

PKF ProGroup Quarterly Newsletter

PKF

Accountants &
business advisers

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Building value for growing businesses

PRO
GROUP
CONSULTING



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AGREEMENT WITH JORDAN DUBAI CAPITAL (JDC)



PKF ProGroup had the opportunity to sign an agreement with **Jordan Dubai Capital** for developing a fully comprehensive Market Study and a Market Communication Plan for a new service to be launched recently in the Jordanian Market tailored to meet various requirements and purposes.

A very systematic and objective combination of quantitative, qualitative research, collection and careful analysis of data has been conducted.

Focus Groups, field research and questionnaires were completed through direct conversations and face-to-face interviews with selected potential customers from various related sectors and for various purposes.



BUSINESS RELATIONSHIP CONTINUES WITH JLVM

PKF ProGroup has recently signed a contract with **JORDAN LIGHT VEHICLES MANUFACTURING COMPANY (JLVM)** and JUMP Program in order to undertake the mission of conducting a comprehensive full scale diagnostic study and detailed analysis of the overall activities of the enterprise, i.e. Market Analysis, IT Audit, HR and Financial Analysis. In addition to delineation of the value chain underpinning the strengths and weaknesses of each of the foregoing areas.

Upon completion of the full scale diagnostic review, completed information of the enterprise will be collected and the business environment will be analyzed leading to the **Optimum Recommended Strategy**; upgrading objectives and strategies will be formulated to enable the development of a Business Action Plan for the coming three years in order to advance the enterprise future direction towards meeting its goals in improving its competitive position in the local and international markets.

JLVM is a collaboration between the King Abdullah II Design & Development Bureau (KADDB) of Jordan and the **JANKEL Group** from the United Kingdom. JLVM are special vehicle manufacturers, specializing in armor protected vehicles for Law Enforcement and VIP/Staff protection requirements.





BUSINESS COOPERATION WITH THE JORDANIAN HASHEMITE FUND FOR HUMAN DEVELOPMENT (JOHUD)

Our comprehensive and strategic solutions provide our clients with the tools they need to lead their industries, therefore, **PKF ProGroup** in cooperation with the **JORDANIAN HASHEMITE FUND FOR HUMAN DEVELOPMENT (JOHUD)**, has carried out the mission to render and develop a fully fledged business plan for Qwara Ceramics Factory to ensure achieving their targets and objectives. JOHUD is Jordan's largest and oldest non-profit, non-governmental organization dedicated to promoting rights-based sustainable human developments in Jordan and in the region (www.johud.org.jo).



Qwara Ceramics Factory was established by the Jordanian Hashemite Fund for Human Development (JOHUD) in 1993 as a non-profit organization. It produces ceramic items like gifts, tableware for hotels and restaurants, household item and wall art decorations. It currently employs 50 skilled workers, more than 50% of which are females. Qwara promotes Jordan Heritage of Ceramics handicrafts and at the same time contributes in increasing employment opportunities in Jordan.

The Business Plan developed by PKF ProGroup will set clear directions for Qwara management and provide the needed information and plans to run the business successfully and lead the Jordanian Ceramics market.

PKF PROGROUP DELIVERS TAX SEMINAR



As part of our Training Services, **PKF ProGroup** provided a one-day Training Seminar covering Income Tax, Sales Tax and Free Zone regulations for the employees of Indo-Jordan Chemicals Company Ltd. The area covered during the seminar included Income Tax, Sales Tax, Social Security and Free Zone regulations applicable in Jordan for corporate entities.

The training seminar was attended by 12 employees of Indo-Jordan Chemicals Company Ltd. including the Finance Controller of the Company. The aim and purpose of the seminar was to provide new updates and to clarify issues relating to the various regulatory areas.

The seminar was held with an active involvement of the attendees where all their doubts and questions were addressed.



PKF PROGROUP & MAHART



مركز تطوير الأعمال
Business Development Center

PKF ProGroup has cooperated with the Business Development Center in being an active part in the success of MAHART Program developed yearly by BDC for enhancing the skills and knowledge of the fresh-graduates. PKF ProGroup team has delivered a full day training course at BDC premises.

