

# Company Profile

[www.idraustralia.com](http://www.idraustralia.com)

**The Kingdom of Saudi Arabia Division**



# Executive Summary

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## Background

- IDR Australia aims to expand operations to Saudi Arabia with a robust presence in Riyadh.
- The goal is to serve as a gateway for foreign companies entering the Saudi market and to support local businesses.
- The project seeks to leverage IDR's expertise in various consultancy services to meet diverse client needs

## Purpose

- Facilitate seamless market entry for foreign companies and support sustainable business growth in Saudi Arabia.
- Provide comprehensive consultancy services including legal services, management consultancy, accounting, data and financial analysis.

## Deliverables

- Comprehensive services in import/export management, market expansion, partnerships, compliance, and market entry.
- Expertise in government affairs, diplomatic strategy, security, and geopolitical analysis.
- Consultancy in aviation, project feasibility, financing, and privatization strategies.

## Business impact

- A streamlined and efficient market entry process for foreign companies.
- Enhanced operational efficiency and compliance for local businesses.
- Sustainable business growth driven by strategic consultancy support.

# What We Stand For

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## Mission

To provide exceptional consultancy and professional services that enable businesses to thrive in the Saudi Arabian market and beyond



## Vision

To be the leading consultancy firm in Saudi Arabia, facilitating seamless market entry and business operations for local and international organizations.

# Core Values

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## **Excellence**

Delivering the highest quality services to meet and exceed client expectations



## **Integrity**

Upholding the highest standards of ethics and transparency in all our dealings



## **Innovation**

Continuously seeking innovative solutions to drive client success.



## **Collaboration**

Building strong partnerships with clients, stakeholders, and communities.



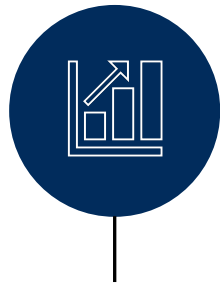
## **Commitment**

Dedicated to our clients' success and their businesses' sustainable growth.

# Primary Specialized Services

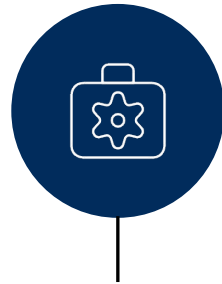
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## International Trade and Business Development



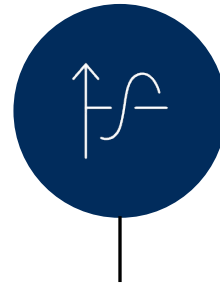
### **Import/Export Consultancy**

Streamlining global trade operations for efficiency and compliance.



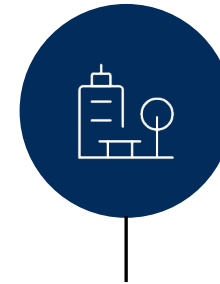
### **Market Expansion Strategies**

Crafting and executing plans to enter and succeed in new markets.



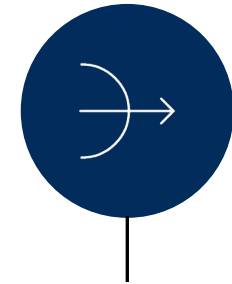
### **Strategic Partnership Development**

Facilitating and managing alliances to drive business growth.



### **Compliance with Trade Regulations**

Ensuring adherence to international trade laws.



### **Market Entry Strategies**

Designing and implementing successful market penetration tactics.

# Primary Specialized Services

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## Government and Diplomatic Relations



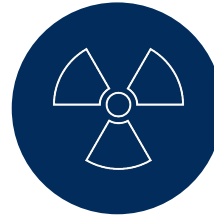
### **Government Affairs and Policy Navigation**

Navigating public policy and regulatory environments



### **Diplomatic Strategy and International Relations**

Developing and executing effective diplomatic approaches



### **Security and Risk Management**

Identifying and mitigating risks in international operations



### **Geopolitical and Economic Analysis**

Providing insights into global political and economic landscapes

# Primary Specialized Services

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## Aviation and Transport Infrastructure



### Aviation Sector Consultancy

Offering expert advice and solutions for the aviation industry, including airlines and airports



### Project Feasibility Studies

Conducting thorough feasibility assessments for transport projects



### Financing Solutions & Public-Private Partnerships

Structuring financing solutions and facilitating public-private partnerships



### Privatization Strategies

Providing strategic guidance for privatizing transport and aviation assets

# Other Sector Services

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## Energy



### Sustainable Practices and Compliance

Implement eco-friendly practices and ensure regulatory compliance.



