AKLAUNCH
START.SCALE.SUCCEED

AKLaunch | Your Partner in Saudi Arabia Setup, Operations & Compliance

From incorporation to operations , backed by one accountable partner

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750+ clients • **20+** nationalities • Riyadh | Jeddah| Khobar | Hofuf

An initiative by AKCPA

علي الخرس محاسبون قانونيون واستشاريون
Ali Alkhars Public Accountants and Consultants

Contents

The Saudi Market Opportunity

Saudi Arabia: A Gateway to Growth in the Middle East

$1.1 Trillion GDP

the largest economy in MENA (2024 est.).

Non-Oil annual growth 4–5%,

with revenues up 113% since 2016.

$3.5 Trillion in Mega-Projects

(NEOM, Red Sea, others), creating long-term opportunities.

1,200+ New MISA Licenses in 2024

reflecting strong foreign investor demand.

$6.4B FDI Inflows in Q1 2025

(+24% vs. 2024).

Saudi Arabia combines scale, growth, and reform momentum - making entity establishment the critical first step to access one of the world's fastest-evolving markets.

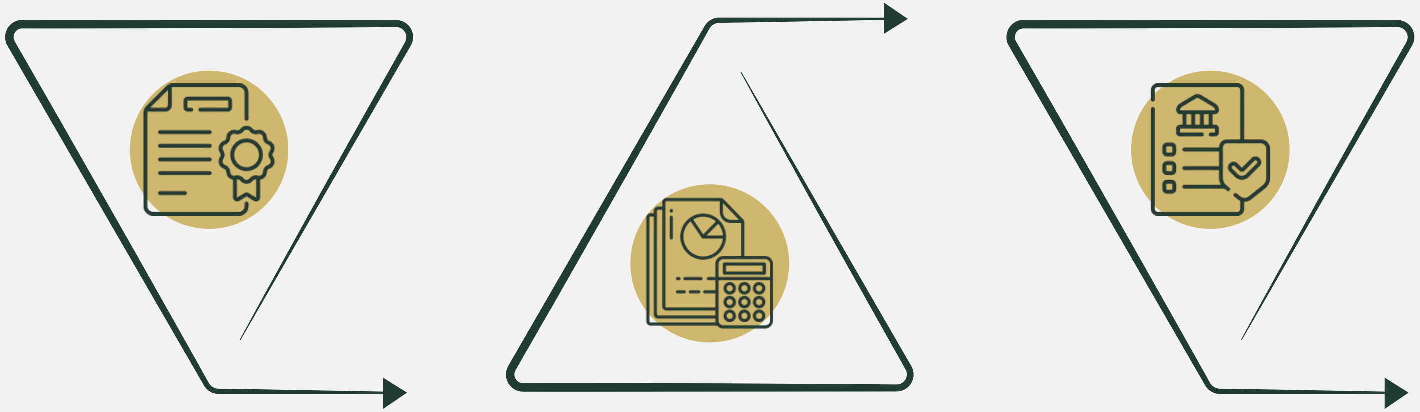
The Roadmap Ahead: Start, Scale, Succeed

Guiding businesses from initial setup to enduring advantage

Saudi Business Journey

SCALE

HR, GRO, accounting, and compliance



START

Entity setup, licensing, and market entry

SUCCEED

Regulatory foresight, governance, and advisory

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01 START

Entering the Saudi Market with Confidence

Setting the stage for successful market entry

Navigating Market Entry with Confidence

A Structured Process Across Multiple Authorities

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Core Services at the START stage:

Government Portals Activation

GOSI (social insurance).

Qiwa & Muqeem (workforce/visa platforms).

ZATCA (tax, zakat, e-invoicing compliance).

Pre-Setup Planning

Define entity type (Branch, LLC, JV, Subsidiary).

Align ownership model with Saudi regulations & parent governance.

Banking & Compliance Onboarding

Open local bank accounts.

Register with e-invoicing platforms.

Establish tax/zakat accounts and reporting structures.

Articles of Association (AoA)

Draft and notarize Articles.

Embed Delegation of Authority that balances agility with internal controls.

Licensing & Registrations

Ministry of Investment (MISA) license.

Ministry of Commerce registration.

Chamber of Commerce and municipal approvals.

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The process is defined by Saudi regulators; we ensure every step is seamless, compliant, and aligned with your operational needs.

Entity Formation as a Strategic Foundation

The First Step Shapes Everything That Follows

Entity establishment is the **foundation for how your business will operate, scale, and report** (e.g. entity type, Articles of Association, approvals, Saudization approach).

