



Company Profile

Global expertise
with local faces



ECOVIS International

Leading global consulting firm established in 1909 with its origins in continental Europe

ECOVIS the name is a combination of the terms “Economy” and “Vision”. Our goal is to grow your business and become closer to our vision of a sustainable world economy.

The strength of ECOVIS is the combination of personal advice at a local level with the general expertise of an international and interdisciplinary network of professionals. ECOVIS members can rely on qualified specialists and diversified expertise providing clients with effective support around the globe.



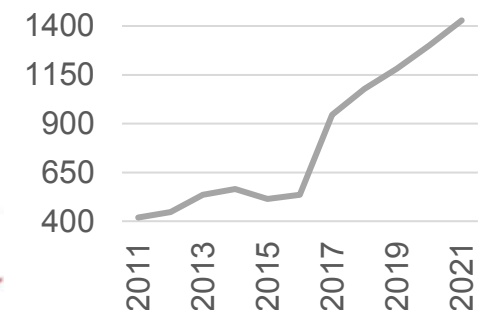
Top 20 Global Network

80 Countries
9,300 Employees



Revenue Growth

+USD1.2 Billion



ECOVIS Jordan

We are The Specta Group; an official member of ECOVIS International.

ECOVIS Jordan is a member of ECOVIS International and combines 35 years of expertise in management consulting, transaction advisory, investment management and promotion, and business development.

We rendered our services to more than 600 clients in MENA region, with more than USD2 Billion worth of successful deals that we managed, executed and secured.

Many of our resources assumed C-level leadership positions with the big-4 firms in MENA such as Deloitte, PWC, E&Y and KPMG, which gave us variety of experiences in multiple sectors.



Track Record

114 years experience – ECOVIS International

35 years experience – ECOVIS Jordan

USD2 Billion executed deals – ECOVIS Jordan

600+ advised clients – ECOVIS Jordan

100% devotion to impact – ECOVIS Jordan

ECOVIS Jordan

We are The Specta Group; a member of ECOVIS International

ECOVIS Jordan is a member of ECOVIS International and combines 35 years of expertise in audit, accounting, management consulting, transaction advisory, investment management, and business development, with more than USD 2 Billion of executed deals across the MENA region.

Many of our resources assumed leadership positions with the big-4 consulting firms in MENA such as Deloitte and PWC, which gave us a variety of experiences in multiple sectors.



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Vision, Mission, and Values

Vision:

To create value for our community and clients.

Mission:

Aspire to develop outstanding leaders who work together to deliver innovative solutions to help clients unlock their potential and grow.

Values:

In order to achieve our vision, we are committed to:

Excellence

Our member firms are committed to creating a high and consistent reputation.

Competence

Learning and development are continuous processes that keep our people up-to-date and ensure that they provide our clients with the best possible service, at any level.

Inspiration

The actions we take have a positive impact on our clients, partners, and the community.

Synergy

Sharing respect, collaborating with knowledge, and providing feedback are all part of what we do.

Integrity

In all professional and business dealings with our clients, honesty and straightforwardness are fundamental.

Our Advantages

Our Network

Access the world's top 20 global networks.

Being a global firm, we have privileged access to a global knowledge base of more than 9,000 professionals and industry best practices.



Our Methodology

Quality is core and continuous.

Through our quality assurance programs and systems, we ensure that our professionals follow the same policies and standards across every sector we serve.



Sustainability and Trust

leading-edge trusted solutions.

We assist our clients in building trust in key areas that are essential for the success and reputation of their businesses and to develop leading-edge solutions that do more with fewer resources.



Best Expertise

Highly specialized.

A major aspect of what sets us apart is our commitment to our people as well as to our clients. A wealth of experience is brought to our firm by our people who worked for the biggest consulting firms.



Awards

In an industry that struggles to define itself, the institutions and individuals that CFA Institute serve stand for building a better world for investors.

