

**CONSULTANCY  
PROFILE - 2026**

The Enterprise Value Gap	3
Chairman's Message	4
Saudi Arabia's Economic Transformation	5
About AHM Consultancy	6
Vision, Mission & Values	7
Strategic Positioning	8
Core Services Pillars	9
AHM Business Structuring Framework	10
Client Segments & Strategic Ecosystem	11
Why AHM Consultancy	12
Strategic Alignment with the Saudi Economic Landscape	13
Strategic Investment Ecosystem	14

Professional corporate infrastructure is not just a support function, it is the primary engine for Enterprise Value (EV). Below is a comparative analysis of market performance based on organizational maturity.

- **Category A: High-Maturity Organizations**

Firms with integrated governance, clear hierarchies, and digitized operational controls.

**Operational Scalability & Institutionalization**

**85%** of high-maturity firms successfully navigate the "Growth Chasm" by leveraging institutionalized processes and delegated authority hierarchies.

**Asset Optimization & Valuation Readiness**

**40%** average increase in EBITDA multiples during exit or fundraising due to transparent asset mapping and clean audit trails.

**Institutional Investment Attractiveness**

**75%** higher probability of securing Private Equity (PE) or Venture Capital (VC) backing when financial reporting is integrated with real-time operational KPIs.

- **Category B: Low-Maturity / "Ad-Hoc" Organizations**

Firms relying on manual workflows, centralized founder decision-making, and opaque reporting.

**Operational Friction & Founder Dependency**

**70%** of these firms experience a "Growth Ceiling" where revenue plateaus because the organizational structure cannot support increased complexity.

**Valuation Discount & Financial Opacity**

**30-50%** "Information Risk Discount" applied by investors due to a lack of verifiable historical data and poor internal controls.

**Capital Access Barriers**

Less than **15%** of ad-hoc businesses qualify for Tier-1 bank financing or institutional investment without significant pre-investment restructuring.

## The Enterprise Value Gap: A Comparative Analysis

At this historic inflection point in Saudi Arabia's economic trajectory, the transition from a resource-dependent model to a diversified, globalized powerhouse demands a fundamental recalibration of corporate strategy and institutional maturity. At AHM Consultancy, we operate at the vanguard of this transformation, recognizing that sustainable alpha is no longer a product of market participation, but the result of rigorous structural optimization and disciplined asset architecture. Our mandate is to serve as the strategic catalyst for organizations navigating this complexity, engineering the sophisticated business infrastructures and investment-ready frameworks required to capture value in an increasingly competitive landscape. By bridging the gap between localized potential and international capital standards, we are not merely supporting a private sector in transition, we are architecting the resilient, world-class foundations that will define the Kingdom's economic legacy for decades to come.

**Alaa Mesbah**

Chairman, Principal Consultant  
Head of Consulting



## **Saudi Arabia's Economic Metamorphosis: A Mandate for Institutional Maturity**

Saudi Arabia is navigating a profound macro-economic transition, evolving into a diversified, capital-efficient, and globally competitive powerhouse. This structural shift has fundamentally redefined the requirements for market leadership; today, the Kingdom's private sector is tasked with moving beyond traditional operational models toward a future defined by institutional maturity and strategic scalability.

As the investment climate matures, the demand for rigorous governance, optimized asset architecture, and high-fidelity business infrastructure has become the primary differentiator for organizations seeking to capture value in this new economic frontier.

The influx of global institutional capital, including private equity, sovereign wealth, and family offices, has raised the threshold for investment readiness. In this high-stakes environment, the role of strategic advisory is no longer merely supportive but foundational. It is about the precision-engineering of corporate structures to ensure they are not only resilient in the face of volatility but are also primed for seamless integration into the global capital markets.

AHM Consultancy operates at the vanguard of this ecosystem. We serve as a strategic catalyst, bridging the gap between localized corporate potential and international excellence. Our methodology focuses on the optimization of asset value chains and the development of robust organizational frameworks that stand up to the scrutiny of world-class investors.

By facilitating this alignment between domestic enterprise and global strategic opportunities, AHM is architecting the resilient foundations upon which the Kingdom's long-term economic legacy will be built.



## About AHM Consultancy

Established in 2020, AHM Consultancy is a premier Saudi-based strategic advisory firm dedicated to architecting institutional excellence and driving long-term enterprise value. Operating at the intersection of local market intelligence and global corporate standards, we specialize in the precision-engineering of business infrastructure and the optimization of asset architecture. Our mandate is to transform organizations into high-performance, investable entities that are primed to lead within the Kingdom's rapidly evolving economic landscape.