### Investment Analysis

Evaluating and strategizing investments in the energy sector.



### Renewable Energy Solutions

Specializing in photovoltaics, distributed energy storage systems, and green hydrogen deployment.



# Other Sector Services

## Finance



### Financial Structuring and Strategy

Crafting robust financial strategies and structures

### Auditing Services

Conducting thorough audits to ensure financial accuracy and compliance

### Risk Management

Identifying and mitigating financial risks.

# Other Sector Services

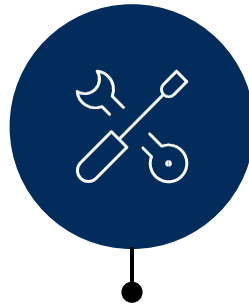
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## Retail



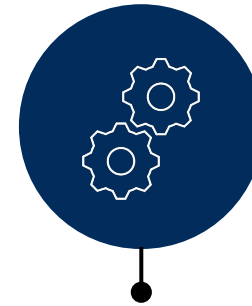
### Market Analysis

Conducting comprehensive market research to inform business decisions



### Strategic Planning

Developing strategies to enhance business performance



### Operational Improvements

Streamlining operations for greater efficiency.

# Services Offered in Riyadh, Saudi Arabia



## Legal Services

Our legal team, with over 20 years of experience in the Saudi Arabian legal space, is dedicated to helping businesses navigate the complexities of the legal requirements



## Management Consultancy

Back by over 20 years of experience in international trade and investment, we provide tailored solutions to ensure sustainable growth operational excellence



## Company Establishment

IDR offers comprehensive services to facilitate a smooth and efficient business setup process and provide state-of-art serviced offices in Saudi Arabia



## Accounting and Taxation

Our Saudi registered and verified accounting experts ensure that both local and international organizations can navigate the complexities of Saudi taxation laws with ease.



## Data & Financial Analysis

Leveraging extensive experience in the Saudi market, our experts offer comprehensive data and financial analysis services to ensure accuracy and support informed decision-making.



## Partnerships and Alliances

By collaborating with leading local and international firms and key industry players, we leverage synergies to drive innovation and support the diverse needs of businesses operating in Saudi Arabia.

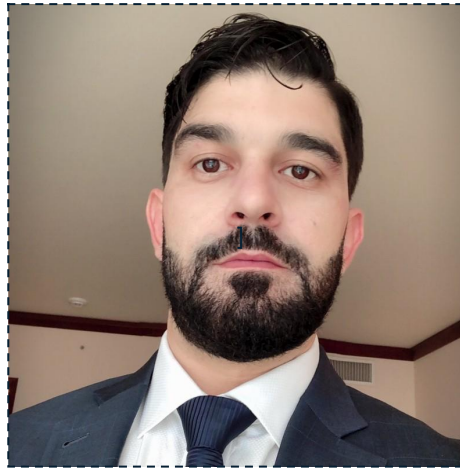
# Our team of Professionals

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**Dr Hassan Yahya al Salem**

Managing Partner  
International Strategy and  
Partnerships



**Rabie Akkouche**

Founder & Managing  
Director  
IDR Australia



**Gary Garner**

Managing Partner  
Head of Management  
Consultancy

# Leadership Team

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## Dr Hassan Yahya al Salem

Managing Partner

International Strategy and Partnerships

- 1 Over 30 Years of Experience: Extensive background in international relations, government affairs, and intelligence, with significant contributions to Saudi Arabia's diplomatic and security sectors.
- 2 Recognized for his contributions to international relations and security, receiving accolades and commendations from various government entities and international organizations.
- 3 Played a key role in developing and implementing IDR Australia's strategic initiatives in Saudi markets, aligning with Vision 2030 goals.
- 4 Provides expert consultancy in international trade regulations, market entry strategies, and geopolitical analysis, assisting clients in navigating complex international markets.
- 5 Holds a Ph.D. in Political Science & International Relations and various certifications from prestigious institutions including Harvard University and MIT.