The Chartered Financial Analyst “CFA” Institute is a global association of investment professionals. The institute aims to promote standards in ethics, education, and professional excellence in the global investment services industry.

One of its initiatives is the CFA Program, a rigorous certification program that equips investment professionals with the knowledge and skills to navigate the complex world of finance.

The CFA research challenge is a global financial competition to buy, hold, or sell. Students from 87+ countries across 1,000+ universities totaling over 5,000 students. Students research a company from a wide breadth of industries, they analyze, study, research, value, report, present, and compete to win it all.

The intense challenge begins on the local level then on to 1 of 3 regional competitions. The regional winners advance to the global final in New York city.



Awards

Our team represented Jordan in the CFA Institute research challenge EMEA finals for the first time ever, after winning the local level.

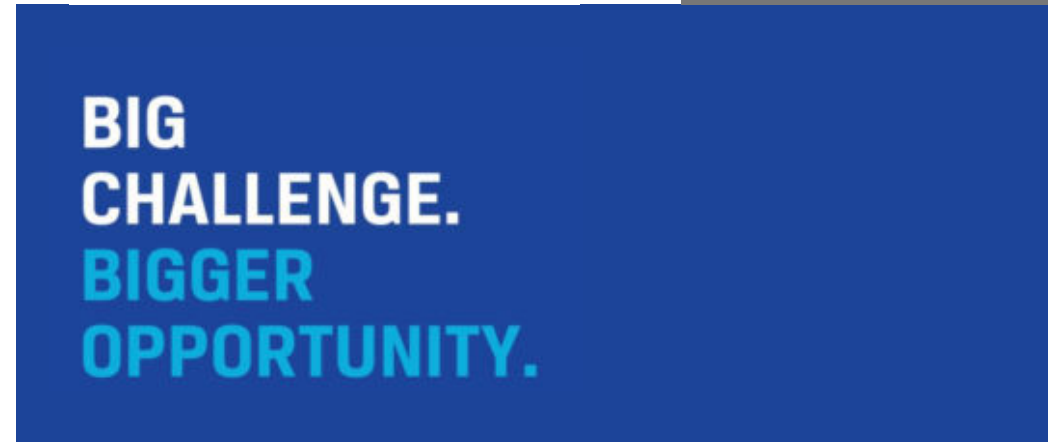
The challenge is sponsored by the CFA Institute and involves industry mentors from various fields such as consulting firms, investment banking, private equity, asset management, and equity research.

Our team participated in the challenge and was mentored by professionals in the management consulting industry.

We conducted extensive research and analysis on a publicly traded company, produced a comprehensive report, and presented our findings to a panel of judges.

Our team emerged as the winner of the CFA Research Challenge at the local level and went on to represent our region in the EMEA level competition.

