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Legum Amicuss is a full service HR, compliance and legal consultancy firm, with offices in the UAE and India

Legum Amicuss is a full service HR, compliance and legal consultancy with two international offices in India and UAE and a team of around 20 plus professionals comprising Lawyers, Chartered Accountants, Company Secretaries, Management Consultants and Paralegals.

The India office of the firm offers seasoned professional advice on matters relating to foreign direct investment, compliance issues, tax advisory, corporate and commercial legal matters and real estate matters. The office is managed by Mr. Vishal Arora, a trained Company Secretary and Ms. Deevyaa Goyal, a trained Company Secretary and a qualified Lawyer. The UAE office of the firm is managed and headed by Ms. Karteekka Tyaggi, a qualified lawyer, who holds substantial experience in the field of corporate and commercial advisory, investment banking, real estate matters, mergers and acquisitions, corporate restructuring, succession and regulatory matters.

Legum Amicuss offers its clients the advantage of seasoned advice combined with a personalized service, where we respect time and deadlines. We understand time equals money for most of our clients and accordingly, we always strive to deliver our advice in the shortest possible time, without compromising, of course, on the quality and the substance of the advice. Our team first understands the basic business environment and requirements of the clients before offering any advice on the matters at hand. The services that we offer from the two offices include HR Consultancy, Legal and Compliance, Company Formation for jurisdictions including India, UAE, BVI, Seychelles and US, Business Restructuring, Investment Advisory, Advisory on Real Estate and Development Matters, Successions and

Wills for various jurisdictions such as India, UAE, BVI and Seychelles and General legal and corporate advisory.

As we approach the end of 2014, the global economy is starting to show definite signs of improvement. The UAE is certainly no exception, showing very strong signs of growth and improvement across all sectors, specifically, construction and real estate. We have also seen a surge in new businesses established by local residents as well as new foreign businesses looking to establish a branch or an extension in UAE. As for the local residents, they have been turning new ideas into businesses and recently, we have witnessed a number of novel ideas turning into businesses.

In Q4, most of the work done by our firm related to real estate investments, mergers, acquisitions and establishment of new businesses in UAE. However, we feel there are certain procedural improvements that are needed to strengthen the investor confidence in the UAE, especially foreign investors who are new to the region and are not very familiar with the procedural requirements.

In comparison to Q4, 2013, the corporate world has come a long way in Q4, 2014. The investor confidence of foreign businesses has increased considerably, especially, in light of the UAE winning the Expo 2020 bid. Businesses are eager to establish their extensions, branches and arms here in the UAE. Some of the major businesses are also moving their head offices to UAE.

Moving into 2015, we definitely see a major change coming in local rules, laws and regulations. We also foresee many more global businesses moving their base to UAE because of various factors, such as a tax-free environment, good standard of living, ease of doing business and approachability of government institutions. ■



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We caught up with Paul Cheetham, Managing Director of Sedulo Group, a Manchester-based firm of chartered certified accountants and business advisors, to find out how Q4 has been for the firm, and what lies ahead in 2015

Please provide a brief background of your firm, your specialist areas of expertise and comment upon how the firm distinguishes itself from the competition.

Sedulo Group are an established firm of chartered certified accountants and business advisors, specialising in buy and sell-side lead advisory, financial due diligence, negotiation of heads and identifying acquisition opportunities. We are a boutique firm which has specialised in transactions and advisory services across a range of international boundaries.

As we approach the end of 2014, the global economy is starting to show definite signs of improvement. To what extent is this growth being felt in your region and which sectors or industries are enjoying the greatest upturn?

2014 has been a key year for the global economic recovery. In the UK the rising property market has seen increased consumer confidence and as a result business in general has improved. Financing has become available again and there has been increased appetite for business transactions particularly in the digital and media sector.

Tell us about your firm's Q4.

The volume of transactions has improved vastly compared with the prior 12 months. Deal flow has remained buoyant in quarter 4 and appears to continue a positive trend for growth since Easter.

One area in which we see scope for improvement is the number of funds in the market able to consider the smaller deals (sub £1m) with many focussing on bigger ticket work.

How is the wider corporate world responding to Q4 so far? How would you describe deal appetite compared with the same period last year?

We have been working on a number of transactions throughout the year but this was mainly in the UK. It seems that there is a lot of foreign interest of late as we have been working on acquisitions of UK companies from US, Scandinavia and Australia. We also have a number of clients who have proven a scalable model in the UK, searching for new markets across Asia, US and Central Europe.

Has the latter part of 2014 seen the introduction of any key regulations or technologies that have dramatically altered the way in which you and your clients work?

We are fortunate that we have a lot of clients in the online sector. This market constantly adapts and removes international trading boundaries. As such we have clients that take a global outlook on their affairs at every stage of their life cycle.

What are your predictions as we move into 2015 and beyond?

Our view is that 2014 is a great foundation to build on during 2015. Funding lines and channels are opening at a rapid rate which is breeding confidence in the transactional aspect of business. The companies that have survived the global recession are now lean and ideally placed to take market share during this next global recovery. ■