This directly influence **operational flexibility, compliance, and alignment with global governance**.

Done right, it creates a **seamless bridge from global headquarters to local execution**.

Done poorly, it can **delay operations, create control gaps, or require costly restructuring later**.

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Governance Built Into Entity Formation

Whereas Others Stop at Registration, We Embed Governance From the Start

We structure your **Articles of Association (AoA)** not just for compliance, but as **a governance tool**:

- **Delegation of Authority** that balances agility with oversight.
- Alignment with **parent company internal** controls to ensure global consistency.

COSO-aligned practices:

- Integrate risk awareness
- reporting integrity
- control frameworks from the start.

The result: your Saudi entity is not only compliant on day one, but also **operationally ready to scale with confidence.**

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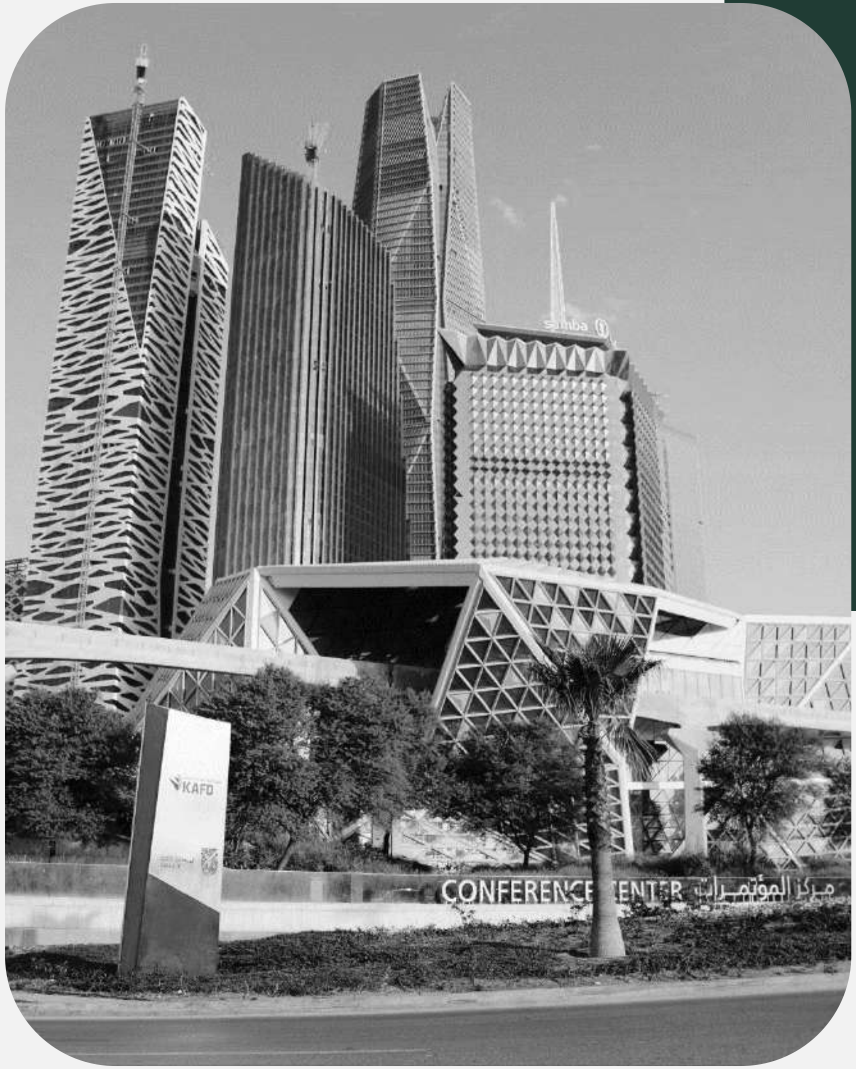
02 Scale

Building your operations platform

From incorporation to integration:
HR, GRO, accounting, and compliance in one model



Beyond Incorporation: Operating Platform

From Registration to Operations - One Integrated Platform

60-70% of international firms face major regulatory **gaps in HR, GRO, or finance** in their first year.

We deliver seamless operational continuity all coordinated under one experienced partner.

This integrated model cuts setup-to-business timelines by up to **50%**, enabling faster market traction with governance intact.

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From Formation to Operations

Continuity That Starts on Day One

AKLaunch bridges setup to operations: the same partner that establishes your entity also activates your core functions.