With a strategic presence across Riyadh, Jeddah, Aseer, and AlUla, AHM serves a diverse portfolio including emerging startups, established family conglomerates, and multinational corporations. We act as a critical bridge between private enterprise and the global capital ecosystem, collaborating closely with Sovereign Wealth Funds, Private Equity firms, and Venture Capitalists to identify and cultivate high-fidelity investment opportunities.

Our approach is rooted in the belief that structural integrity is the primary driver of valuation; thus, we focus on maturing corporate governance, facilitating sophisticated investment brokerage, and qualifying organizations as elite participants in national and global supply chains.

Beyond strategic orchestration, AHM is committed to human capital transformation, providing specialized capability-building programs designed to enhance organizational agility and investment readiness. Supported by a multidisciplinary team of over twenty world-class professionals, we combine deep sectoral insights with rigorous execution. At AHM, we do not just prepare businesses for the future; we ensure they are the architects of it, unlocking sustainable value across the full spectrum of the Saudi Arabian economy.



## Vision

To become a leading Saudi advisory firm shaping the future of businesses by building strong enterprise infrastructure, unlocking investment potential, and enabling organizations to become valuable contributors to the Kingdom's evolving economy.

## Mission

To support organizations in developing structured, investable, and scalable businesses through strategic advisory, asset structuring, investment facilitation, and specialized capability development.

## Our Core Values

- **Institutional Integrity:** Upholding the highest standards of governance and transparency to ensure every strategic recommendation is built on ethical rigor and objective truth.
- **Strategic Precision:** Delivering meticulous analysis and structural engineering that move beyond “close enough” to achieve optimized valuations and competitive advantage.
- **Value Catalysis:** Activating latent potential by transforming operational assets into investable, world-class portfolios that drive measurable growth.
- **Future-Ready Resilience:** Architecting scalable business infrastructures designed to anticipate market shifts and lead the Kingdom's economic evolution.
- **Synergetic Partnership:** Operating as a seamless extension of our clients' leadership to bridge the gap between local ambition and global capital excellence.



## **Strategic Positioning: Capital Architecture & Enterprise Infrastructure Advisory**

AHM Consultancy operates as a specialized strategic advisory firm at the nexus of institutional maturity and capital mobilization. We are dedicated to the rigorous engineering of business foundations, ensuring that our partners possess the structural resilience and operational transparency required to navigate Saudi Arabia's sophisticated economic landscape. By integrating world-class governance with high-fidelity business infrastructure, we transform organizational potential into investable enterprise value, aligning domestic growth with global capital expectations.

Our advisory methodology is designed to support the full lifecycle of corporate development, from high-growth startups and expanding SMEs to established family conglomerates and multinational corporations. We serve as a strategic bridge, synchronizing the requirements of the Kingdom's most ambitious enterprises with the rigorous mandates of Sovereign Wealth Funds, Private Equity firms, and Institutional Investors. This dual-sided perspective allows AHM to identify and cultivate high-alpha opportunities that are both structurally sound and strategically scalable.

AHM's market position is defined by our commitment to institutional alpha: we do not merely optimize assets; we architect ecosystems of growth. By enhancing investment readiness and refining asset valuation through disciplined structural reform, we empower our clients to participate as elite vendors and partners within the Kingdom's expanding commercial value chains.

Operating at the intersection of strategic business development and high-stakes investment engagement, AHM remains the definitive partner for those seeking to build the resilient, world-class foundations of the future Saudi economy.



## Core Service Pillars

At AHM, we provide a sophisticated, multi-disciplinary advisory framework designed to navigate the intricate complexities of modern capital markets and large-scale organizational transformation. By integrating high-level Strategic Investment Advisory with robust Enterprise Infrastructure Development, we architect the precise structural foundations and governance frameworks necessary for sustainable scalability and long-term institutional growth.

Our methodology centers on unlocking hidden enterprise value through rigorous Asset Structuring and Valuation, ensuring absolute transparency and investment readiness, while simultaneously bridging the critical gap to global supply chains through specialized Vendor Qualification and Market Access strategies that align local capabilities with international procurement standards.

This holistic ecosystem of services is further underpinned by a commitment to institutionalizing excellence via bespoke Training and Capability Development programs, empowering organizations to synchronize their internal operating models with the rapidly evolving strategic demands of the Saudi and international investment landscapes to achieve measurable, market-leading outcomes.

### Strategic Investment Advisory



High-level advisory mandates focused on capital lifecycle management, including sophisticated investment engagement, opportunity origination, and bespoke capital structuring. AHM empowers stakeholders through rigorous deal-flow evaluation, transaction architecture, and strategic brokerage to navigate the complexities of the Saudi and global investment landscapes.

### Enterprise Infrastructure Development



Engineering the Target Operating Models (TOM) and internal architectures required to sustain enterprise-wide scalability. This workstream involves the design of robust governance frameworks, organizational re-structuring, and performance-driven operational systems that fortify the institutional foundation for long-term growth and structural resilience.