At the end of MHARAT program, PKF ProGroup has hosted 21 of MAHART Trainees for a period of two weeks upon which PKF ProGroup professional Team has assisted those trainees in obtaining hands-on experience in Management Consultancy through the development of Feasibility Studies, Institutional Assessments, IT Audit...etc.

On September 10th, 2008; presentations were held by all MAHART Trainees in the presence of BDC Management, where they have presented the projects they have worked on during their training at PKF ProGroup and the experience they gained during their short stay at PKF ProGroup.



Schneider Electric

PROGROUP QATAR SIGNS AN AGREEMENT WITH SCHNEIDER ELECTRIC

In order to develop and maintain the professional Business relationship between ProGroup Office in Qatar and Al Remal Group – Qatar, ProGroup has recently signed an agreement with Al Remal Group for developing a fully comprehensive Feasibility Study for the establishment of Switchgear Production Factory in Qatar.

This project will be licensed to manufacture switch-gears under the supervision of one of the leading switchgear manufacturers in the world - **Schneider Electric**.

The overall objective of the Feasibility Study developed by ProGroup Qatar is to assess the viability and feasibility of establishing the switchgear factory in Qatar through conducting comprehensive Market, Technical and Financial Analyses.



THE HIGHER COUNCIL FOR
SCIENCE AND TECHNOLOGY

FUND IMPACT ASSESSMENT FOR THE HIGHER COUNCIL OF SCIENCE AND TECHNOLOGY

In a step forward in our journey towards devotion, PKF ProGroup has taken the mission of implementing a Fund Impact Assessment for **The Higher Council of Science and Technology – Industrial Research and Development Fund (HCST – IRDF)**. This assessment aims to systematically measure and assess the level of benefit for Industrial Organizations from the projects that were funded by Industrial Research and Development Fund.

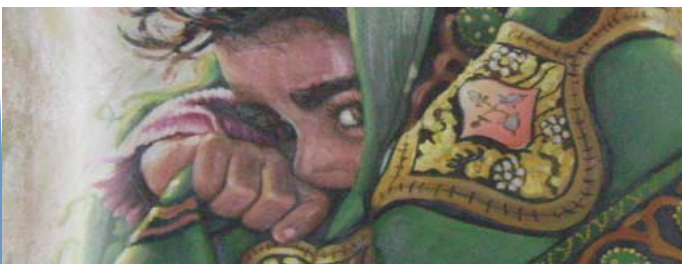


Ultimately, the assessment shall empower the decision makers at the Industrial Research and Development Fund to set the strategies, adjustments and amendments to the value of funds, evaluation forms and payment requisitions in addition to updating administration system to enhance operations.

The Fund Impact Assessment shall encompass the following:

- The impact and level of benefit achieved by the Industrial companies.
- The suitability of funds in accordance to projects.
- Assessing the administration operations in the Industrial Research and Development Fund.
- Evaluation of the impact of the Fund on Research Organizations.
- Assessing the impact on Researchers in Jordan.

This mission evolved a questionnaire covering 70 Industrial Organizations, 10 Research organizations and 40 Researchers.



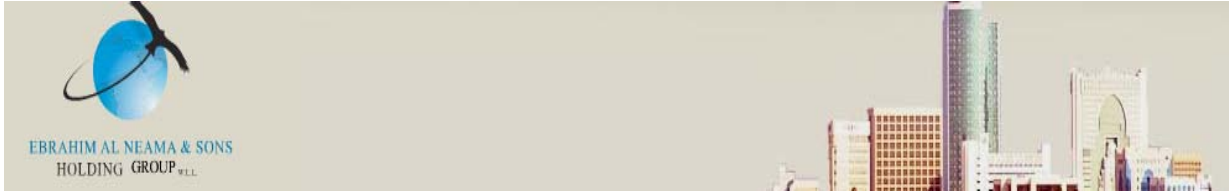
AGREEMENT WITH RAFIDAIN FOR PROJECTS DEVELOPMENT CO.

PKF ProGroup has recently signed a contract with Rafidain for Projects Development Co. to develop an on-going business relationship in rendering a full spectrum of our professional services through conducting detailed and complete Two Feasibility Studies for establishing Residential Apartments along with the establishment of a Gypsum Board Production Factory in the Hashemite Kingdom of Jordan.