No handoffs, no loss of knowledge, and no fragmented accountability.

Core Services at the SCALE stage:

HR & Payroll
onboarding, Saudization compliance, payroll and GOSI setup.

Government Relations (GRO)
visas, permits, renewals, and ongoing liaison with ministries.

Accounting & Compliance
bookkeeping, VAT, zakat, and financial reporting.

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Government Relations

Seamless Navigation of Government Relations

Government portals and compliance

can account **for 30–40% of operational delays** when not managed properly.

Our GRO model

- ✓ Ensures **faster clearances**
- ✓ **Lower risk of penalties** on visas, work permits, and Saudization compliance.

HR & Payroll

Compliant Workforce Enablement from Day One

- Workforce compliance is a top priority: non-compliance fines can reach **SAR 10,000+** per employee for payroll and GOSI errors.
- We manage onboarding, contracts, payroll, and Saudization targets to keep operations **100% compliant with Ministry of HRSD** regulations.
- By integrating HR, payroll, and compliance, we help organizations cut administrative overhead by up to **35%.**

Accounting & Tax

Audit-Grade Accounting and Tax Compliance with One Partner

- Misfiling VAT, zakat, or CIT can trigger penalties exceeding 50% of the tax liability.
- We bring our licensed audit and accounting expertise into the operating model, safeguarding the entity and board while eliminating the need for multiple vendors.
- Our chartered accountants at AKCPA manage bookkeeping, financial reporting, and statutory filings fully aligned with Saudi and international standards.
- Integrated HR and operations enables real-time reporting, stronger oversight, and up to 40% fewer audit adjustments.

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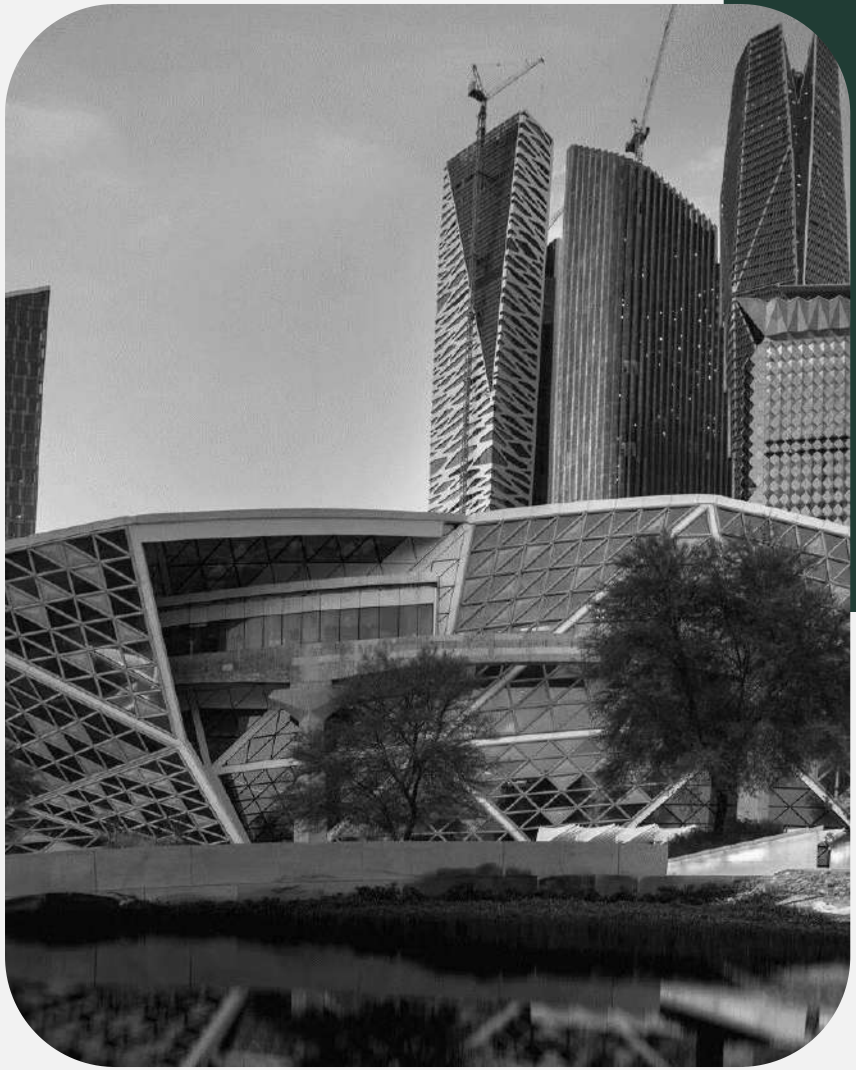
03 Succeed

Sustaining Growth & Governance

Continuity, accountability, and long-term trust



Staying Ahead of Compliance

Turning regulatory complexity into proactive oversight

Frequent regulatory shifts and misaligned global models expose international entities to compliance risks and costly penalties.

