

**Profile of  
SKM International – Chartered Accountants  
Auditors & Consultants**

***Quality in whatever we do***

To  
**The Manager**  
**Amlak Mortgage Finance**  
**United Arab Emirates**

**Date:** April 13, 2008

**Subject:** *Profile of SKM International – Chartered Accountants  
for inclusion in the list of ‘Approved Auditors’*

We have attached the profile of SKM International – Chartered Accountants requesting you to kindly include us in the list of ‘Approved Auditors’ with your esteemed organization for providing auditing and consulting services. **We would like to further strengthen our relationship with you by requesting you to kindly register SKM International – Chartered Accountants in your ‘Approved List’ of Auditors.**

SKM International – Chartered Accountants is headed by the Managing Partner – Sushil Malhotra who is a Chartered Accountant as well as Certified Internal Auditor (from USA). Our Managing Partner, Sushil Malhotra *has nearly 20 years of work experience* out of which **nearly 9 years were with Big Four Audit and Consultancy firms** in United Arab Emirates [**KPMG** (4 years) & **Deloitte** (1 year), Saudi Arabia [**Ernst & Young** (2.5 years)], India (**Pricewaterhouse & PKF**). Also, he has worked as a Director – Quality Audit Assurance and later promoted as a Partner in an Audit and Consultancy firm in Dubai.

Sushil is also a Competent Toastmaster (CTM) & a Competent Leader (CL) from Toastmaster International, USA and also he has got recognition as an ‘Assessor’ and a ‘Finance Specialist’ with Dubai Quality Award during 2004 and 2005. **Currently, Sushil is also working as a Secretary with Dubai Quality Group – Banking and Finance Sub-Group which had successfully arranged a CEO Leadership Summit attended by CEOs of leading banks/financial institutions in UAE and inaugurated by H. H. Shiekh Ahmed Al Maktoum.**

We provide External Audit, Internal Audit, Feasibility Consultancy and book-keeping duly approved as per the Professional license from Economic Department (License no. 579858). Further, the Managing Partner has a duly approved license as an Approved Auditor with Ministry of Economy, Abu Dhabi.

As our Managing Partner is from the big four culture, we follow very high quality standards and our professional services are on par with big four firms and the firm is very fast growing in the market wherein the charges for professional services are economical compared to big four firms and the quality of professional services is quite high.

SKM International – Chartered Accountants provide Audit and Consultancy services to Multinationals, local business houses as well as to small and medium enterprises.

The Managing Partner, Sushil Malhotra has provided Audit and Consultancy firms in the past to reputed clients like Majid Al Futtaim Group, Al Shirawi Group, also Multinational clients based in Jebel Ali Free Zone like Acer Computers, Panasonic, etc.

*The current list of SKM International to whom Audit and Consultancy services have been provided include the following:*

- **Al Fardan Financial Services LLC (part of Al Fardan Group);**
- **H.H. Ruler of Dubai's Engineer's Office (EO);**
- *Al Rostamani Group's* Dubai International Securities (DIS);
- *National Bank of Fujairah's subsidiary:* NBF Financial Services LLC;
- **Ahmed Ramadan Juma Group & Essham Securities LLC;**
- **EFG – Hermes UAE LLC;**
- Electronics House Trading LLC
- Claymore Services;
- Mirdef Electronics LLC;
- Aqsa International FZE
- **Varsani Group FZCO**
- Iqra Computers LLC
- Ambition Future Trading Co. LLC
- ***Capital Coast Construction LLC (now renamed to Icon Contracting LLC)***
- ***Waris Group***
- *Mam Gar Lux Trading L.L.C.*
- *Dubai Optical Group*
- *ABC Computers L.L.C.*
- *Invest Brokerage L.L.C.*
- ***Emirates Bank Group's*** Emirates Islamic Financial Brokerage L.L.C.

**and many more.....**

Further, in the past while working in big four audit and consultancy firms, Sushil has provided audit and consultancy services to prestigious business organizations as follows:

- ✚ ***Arenco Real Estate;***
- ✚ ***Majid Al Futtaim Group*** (Carrefour Hypermarket LLC);
- ✚ ***Al Shirawi Group;***
- ✚ ***Abdul Rehman Bukhatir Group*** (based in Sharjah);
- ✚ Landmark Group (***Baby Shop***, etc.);
- ✚ ***Acer Computers;***
- ✚ ***Panasonic;***
- ✚ ***Murray Roberts;***
- ✚ ***Khansaheb;***
- ✚ Hilton Jumeirah;
- ✚ ***Sheraton Hotel***, Jumeirah;
- ✚ ***Kanoo Group*** (based in Saudi Arabia/Bahrain);
- ✚ Al Rezayat Group (based in Saudi Arabia);
- ✚ Al Gosaibi Group (based in Saudi Arabia);
- ✚ Petrokemya;
- ✚ ***ADNOC;***
- ✚ ***Arabian Automobiles***

We will continue to provide a value added auditing and consulting services to our clients in UAE and maintain the high standards in providing reliable, quality services with integrity and professionalism.