### Corp. Asset Structuring & Valuation



Strategic optimization of the corporate balance sheet to maximize enterprise value transparency and valuation clarity. We deploy advanced asset mapping and value-structuring protocols, aimed at strengthening the organization's investment profile, strategic positioning, and ecosystem readiness through data-driven valuation advisory.

### Vendor Qualification & Market Access



Strategic readiness programs designed to institutionalize operational excellence and facilitate integration into high-value business ecosystems. AHM consults on procurement alignment, capability positioning, and the technical qualification standards required to penetrate strategic supply chains and tier-one infrastructure projects.

### Training & Capability Development



Bespoke Human Capital Transformation programs delivered to institutional and corporate entities. Our consultants leverage deep domain expertise to transfer knowledge in critical areas, including investment fundamentals, GRC frameworks, and asset management, ensuring the organization's workforce is aligned with modern institutional standards.

## AHM Business Structuring Framework

In an era defined by rapid economic diversification and systemic market shifts, the distinction between organizational survival and market leadership lies in the sophistication of an entity's internal architecture. At AHM Consultancy, we recognize that sustainable growth is not a byproduct of chance, but the result of a rigorous, engineered approach to business structuring. Our philosophy is rooted in the belief that for an organization to capture high-value opportunities within the Saudi and international business ecosystems, it must first achieve a state of Investment Readiness and Structural Integrity.

Our engagement model transcends traditional consulting by applying a proprietary, data-driven framework designed to de-risk complex transformations and maximize enterprise valuation. By conducting deep-dive forensics into an organization's current state, from its governance frameworks to its underlying asset portfolios, we identify the critical "value-leaks" and structural bottlenecks that impede scalability. Whether we are re-engineering an enterprise's infrastructure, navigating the intricacies of capital structuring, or positioning a company for integration into global supply chains, our focus remains steadfast on Value Realization.

We do not merely provide a roadmap, we architect the very foundation upon which our clients build their future, ensuring that every strategic move is backed by institutional rigor and a clear path to measurable, long-term success.

### Baseline Diagnostic Review



Conducting a multi-dimensional forensic audit of the current institutional state to identify structural inefficiencies. This phase utilizes peer-group benchmarking and «As-Is» vs. «To-Be» gap analysis to establish a data-driven baseline for organizational transformation and risk mitigation.

### Institutional Infrastructure Design



Engineering a comprehensive Target Operating Model (TOM) that synchronizes organizational hierarchy with strategic intent. We architect robust Governance, Risk, and Compliance (GRC) frameworks and lean reporting structures to ensure institutional agility, accountability, and long-term operational resilience.

### Strategic Value Optimization



Deploying sophisticated asset-mapping protocols to enhance balance sheet transparency and valuation clarity. By refining the investment narrative and optimizing the capital structure, we maximize enterprise "Investment Readiness" and ensure the organization's value proposition is articulated with surgical precision.

### Market Ecosystem Integration



Facilitating seamless integration into high-value supply chains and global business ecosystems. This involves aligning internal operational capabilities with the rigorous technical and compliance mandates of tier-one procurement entities, effectively de-risking market entry and accelerating commercial synergy.

### Sustainable Growth Enablement



Orchestrating a managed transition to high-growth phases through strategic partnership brokerage and sophisticated investor engagement. We focus on "Value Realization," ensuring that structural foundations are leveraged to secure capital, expand market share, and achieve enduring competitive advantage.

## Client Segments & Strategic Ecosystem

AHM Consultancy operates within a dynamic business ecosystem where organizations, investors, and knowledge institutions interact to drive economic growth and enterprise development. The firm works with a wide range of stakeholders that collectively contribute to building stronger and more investable businesses.

### Client Organizations

AHM supports organizations at different stages of development, helping them strengthen their internal structures, organize their assets, and prepare their businesses for sustainable growth and investment engagement. These clients include startups, small and medium enterprises, established corporations, and family owned businesses seeking stronger governance, improved valuation clarity, and structured business foundations.

### Strategic Investment Partners

AHM collaborates with a network of strategic investors that seek high quality business opportunities within the Saudi market. These partners include private equity firms, venture capital funds, family offices, investment companies, and strategic investors. Through these relationships, AHM facilitates connections between well structured businesses and potential investment opportunities.

### Knowledge & Institutional Ecosystem

AHM also engages with universities, training institutions, and professional education organizations to deliver specialized programs and knowledge initiatives. Through these collaborations, AHM consultants contribute to developing professional awareness and practical expertise in areas such as investment readiness, governance, asset management, strategy development, and enterprise infrastructure.