AKLaunch delivers proactive monitoring and advisory across HR, GRO, and finance so executives stay ahead of regulatory changes.

Executives gain local compliance visibility, Saudi-specific governance structures integrated with parent policies, and assurance that safeguards both the entity and board.

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Other specialized services are available through AKCPA, detailed in the appendix.

Compliance & Advisory

Strategic Compliance and Advisory Beyond Daily Operations

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We envision beyond daily operations to shape resilient, compliant, and future-ready organizations in Saudi Arabia.

Core Services at the SUCCEED stage:

Regulatory Foresight

Human Resources and Social Development

هيئة الزكاة والضريبة والجمارك
Zakat, Tax and Customs Authority

gosi

Regulation monitoring, compliance shifts guidance

Internal Controls & Governance

Delegation of Authority, procurement, expenses, COSO-aligned control frameworks, governance structures tailored to Saudi law

Advisory & Operational Assurance

Audit readiness & inspections, compliance dashboards for CFOs, regulator & ESG advisory

Other specialized services are available through AKCPA, detailed in the appendix.

What Sets Us Apart

Licensed expertise, proven trust, and advisory-driven continuity

What Sets Us Apart

Why Global Companies Choose AKLaunch

Licensed Foundation, Trusted Advisory

Backed by AKCPA, a licensed Saudi firm of chartered accountants and consultants, ensuring compliance and credibility at every step.

One Partner, End-to-End Continuity

Seamless integration from setup to operations, HR, GRO, and accounting.

Governance-Driven Approach

Advisory rooted in best practice frameworks (COSO, internal control standards)

Backed by Experience. Driven by Advisory.

AKLaunch in Numbers

750+
Clients Supported

20+
Nationalities served (Europe, US, Asia, Middle East)

4
Strategic Offices in Riyadh, Jeddah, Khobar, Hofuf

Diverse Sectors: Technology | Healthcare | Infrastructure | FMCG | Financial Services

AKLaunch is established to support global companies enter Saudi Arabia. Your success story could be next.

Proven Track Record

Trusted by Global Companies, Built on Proven Experience

750+ Clients Supported

Spanning 20+ nationalities, from SMEs to multinationals, in technology, infrastructure, healthcare, and consumer goods.

Entity Diversity

Experience with **branches, LLCs, JVs, and subsidiaries**, tailoring structures to regulatory and client needs.

Strategic Projects Exposure

High-profile market entries and restructurings, including PIF-backed initiatives (Ceer, Almuraba, CADC), Aramco subsidiaries, and many MNCs.

Navigating Complexity

Proven ability to coordinate across multiple government entities, ensuring smooth establishment and operational continuity.

Our Partnership Approach

A Partnership Built on Transparency and Accountability

Dedicated Relationship Management

Each client is assigned a senior point of contact to coordinate across HR, GRO, accounting, and compliance.

Structured Engagement

Clear scope, timelines, and deliverables with no hidden steps or fragmented providers.

Flexible Models

Retainer-based support or project-based engagements, adapted to each company's stage of growth.

Sustainable Support

Long-term continuity that ensures compliance and operational stability as the entity scales.

Your Journey with AKLaunch

From Setup to Sustainable Operations

START

Entity Establishment

Company formation, Articles of Association, licensing, and government registrations.

SUCCEED

Ongoing Support

Compliance monitoring, regulatory updates, and operational continuity as your team grows.

SCALE

HR, GRO & Accounting

Onboarding employees, payroll, visas, government portals, bookkeeping, and compliance.

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Team

Ali Mohammed Alkhars

Managing Partner

- Bachelor of Science in Business (Accounting, Finance, and International Studies) from Indiana University
- Master of Accountancy (MAcc) from the University of Denver
- Certified Public Accountant (CPA) from AICPA in New Hampshire
- Certified from Saudi Organization for Chartered and Professional Accountants (SOCPA) Bankruptcy Officeholder as granted by the Bankruptcy Commission
- 12 years' experience in the field of auditing, consultation, accounting and tax services, feasibility studies, and establishing entities including mega projects for the Public Investment Fund and Aramco subsidiaries such as Murabba, Ceer, and the Prince Mohammed bin Salman Royal Reserve, in addition to extensive work in financial and strategic fields with Big Four, international, and local companies.
- Expertise in integrating finance, strategy, and operations, providing impactful financial analyses, leading high-profile projects that contribute to project success, developing comprehensive finance and accounting policies, and guiding business model updates.