# Leadership Team

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## **Rabie Akkouche**

Founder & Managing Director

IDR Australia

- 1 Founded IDR Australia in 2017, leading the company's growth and expansion into the GCC region.
- 2 Brings 17 years of extensive global expertise in business consultancy, import/export, strategic partnership development, management, data and financial analysis, and strategic planning & development.
- 3 Has a proven history of establishing and growing multiple businesses, showcasing his entrepreneurial acumen and ability to drive business success.
- 4 Holds an MBA in Business Analytics from the University of Technology Sydney and has certifications from Harvard University and LAU.
- 5 Cultivated an extensive network of business connections and cooperation with government entities and organizations across the Middle East



# Leadership Team

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## Gary Garner

Managing Partner

Head of Management Consultancy

- 1 Over 30 Years of International Experience: Extensive expertise in project management, change management, business and corporate strategy, and business operations improvement.
- 2 Holds an MBA from a reputable business school, a BSc Econ (Hons), and is a Fellow of the Institute of Chartered Accountants in England and Wales.
- 3 Utilized international experience to expand consultancy footprint, particularly in the Middle East and North Africa regions.
- 4 Provides consultancy on commercial and business advisory, with experience in PPP/PFI in Australia and the Middle East.
- 5 Led major projects including the development of recovery plans for airlines, funding strategies for new airport developments, and commercial feasibility assessments for privatization of key assets as part of his role as Executive Vice President at Dubai Airports Corporation.



# Memberships

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**SCCE**<sup>®</sup>  
Society of Corporate  
Compliance and Ethics



AUSTRALIA  
ARAB CHAMBER  
OF COMMERCE  
& INDUSTRY

غرفة التجارة والصناعة  
الاسترالية - العربية



**ASIA BRIEFING**



Riyadh Chamber



**CMC GLOBAL**

# Client Testimonials & Success Stories

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## Founder of International Logistics Organization (Global)



I wanted to thank you for the support and help you and the team provided during our discussion. I valued the inclusivity and generous access to knowledge and experience about the region.

## Founder, F&B Export Firm (Australia)



The professional approach and strategic insights provided by IDR Australia have driven our business growth exponentially

## Managing Director, International Transport Company (Global)



Thanks to their expert guidance and legal support, we have easily navigated complex regulatory environments.

## CEO, Industrial Glass Manufacturing Firm (Europe)



IDR Australia's consultancy services have been integral to our market entry and expansion strategy in the GCC region.

## Investment Firm (Saudi Arabia)



I'm writing to extend our sincere gratitude to IDR Australia for being a reliable strategic partner, providing the right consultation, and providing outstanding strategy and effective execution. The professionalism and dedication were evident in every step of the process.

# Our Global Presence

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## **Main Offices**

- Riyadh, Saudi Arabia
- Sydney, Australia

## **Associated Offices**

- Turkey
- China
- Brazil
- United Kingdom
- The United States



# Get In Touch



**WEBSITE**  
[www.idraustralia.com](http://www.idraustralia.com)



**EMAIL ADDRESS**  
[info@idraustralia.com](mailto:info@idraustralia.com)



**PHONE NUMBER**  
+966 53 034 1888



**LINKEDIN**  
[www.linkedin.com/company/idr-australia](https://www.linkedin.com/company/idr-australia)



**TWITTER / X**  
<https://x.com/idraustralia>



**LOCATION**  
Level 1 , Office 1 , Wadi Al Artawi  
Street Olayah District, 12212  
Riyadh KSA