The main objective of these Feasibility Studies is to investigate the Jordanian Market in terms of number of competitors that produce or distribute similar products or offer similar services in Jordan and their annual production capacity or occupancy rates, the total market size and demand, competition environment, what are the most requested product or service specifications, market segments and their needs. The outcomes of the aforementioned feasibility studies will be used to make a decision whether or not to proceed with the projects.



“EBRAHIM AL NEAMA & SONS HOLDING W.L.L. – QATAR” BECOMES A CLIENT OF PROGROUP OFFICE AT QATAR



ProGroup Qatar has recently signed a contract with **EBRAHIM AL NEAMA & SONS HOLDING W.L.L. (www.alneamaholding.com)**; in order to undertake the mission of conducting a Feasibility Study for establishing a Crane Rail Production Factory in Qatar.

The main objective of this assignment is to conduct a comprehensive and detailed financial analysis including all financial statements, future projections, indispensable ratios and investment evaluation indicators such as Net Present Value and Internal Rate of Return.

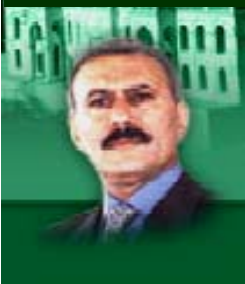
The outcomes of the aforementioned study will be used to make a decision whether or not to proceed with the project, according to the results of the various analysis conducted. The study will also analyze different possible alternatives and scenarios and recommendations on the best scenario.

AGREEMENT WITH “AL SALEH SOCIAL FOUNDATION FOR DEVELOPMENT—YEMEN”



In cooperation with Jordan River Foundation and Business Development Center; an agreement was signed with **AL SALEH SOCIAL FOUNDATION FOR DEVELOPMENT—YEMEN**; to render a full spectrum of professional services including a full scale Diagnostic Review for the AS IS situation of the Human Resources, Financial and IT issues, in addition to developing a comprehensive strategic plan, fully comprehensive Human Resources System, Financial System and Operational Manual.

Moreover; brainstorming sessions and capacity building will be rendered to AL Saleh officials in order to ensure added value and achievement of the mission, vision and objectives sought by the Management.





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PKF PROGROUP DELIVERS A TRAINING COURSE FOR PKF EGYPT

All PKF Firms are dedicated to consistent and high quality standards of financial reporting and auditing practices worldwide.

PKG ProGroup believes that sharing of knowledge, experience and skills with other PKF member firms can render high-quality first class services and demonstrate a strong capability in the international network as PKF members.

PKF ProGroup Managing Director: Mr. Mohammed Khattab has delivered a comprehensive Training Course on the **International Audit Manual (IAM)** which has been developed by the PKF International Professional Standards Committee (IPSC).

PKF IAM is entirely consistent with the audit policies contained in the PKF International Professional Standards Manual (IPSM) which must be adhered by all members in the conduct of their practices.

PKF PROGROUP SIGNS AN AGREEMENT WITH THE "JORDAN COMPANY FOR ANTIBODY PRODUCTION - MONOJO"



PKF ProGroup will assist "JORDAN COMPANY FOR ANTIBODY PRODUCTION - MONOJO" Management in developing a fully integrated Financial System and a fully integrated Human Resources System, in order to ensure proper internal control and enhance the Organizations efficiency and competitiveness ability.

The main objective of the HR System to be developed for MONOJO is to review the Organizational Structure of MONOJO and recommend the necessary changes to ensure that the structure is *complete, relevant, sound and approved*; in addition to developing a comprehensive HR System that will enable MONOJO to *attract, retain, motivate and develop* a highly qualified and motivated workforce able to achieve the Company's objectives, and enhance its effectiveness and efficiency.

The Financial and Accounting System to be developed for MONOJO aims at documenting all policies, procedures and business processes governing the core activities of MONOJO; which will provides as a foundation for a system of internal control, Guidance in current financial activities, and Criteria for decisions on appropriate accounting treatments.



PKF PROGROUP RAMADAN IFTAR



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PKF ProGroup held a Ramadan Iftar Gathering in the presence of PKF ProGroup Consulting and Auditing professionals, and valuable clients.

During this event, we had the chance to share the holy month with our clients and build well-established list of contacts through interactions between various representatives among reputable business organizations and enjoying the spirit and joy of the coming Fiter Eid.

