally-active clients are led to the establishment of our first, own offices, commencing with Central and Eastern Europe in 1991. Alongside market entry in Asia in 1994, the opening of offices in further strategic locations followed, in Western and Northern Europe in 1998, USA in 2000, South America in 2005 and Africa in 2008.

Our success has always been based on the success of our German clients: Rödl & Partner is always there where its clients see the potential for their business engagement. Rather than create an artificial network of franchises or affiliates, we have chosen to set up our own offices and rely on close, multidisciplinary and cross-border collaboration among our colleagues. As a result, Rödl & Partner stands for international expertise from a single source.

Our conviction is driven by our entrepreneurial spirit that we share with many, but especially German family-owned companies. They appreciate personal service and value an advisor they see eye to eye with.

Our 'one face to the client' approach sets us apart from the rest. Our clients have a designated contact person who ensures that the complete range of Rödl & Partner services is optimally employed to the client's benefit. The 'caring partner' is always close at hand; they identify the client's needs and points to be resolved. The 'caring partner' is naturally also the main contact person in critical situations.

We also stand out through our corporate philosophy and client care, which is based on mutual trust and long-term orientation. We rely on renowned specialists who think in an interdisciplinary manner, since the needs and projects of our clients cannot be separated into individual professional disciplines. Our one-stop-shop concept is based on a balance of expertise across the individual service lines, combining them seamlessly in multidisciplinary teams.

WHAT SETS US APART

Rödl & Partner is not a collection of accountants, auditors, attorneys, management and tax consultants working in parallel. We work together, closely interlinked across all service lines. We think from a market perspective, from a client's perspective, where a project team possesses all the capabilities to be successful and to realise the client's goals.

Our interdisciplinary approach is not unique, nor is our global reach or our particularly strong presence among family businesses. It is the combination that cannot be found anywhere else – a firm that is devoted to comprehensively supporting German businesses, wherever in the world they might be.

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