



**SCZLES**  
A D V I S O R S

**BANKING | FINANCE | INVESTMENTS**

# About



- Scales Advisors FZ LLC (**SCALES**) is a specialist advisory company incorporated in the RAKEZ free zone in the UAE since 2009, with specific institutional focus on advising and structuring Banking, Finance and Investment Banking transactions, Private Investments advisory, as well as Placement and Distribution of financial products.
- We aspire to deliver personalised solutions through our expertise, providing a specialised approach to meet your objectives.
- Our panel of advisors ensure that our clients and their organizations benefit from our proactive approach, making us integral in their continued success.
- Our international pool of associates also allows us to specialise in originating and structuring cross border transactions, raising funding for our clients on a global scale.

# Strategy



We pursue a business strategy covering;

- Banking & Finance advisory
- Investment Banking advisory
- Private Wealth / Investment Advisory
- Placements & Distribution of financial products

# Services



## BANKING & FINANCE ADVISORY

**SCALES** focuses on building relationships with and working alongside family offices, institutional investors, corporations and businesses. We provide objective and specialist advice and can assist clients create and extract value. We work closely with shareholders and senior management when advising on,

- *Mergers and Acquisitions*
- *Disposal Strategy*
- *Valuation of business and shares*
- *Public Private Partnerships*
- *Project finance*
- *Due Diligence*
- *Cross Border Transactions*
- *Financial appraisal, business valuation, financial projections, cash flow forecasts*
- *Business process and strategy*
- *Ratings advisory*
- *Debt advisory*
- *Trade Finance Transactions*

# Services



## BANKING & FINANCE ADVISORY

- We also provide advisory support regarding FUND RAISING AND MANAGEMENT through our specialists in Fund Mobilization and Management, covering a wide range of asset classes with the objective of generating superior returns to the firm's clients. We also support our clients through the development of selected investment products that can be offered to third party investors through funds and co-investment opportunities. Our product expertise includes:
  - Private equity
  - Listed equities
  - Pre-IPO
  - Private Investment in Public Equities (PIPE)
  - Equity linked
  - Mezzanine / subordinated credit
  - Bonds / Sukuk

# Services



## INVESTMENT BANKING ADVISORY

- **SCALES** advises and structures all capital market related products, including Debt (Bonds/Sukuk), Equity/IPO, Hybrids, and Private Equity Transactions. We offer specialized advisory capability relating to Ratings, Debt Restructuring, M & A activities, etc. We support our clients in all areas of financing and advisory activities, from corporate to institutional clients, to deliver high quality transactions. Our areas of expertise include:
  - Equity Capital Markets (ECM)
  - Debt Capital Markets (DCM)
  - Leveraged finance
  - Asset and liability management
  - Mergers & Acquisitions

# Services



## PRIVATE INVESTMENTS ADVISORY

SCALES provides advisory support across a variety of financial asset classes, such as:

- **EQUITIES:** We advise our clients regarding investing directly in publicly listed and traded equities across the Global Stock Exchanges.
- **FIXED INCOME:** We advise our clients regarding the buying/selling of bonds in the Local, Regional and International bond market, including Islamic Sukuk (bonds).
- **FUNDS:** We provide advice regarding issues in investing directly in Mutual Funds, Money Market Funds, Exchange-traded Funds (ETF), Hedge Funds and Government Bond Funds.
- **CURRENCIES:** We provide our clients with advice surrounding the hedging of loan interest rates through Foreign Exchange trading. We also use currencies to derive a variety of structured products for our clients.
- **COMMODITIES:** We advise clients regarding investments in a plethora of commodities, both directly and indirectly by using commodities to derive structured products.
- **STRUCTURED PRODUCTS:** We offer personalised structured products to suit the specific risk-return profile of our clients. Our products include, Capital Protected Products, Yield Enhancement Products, Credit Linked Notes, Participation Products, Range Accrual Products, Synthetic Zeros and Growth Certificates, Auto Call Products and Accumulators

# Services



## DISTRIBUTION OF FINANCIAL PRODUCTS

- **SCALES** has a wide placement network within the GCC, USA, UK, India and wider Asia to place the financial products that we structure. Our placement activities correlate closely with our advice to increase the value of the transaction by distributing or placing the products through our widespread relationship network. In addition, we expertly identify the market requirements necessary to source financial transactions or financial products that are guaranteed to engage with investors and succeed in placing/distribution.
- Our financial products distribution is dedicated to connecting investors with high value investment opportunities across a broad range of products that match their investment profile regarding risk, asset class and time horizon preference. Our range of investors include:
  - Sovereign wealth funds
  - Insurance companies
  - Pension funds
  - Corporations
  - Asset managers
  - Family offices
  - High net worth individuals



# Expertise



- **SCALES** is run by a team of professionals who have over three decades of well-established relationships with Middle East Investment Institutions, Regulators, Global Rating Agencies, International Banks, as well as Corporations and High Net-worth Individuals. We cater to a wide range of clients to provide a complete range of financial services through our experienced syndicate formation and management skills.
- Our core strength stems from our expertise as advisors to the multitude of Institutions and Corporations we serve, as well as our expansive network of global associates, focusing on the USA, UK, Middle East, India, Singapore and Malaysia.

# Executives



- **P R Suresh, CEO**

Suresh is a professional accountant and an International banker with Capital Markets and Investment Banking experience, having worked in India, Middle East and the UK. Suresh has a myriad of excellent, long-standing relationships with Institutions in the Middle East, UK and Asia, having worked in treasury and capital markets, covering all global markets products including Islamic products. His experience includes arranging short-term securitization transactions through trade Finance and inventory financing. He is also a Co-Founder and Partner in Audit House Auditing & Accounting LLC and Audit House Services LLC.

- **Dr Vasudha Suresh, MD**

Vasudha is a medical professional with an MBA in Hospital Administration. She has substantial experience in healthcare management services and has provided clinical and technical management solutions to a variety of clinics and hospitals in India. She specializes in offering technical guidance to private equity fund raising in Health Care transactions.

# Contact



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# Disclaimer



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