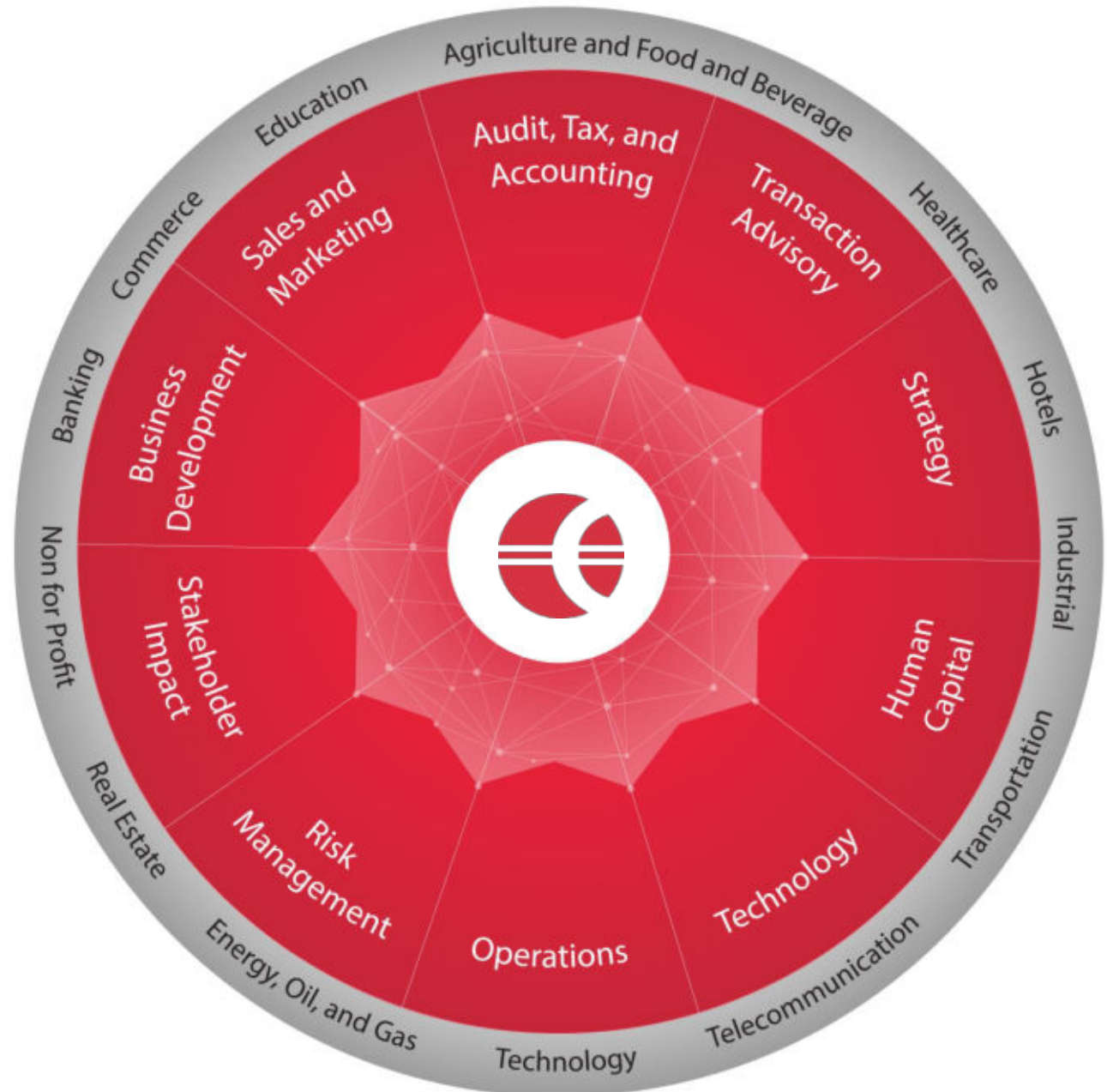
We competed against teams from prestigious universities across the region and ultimately won the EMEA competition, becoming the first team from Jordan to achieve this milestone



Our Services

We combine sector expertise with management competence

ECOVIS Jordan boasts more than 35 years of international and local experience in all sectors. Beneficiaries of our expertise include international companies, private equity firms, and medium-sized enterprises as well as not-for-profit organizations.



Our Methodology

We combine a multidisciplinary tailored approach with industry expertise to help our clients meet challenges and seize opportunities

Our methodology is built upon the following premises:

- 1 Identifying and assessing the problems and risks associated with each area of the organization.
- 2 Is tailored to match the objectives and governance practices of your organization.
- 3 The method must be adapted to changes in your external and internal environment, so as to be consistent with the management process. Accordingly, we allocate the greatest amount of our work toward those areas of highest risk. For instance, activities that are new to the organization or involve new people, products, or new practices.
- 4 The latest technology and tools are utilized so that the project can be completed according to the client's scheduled deadline.
- 5 The audit and consulting activities should be an ongoing and updated process – in another word, it should be flexible to respond to any changes taking place.