Thanking you for giving us an opportunity to present the profile of SKM International – Chartered Accountants and look forward in providing quality audit and consultancy services to your clients in your esteemed bank and further contributing to the growth of UAE’s economy!

Regards

**Sushil Malhotra**

Chartered Accountant, Certified Internal Auditor (USA)

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**SKM International – Chartered Accountants** pursue the highest levels of integrity, quality and professionalism in providing a range of ‘One Stop’ professional services which are centered on our core competencies of:

- External/Statutory Audit;
- Internal Audit;
- Operational Audit/Due Diligence audit;
- Feasibility reports;
- Business Plan & Business Projections;
- Company formation in Mainland, Free Zones/Offshore Companies;
- Consultancy on bank credit lines and project finance;
- Real Estate related Consultancy and feasibility reports;
- ISO 9001 Consultancy

**SKM International – Chartered Accountants** is headed by the Managing Partner, Sushil Malhotra, Chartered Accountant and Certified Internal Auditor (from USA). Sushil has nearly 20 years of work experience (which includes nine years with the Big Four Audit and Consultancy firms in UAE, Saudi Arabia and India) with a proven track record of performance in the field of Auditing and Consultancy.

**“Quality in whatever we do”** is the foundation of providing our professional services – we are dedicated and committed to assist the organizations strengthen their corporate and growth strategies, we uphold our global values of embedding and weaving the thread of quality in every aspect of whatever we do. To us, ‘quality’ is a journey and not a destination, quality means guiding and making informed decisions through enhanced knowledge which is power by taking right decisions based on sound judgments and maintaining the trust in our professional ethics and code of conduct and providing value added audit and consultancy contribution to our client’s success in their businesses.

No matter what professional services you need, you can count on SKM International – Chartered Accountants for the highest professional standards and the ability to deliver on our promises and exceed your expectations.

Sushil Malhotra, the Managing Partner of SKM International – Chartered Accountants has worked with Big Four Audit and Consultancy firms in United Arab Emirates (KPMG – 4 years, Deloitte – 1 year), Saudi Arabia (Ernst & Young – 2.5 years) and India (Pricewaterhouse – 1 year) and also worked as a Director – Quality Audit Assurance and later promoted as a Partner in a leading Audit and Consultancy firm in Dubai. He has also been a Secretary of a leading Audit and Consultancy Association representing the Middle East and Asia Region.

Sushil's clients, current and past includes Multinationals, Local Business Houses, as well as small and medium businesses in United Arab Emirates as well as overseas clients based in UK, USA, Africa, Europe, Far East, GCC/Arab countries and Indian continent.

Sushil has varied work experience of audit and consultancy in the following areas: Trading, Financial Services, Brokerage, Real Estate, Construction, Retail, Manufacturing, Distribution, Insurance, Hotels, Banks, IT software and consultancy, Communications, Entertainment, Energy/Utilities, Industrial Products, etc.

He is also a Competent Toastmaster (CTM) and Competent Leader (CL) from Toastmasters International, USA which has affiliation to local Toastmasters clubs. He has won many prizes at such forums as 'Best Speaker', 'Best Evaluator', etc.

He is serving as a Secretary of the Banking & Finance Sub-Group of Dubai Quality Group during 2006-2007 term. He has also been an Assessor with Dubai Quality Award (DQA) which is based on the European Quality Foundation concepts. He has received 'Certificate of Appreciation' for his participation initially as an Assessor during 2003, 2004 and subsequently as a 'Finance Specialist' for his participation during the 2005 cycle of the Dubai Quality Award from the Department of Economic Development (DED), Government of Dubai, United Arab Emirates.

He is active member in professional clubs like Institute of Chartered Accountants of India – Dubai Chapter wherein in the past he has served in the Social Affairs Committee, Newsletter Committee, etc. He is also a member of Indian Business and Professional Council (IBPC), The Institute of Certificate Internal Auditor – USA, The Indus Entrepreneurs Club (Tie Club), etc.