Business Growth Team

Khaled Mekkawi
Chief strategy officer

- Khaled Mekkawi holds an MBA in Marketing Management, specializing in Branding, Strategies, and Accounting.
- Currently pursuing a PhD in Finance and Corporate Management.
- Brings over 20 years of bilateral international experience across the GCC, Asia, Europe, and the US.
- Has successfully founded, built, and scaled businesses in telecom, IT, automotive, hospitality, fashion, and beauty sectors.
- Recognized for expertise in corporate governance, financial management, and strategic business development.
- Maintains a strong focus on start-ups, mergers and acquisitions, and international expansion.

Ahmed Mohammed Alhindi
Business Development Manager

- Ahmed Alhindi holds a Bachelor's degree in Business Administration from New Mexico University.
- Brings over 12 years of experience in business development and project management in Riyadh, Saudi Arabia.
- Has driven revenue growth, built 30+ strategic partnerships, and closed multimillion-SAR contracts across diverse sectors.
- Recognized for expertise in market expansion, client relationship management, and strategic business planning.

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Operation Team

Mohamed Salah Bendary

Head of Operations

- Mohamed Salah Bendary holds a Bachelor's degree from Zagazig University, Egypt, and is a member of the Saudi Organization for Chartered and Professional Accountants (SOCPA).
- Brings over 21 years of experience in auditing, tax, zakat, and legal cases across investment, manufacturing, energy, and contracting sectors.
- Gained international exposure through roles at PFK and DFK International, and served as Head of Finance and admin for multiple companies overseeing financial management and strategic planning.
- Brings extensive experience in government relations (GRO), HR management, and entity establishment, ensuring compliance and operational efficiency.

Abd El Hakim Khalaf

Head of Compliance

- Abd El Hakim, Head of Compliance, holds a Bachelor's degree in Accounting from Cairo University, Egypt, with over 22 years of professional experience.
- Brings extensive expertise in auditing, accounting, compliance, liquidation, and entity establishment across diverse sectors.
- Experienced in preparing financial reports for judicial cases and supporting legal teams with in-depth financial analysis.
- Career includes senior roles with firms such as Baker Tilly and Saleh Al-Naeem Chartered Accountants, and currently leading compliance at AKCPA in Riyadh.

Operation Team

Hussain Buhulaiqah
operation Manager

- Hussain Buhulaiqah, Operations Manager, holds a Diploma in Accounting from the Technical College in Al-Ahsa, Saudi Arabia.
- Has over 20 years of experience in operations management, compliance, HR, government relations (GRO), and financial administration across investment, manufacturing, energy, and contracting sectors.
- Contributed to the growth of leading local companies such as Al-Jawad Industry & Contracting and Al-Jawad Carton Factory.
- Recognized for expertise in operations, compliance, and HR, with a track record of strengthening structures and ensuring regulatory alignment.

Mai Al-Ghabini
Senior Accountant

- Mai Al-Ghabini holds a Bachelor's degree and a Diploma in Accounting from Imam Muhammad ibn Saud University and the Arab Open University.
- Career experience includes roles at KPMG, Al Fozan & Partners and Al-Sudais Office.
- Experienced in preparing financial statements, auditing accounts, and managing zakat and tax return filings.
- Brings additional capabilities in bookkeeping, accounting advisory, liquidation services, and government relations (GRO).
- Strengthened her expertise in regulatory compliance and financial reporting through accredited SOCPA courses in accounting, zakat, and taxation.

Next Steps | Powered by AKCPA

Your Next Step Toward Success in Saudi Arabia

Engage AKLaunch for entity setup, HR, GRO, and accounting.

Schedule a consultation to align on your market entry or operational needs.

Leverage continuity one partner for setup and operations.

Phone: 0573849992 **Email: Client.relations@aklaunch.sa**

AKLaunch is an initiative of AKCPA, a licensed Saudi audit and advisory firm.
Appendix includes a full profile of AKCPA services available to support clients as they grow, including audit, tax, advisory, and more.

Appendix: AKCPA Profile