Prior Experience

“ Looking to move your practice to the next level?



Prior Experience

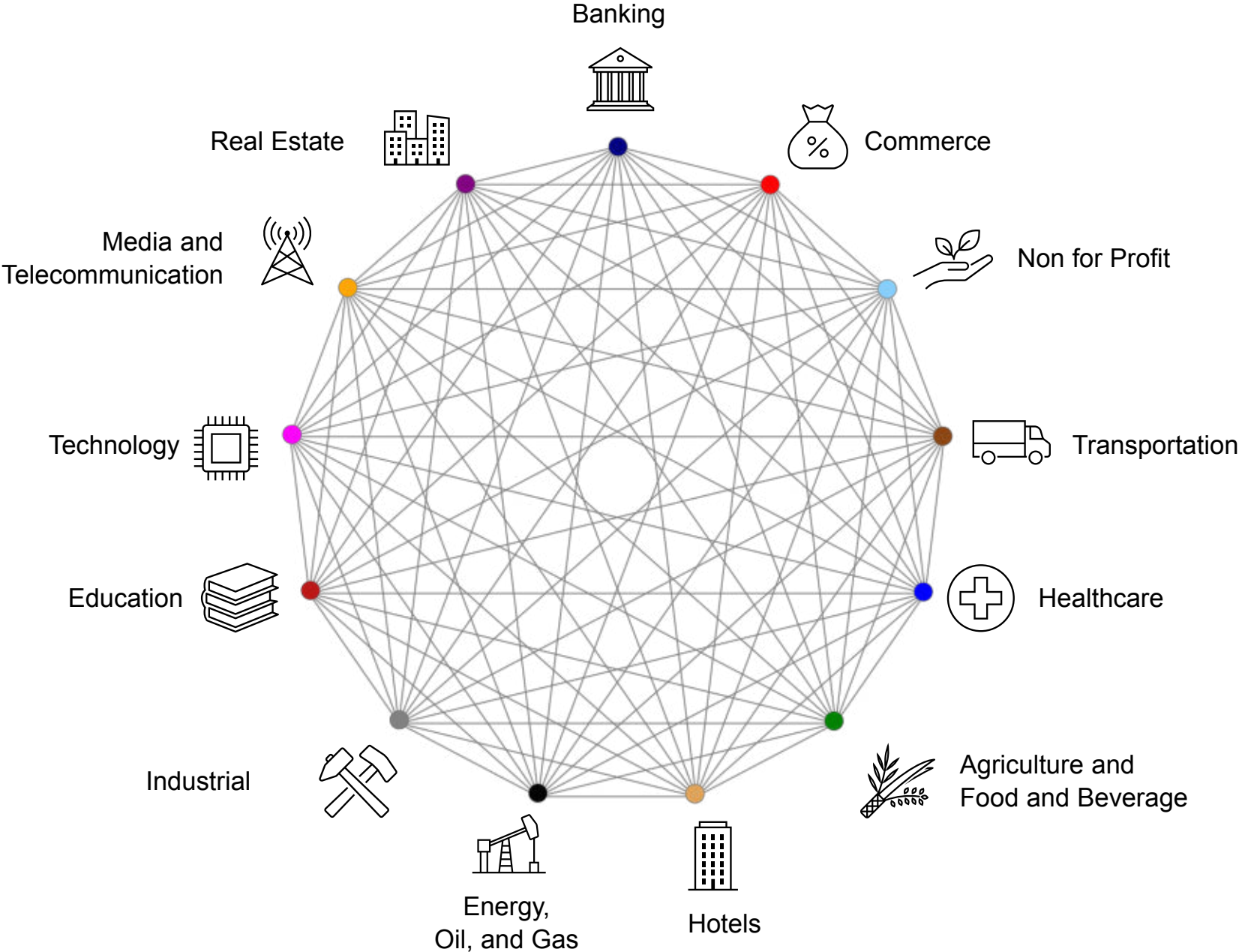
Leveraging deep expertise and a results-driven approach to help clients achieve their strategic objectives, our track record of successful engagements across a broad range of industries makes us a trusted partner for businesses seeking to thrive in today's fast-paced business environment.