## **Vision of SKM International – Chartered Accountants**

To be the ‘best choice’ for providing professional services and exceed the expectations of our clients.

### **Our Mission Statement:**

To provide the professional services in Auditing and Consultancy with highest integrity, highest quality standards and reliable professional services.

### **Our Values Statements:**

Quality in whatever we do:

- We demonstrate integrity, knowledge, respect.
- We are filled with enthusiasm, energy, and have the courage to lead.
- We build long lasting relationships based on doing the right thing

## **External Audit Services:**

### **Why SKM International – Chartered Accountants?**

SKM International – Chartered Accountants provide External/Statutory Audit Services to meet the regulatory and stakeholder requirements. We place special importance in delivering value added contribution in providing our audit services.

Our audit team works with you to develop an in-depth understanding of your needs and expectations from the audit services. Our audit approach and philosophy is to audit your business and understand business issues and processes, and not just perform the audit of your books of account.

Sushil Malhotra, the Managing Partner of SKM International – Chartered Accountants has nearly 20 years of work experience in the field of Auditing and has worked with the Big Four Audit and Consultancy firms in UAE (KPMG), Saudi Arabia (Ernst & Young), and India (Pricewaterhouse), etc.

We provide value added contribution to the Management from our new insights and ideas to address the current and future risks more effectively thereby helping the organizations to improve the performance.

The foundation of our professional services is in providing ‘Quality in whatever we do’. We are committed in providing quality external audits with compliance to highest professional ethics and standards. We are well versed and knowledgeable with the International Financial Reporting Standards (IFRS) from United Kingdom, International Standards of Auditing (ISA) and best practices followed in providing Accounting and Auditing professional services.

‘We deliver to clients quality auditing services in an independent, objective and ethical manner resulting in assurance services you can rely and trust’.

For more information on how SKM International – Chartered Accountants can add value in providing auditing services to your organization, call Sushil Malhotra (Chartered Accountant, Certified Internal Auditor – USA), Resident Partner of SKM International – Chartered Accountants on Phone: + 971 50 58 51 327 (Mobile) or + 971 4 234 09 50 (Office) or send an email at [skminternational@gmail.com](mailto:skminternational@gmail.com)

## **Internal Audit Services:**

### **Why SKM International – Chartered Accountants?**

Our Internal Audit Services Division headed by Sushil Malhotra who is a Certified Internal Auditor from USA besides also a Fellow member of Institute of Chartered Accountants of India provide industry focused independent knowledge based internal audit approach which enhances the value and contribution and provides measurable benefits to our clients. We streamline the balance between risk and control process, provides quality assurance reviews, business risk assessments, assessments of standard operating policies and procedures.

SKM International can help your company get more from its internal audit and risk management functions. By leveraging our operational knowledge and in-depth industry experience, we can provide sustainable and measurable benefits to your company – all focused on addressing risk challenges in a rapidly changing global market place.

Our continuing commitment to integrating our methodology, technology and knowledge gets transforms into value to provide exceptional services which exceeds the expectations of our clients.

When strategic vision, benchmarking and operational excellence are vital as key success factors for your company, team up with SKM International – Chartered Accountants. The goal of our internal audit approach is to align a company's risk coverage with its strategic objectives while examining both financial and operational performance.

For more information on how SKM International can add value to your organization, call Sushil Malhotra (Chartered Accountant, Certified Internal Auditor – USA), Resident Partner of SKM International – Chartered Accountants on Phone: + 971 50 58 51 327 (Mobile) or + 971 4 2340950 (Office) or send an email at [skminternational@gmail.com](mailto:skminternational@gmail.com)

## **Other Professional services:**

### **Feasibility Reports**

We conduct feasibility study for new business start ups wherein we conduct economic- techno study of the investment to be made in new business as an investment decision. We assist in preparation of business projections wherein we assist the management in preparing the projected balance sheet, projected profit and loss account, projected cash flows as a part of business projections.

### **Company formation in UAE:**

We can assist the management for setting up companies in the Mainland Dubai, as well as in Free Zones in UAE. Further, we can assist in formation of Off-shore companies in UAE.

### **Consultancy for Bank Finance/Project Finance:**

We can assist the management on the basis of 'success fees' for providing consultancy on bank finance as well as business advisory services for restructuring the finance structure of the company with optimal debt – equity mix with effective interest rate and leveraging levels.

### **Mortgage Finance Consultancy:**

We do get clients who need to purchase property in U.A.E., especially in the booming real estate market in Dubai. Many of our clients have already availed mortgage finance from various banks in UAE on both residential as well as commercial properties.