## Why AHM Consultancy

### Integrated Business Structuring Approach

AHM applies a comprehensive approach to business structuring that addresses enterprise infrastructure, governance frameworks, asset organization, and strategic positioning. This integrated methodology enables organizations to build strong operational foundations and enhance their long term enterprise value.

### Investment Connectivity

AHM operates within an investment oriented ecosystem that connects structured businesses with strategic investors. Through collaboration with private equity firms, venture capital funds, family offices, and investment groups, the firm facilitates opportunities that support business expansion and capital engagement.

### Enterprise Infrastructure Expertise

AHM focuses on strengthening the internal structures that support sustainable business growth. This includes governance design, organizational structuring, operational frameworks, and strategic alignment that allow companies to operate with clarity and stability.

### Vendor Qualification & Market Access

AHM supports companies in preparing for participation within major business ecosystems and supply chains. Through vendor qualification readiness and capability positioning, organizations are able to present their services and products effectively to large buyers and strategic partners.

### Knowledge & Capability Development

AHM contributes to professional capability development through specialized training and educational programs delivered by its consultants. These programs support universities, training institutions, and corporate organizations in strengthening knowledge across areas such as investment, governance, strategy, asset management, and enterprise infrastructure.



## Strategic Alignment with the Saudi Economic Landscape

The Kingdom of Saudi Arabia is currently orchestrating a paradigm-shifting economic transformation, engineered to foster a diversified, globally competitive, and capital-efficient economy. Guided by the strategic imperatives of Vision 2030, national initiatives are prioritized toward fortifying the private sector, stimulating high-impact entrepreneurship, and attracting foreign direct investment (FDI). This evolving landscape has necessitated a dynamic ecosystem where institutional rigor and strategic agility serve as the primary drivers for sustainable economic participation and regional expansion.

Within this transformative environment, organizations are mandated to operate with sophisticated Governance, Risk, and Compliance (GRC) frameworks, precise strategic trajectories, and highly scalable Target Operating Models. Market participants are increasingly focused on the optimization of corporate asset portfolios and the synchronization of internal capabilities to integrate seamlessly into expanding global supply chains and high-value investment corridors.

AHM Consultancy serves as a strategic facilitator within this landscape, providing the technical expertise required to develop investment-ready and strategically positioned enterprises. Our advisory mandates focus on the engineering of resilient business infrastructures and the enhancement of valuation transparency, ensuring that our clients are prepared to engage effectively with the unprecedented opportunities emerging across the Saudi multi-sectoral economy.

The organizations and initiatives represented herein constitute the core pillars of the Kingdom's economic architecture. Their collective efforts in advancing the private sector and stimulating investment growth provide the foundational context within which AHM operates. We contribute to this ecosystem by institutionalizing excellence and positioning enterprises for long-term, value-accretive participation in the national economy.



## Strategic Investment Ecosystem: Navigating Capital Markets

AHM Consultancy operates at the nexus of a high-velocity investment environment, where corporate entities, institutional investors, and strategic stakeholders converge to drive long-term economic value creation. As the Kingdom of Saudi Arabia solidifies its position as a global financial hub, the synergy between structured enterprise architecture and sophisticated capital deployment has become the primary catalyst for innovation, sustainable growth, and systemic economic diversification.

Through our specialized advisory mandates, AHM facilitates institutional readiness, enabling organizations to fortify their business infrastructure and optimize their corporate asset portfolios. We bridge the gap between operational reality and investment engagement criteria, ensuring that enterprises are positioned with the structural integrity required to navigate complex valuation landscapes and participate effectively within the broader private equity and venture capital ecosystems.

Our strategic focus areas are intrinsically aligned with the macro-objectives of leading capital providers and sovereign wealth funds. We specialize in the development of scalable business models, the realization of sustainable “Alpha,” and the expansion of high-potential investment opportunities within the Saudi market. By engineering robust institutional foundations and enhancing market positioning, AHM contributes to a transparent and efficient investment climate that fosters deeper engagement between capital allocators and high-growth enterprises.

Ecosystem Context: The institutional representatives displayed herein exemplify the sophisticated capital landscape in which AHM operates. Their presence underscores the diversity of capital providers participating in the Saudi market. Note: Display of institutional nomenclature is for ecosystem contextualization only and does not constitute a formal affiliation, endorsement, or partnership.



## Architecting Institutional Excellence. Engineering Investable Futures.

---

AHM Consultancy

Level 7, Building 3.09, Al Aqiq, Riyadh, Saudi Arabia 13519

Riyadh, Kingdom of Saudi Arabia

Phone: +966573833135

Email: [partner@ahmconsultancy.com](mailto:partner@ahmconsultancy.com)

[ahmconsultancy.com](http://ahmconsultancy.com)

**AHM**<sup>®</sup> الإستشارية  
CONSULTANCY