Our team of experienced consultants brings a deep understanding of industry trends and best practices to every engagement. With a proven track record of success, we partner with clients to help them navigate complex business challenges, drive growth, and maximize performance. Our success across these industries has allowed us to develop a comprehensive understanding of the unique challenges and opportunities businesses face in each sector.

In the following section, we will outline our experience in each industry, and highlight some of our most successful engagements.



Prior Experience



Banking

Providing each bank with an optimal solution that balance between capital, regulatory requirements and ROE targets.

As customers' wants and needs change, financial institutions must develop into bionic entities, providing services to customers that the industry has only just started to imagine. Banks must come up with ways to go above and beyond for people in all industries, even though profit margins are limited. Is it feasible for a bank to factor environmental, social, and governance practices into their financial services plan? Can they concoct a new vision for their digital landscape?



Commerce

Many companies doubled their revenue from e-commerce — but not all transformed as they should.

Achieving successful e-commerce results isn't just about having digital platforms and knowledge - it takes an overall approach and a concentrated focus on business value. This means being imaginative with the customer experience, assigning the right resources and roles to make sure everything flows together seamlessly. Ultimately, it's all about carefully orchestrating all available tools.



Education

The future of all industries start with an education system that rapidly advances and transforms before everyone.

Disruptions in education are giving educational systems—from Kindergarten to college—the chance to be innovative. Educational institutions are under tough constraints and must tackle the widening racial and socioeconomic gap in achievement as well as disrupted learning experience for nearly 1.6 billion pandemic-affected students around the world. While, going back in time, other problems are also evident today from accreditation needs to increased pressure from leading schools that capture talent, funding and scientific impact.



Agriculture and Food and Beverage

Operational efficiency is not only about increasing profit, but rather to sustain resource pressure from water to feedstock -accelerating on a global scale.

The complexities and immediacy of food system and security concerns are undeniable. Climate change can devastate supply chains, while water scarcity is no surprise. Consumers, workers, and shareholders are concurrently demanding companies to contribute to ESG, improve bottom-line and automate.

WHITBREAD

BIANCO



Healthcare

Business, technology and operational gaps are challenged by healthcare leaders worldwide –many succeed, while others don't have an option.

Undeniably, digital health, cutting-edge therapies, patient-tailored care, and value-based care are completely transforming healthcare. To remain competitive in this swiftly evolving post-pandemic landscape, leaders in the healthcare industry must reexamine their strategies, core values and administrative proficiency.



Hotels

Demand for many countries will return to normal beyond 2025, while other markets witnessed pressure even before the pandemic.

As the travel and tourism industry pulls itself out of the pandemic, companies have a unique chance to restructure their businesses and operations. Our expert tourism consultants help craft the ideal strategy for success. With our clients, these challenges vary from the strategic to operational to compliance to reporting in their international business activities. Nowadays, all stakeholders require the same level of excellence - shareholders, customers and employees alike. To meet these governance, risk and compliance needs, our risk consulting team gives businesses reliable methodologies.



Industrial

Real assets excel with economic demand, supply shifts and intrinsic investments flows– providing an opportunity for those who seize resources today.

Industrial companies must innovate to compete, from optimizing their business models to investing capital in the right place. In the Middle East however this is the most significant as countries such as Jordan has enormous potential, albeit face an investment gap that will close as investors realize real assets provides real value.



Non For Profit

Impact. Economic empowerment starts on an individual level.

Architecting human growth agendas demand a partner that values what other can achieve when empowered using professional insight, knowledge and mobility to drive measurable outcomes and transform countries, organizations and people— elevating the human experience around the world.



Technology

SaaS increased over 4x over the past few years, in addition to AI disruption, the potential becomes hard to ignore.

Disruptive trends in software are rendering traditional workforce structures obsolete. The future of work will incorporate hybrid working practices. In the quest to maximize performance, your people are more important than ever. But the environment is changing fast, and traditional assets and assumptions are in flux. Newer technologies such as cloud and AI require new skills across the enterprise, from product development and management to sales and operations. Newer business models such as as-a-service require new compensation structures and newer modes of collaboration. Today's organizations need to focus on human impulses, creating a curated experience for talent and bringing the best out of people while continuing to drive financial performance, talent experience, and sustainable outcomes.



Media and Telecommunications

Data speed beyond the speed of light? Entanglement in physics research may indicate 5G and fiber optic investments will be under pressure.

Connectivity fuels the new reality—and telecommunications companies have an opportunity to expand deeper into the digital ecosystem. For many telcos, the transformation in the world around them is happening faster than the transformation within. Tower companies—not telcos—are leading the way in shareholder returns. Digital giants—agile and global—are launching innovative services quickly and widely. New technologies, like software-defined networking and virtualization, are adding more vendors, more options, and more uncertainty to decisions about infrastructure investment. As the telecommunications industry undergoes major shifts, telcos must shift, too.



Transportation

Uncertainty, volatility, decreasing profits and unrealistic plans sum how many executives feel –change thus must be carefully examined.

In today's landscape, many transportation, hospitality, and services companies are looking for new ways to retain talent, optimize supply chains, and develop more sustainable, eco-friendly solutions. We tap into the latest trends and research to help shape proactive solutions that can address not only the challenges of today, but to help keep your organization resilient for the long haul.

The transportation sector has experienced enormous changes in the past decade. Leading agencies are pivoting to adopt new technologies, harness emerging modes, and better meet shifting customer preferences, but in this expanding mobility ecosystem, no one can go it alone.



Energy, Oil, and Gas

The energy, oil and gas industry is facing challenges due to the increasing demand for renewable energy, as well as regulatory and environmental pressures.

Our company combines its long experience in energy, oil, and gas exploration with a commitment to developing renewable energy projects, including wind and solar, to support a sustainable energy mix.

Looking ahead, the Energy, Oil, and Gas industry will continue to evolve as new technologies and market forces reshape the sector. Our company is well-positioned to adapt to these changes and seize new opportunities for growth and innovation.



Prior Experience

Energy, Oil, & Gas	Country	Description
National Electric Power Co	Jordan	Expressed an opinion on financial statements. Conducted audit of the balance sheet, profit and loss statement, cash flow statement, and statement of changes in shareholders' equity, to express an opinion on the financial statements based on the review and audit.
Kohinoor Energy Power Project	Pakistan	Expressed an opinion on financial statements. Conducted audit of the balance sheet, profit and loss statement, cash flow statement, and statement of changes in shareholders' equity, to express an opinion on the financial statements based on the review and audit.
Japan Power Generation Limited	Pakistan	Expressed an opinion on financial statements. Conducted audit of the balance sheet, profit and loss statement, cash flow statement, and statement of changes in shareholders' equity, to express an opinion on the financial statements based on the review and audit.
Electricity Of Lebanon	Lebanon	Expressed an opinion on financial statements. Conducted audit of the balance sheet, profit and loss statement, cash flow statement, and statement of changes in shareholders' equity, to express an opinion on the financial statements based on the review and audit.
EDF	France	Provided audit and consultation services.
E. ON	German	Provided audit and consultation services.

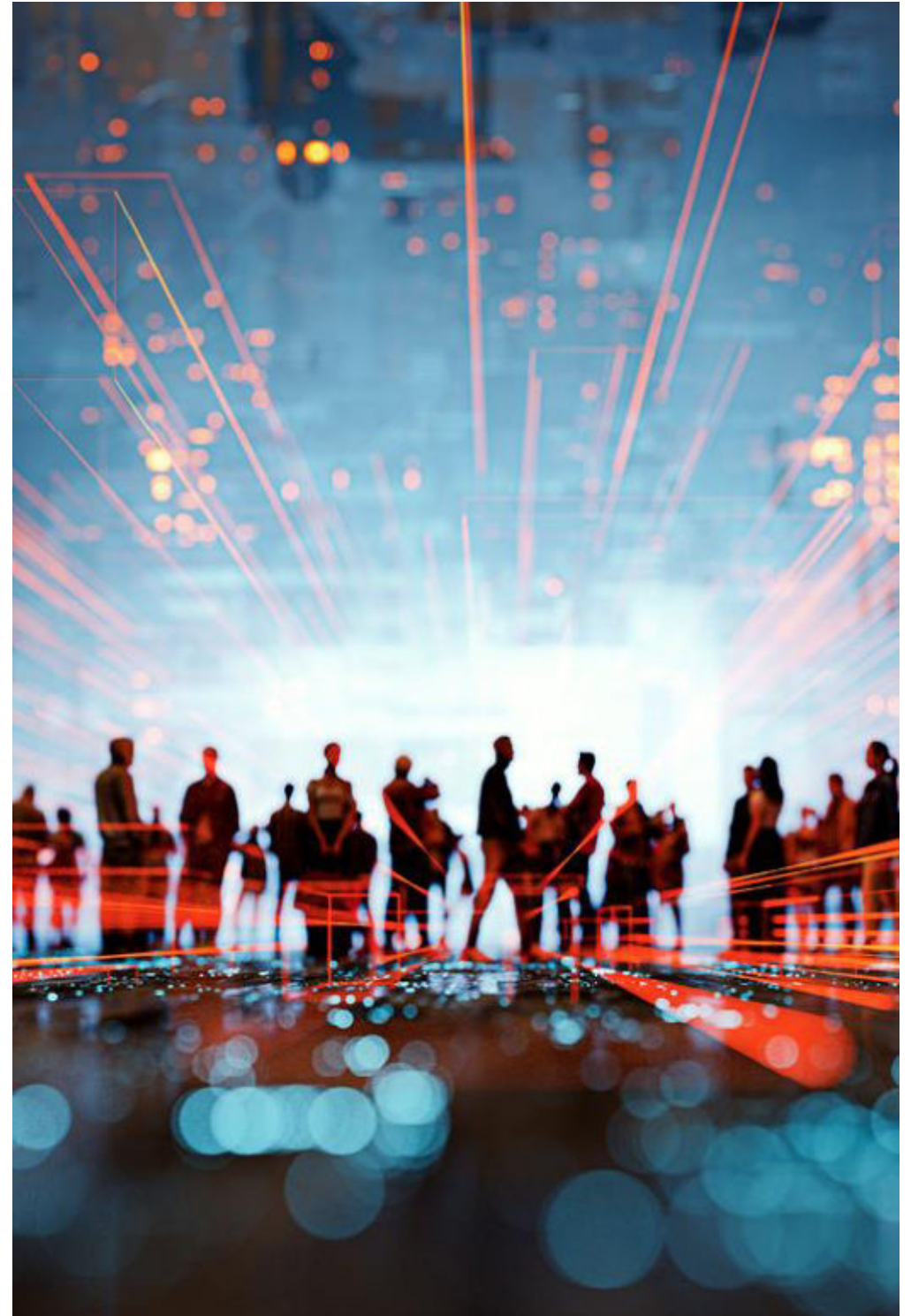


Our Specialists

Experienced professionals dedicated to delivering customized support, innovative solutions, and exceptional results.

Led by the managing partner, Fathi Saleh, our team of experienced professionals is dedicated to delivering exceptional results for our clients.

With a collaborative approach and a commitment to customized solutions, we work closely with our clients to understand their unique needs and exceed their expectations. Bringing diverse backgrounds and skillsets to every project, we approach challenges from a fresh perspective and deliver innovative solutions.



Organizational Structure

Managing Partner

Fathi Saleh
Corporate Finance

+35 Years experience



Directors

Saif Saleh
Investments

+10 Years experience



Aziz Amer
Operations

+30 Years experience



Abed Al Mutti Assaf
Quality Assurance

+30 Years experience



Mazen Maswadeh
Economic Development

+30 Years experience



Ibrahim Abu Shweima
Legal Council

+30 Years experience



Musa Ajloni
Healthcare

+30 Years experience



Feras Battikhi
Corporate Governance

+30 Years experience



Abed Al Mahdi Alawi
Banking and Islamic finance

+30 Years experience



Fawwaz Al Karmi
Energy and Power

+30 Years experience



Senior Managers

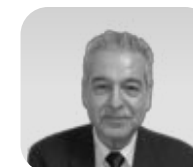
Mutasem Zalloum
Technology and
Project Management

+25 Years experience



Zuhair Mehiar
Sales and Marketing

+25 Years experience



Nizar Al Abed
Business Management

+25 Years experience



Organizational Structure

Managers

Mohammed Sabbah
HR

+20 Years experience



Muna Hindaieh
Environmentalist

+20 Years experience



Mohammed Yadak
HR - Succession planning

20+ Years experience



Feras Diab
Digital Transformation
and Project Management

+20 Years experience



Ameen Zubaidi
Finance and Accounting

+20 Years experience



Yahia Eishan
Knowledge Management

+20 Years experience



Alaa Yousef Ghidan
Nanotechnology Innovation

+20 Years experience



Shadia Nassar
Monitoring, Evaluation,
Research and Learning

+20 Years experience



Senior Consultants

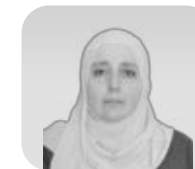
Abed Al Haleem
Services

+12 Years experience



Manal Shahrouri
Monitoring, Evaluation,
Research and Learning

+15 Years experience



Tahani Shahrouri
Program Management

+20 Years experience



Mushira Eneizat
Digital Transformation

+15 Years experience



Mustafa Al Sheikh
Sales and Marketing

+15 Years experience



Our Specialists – Professional Summary



Fathi Saleh
Managing Partner

Fathi Saleh is the founder and managing partner of ECOVIS Jordan with 35+ years of experience at C-level, previously served as Senior Partner with Deloitte and PwC.

He has a strong track record in delivering consulting and advisory services to local and international organizations.

Fathi holds various international professional certifications including CPA, CEF, JCPA, and CVA and holds BA Degree with honours.



Saif Saleh
Director, Investment

Saif is a transaction advisory specialist with 10+ years of experience in project management and deals advisory, he served as a risk manager in charge of a portfolio valued USD300 Billion at a US bank.

He has further delivered business plans, valuation reports, and feasibility studies, and advised clients on various investments.

Saif holds CFA, and an MSc in Finance and Economics from Grenoble Ecole de Management, France.



Aziz Amer
Director, Operations

Operations director with 30+ years of experience, performed business process re-engineering and developed automated solutions for dozens of financial, industrial, and governmental solutions, developed the first Multi-Lingual Word-processing solution Computer and was the first to introduce Cybersecurity solutions within the region

Aziz served as the head of the Investment accelerator unit in Aqaba responsible for over USD 18 billion worth of assets entrusted to develop the investment plan for 5 years.

Aziz holds MBA and Bachelor's Degree - Industrial Engineering & MIS



“ Our mission is to
create value for our
community and clients.

Get in touch

Fathi Saleh Managing Partner

ECOVIS Jordan

609 – Al-Hijaz Towers – Mecca St

P.O. Box 2742 Amman 11821 Jordan

Direct Mobile: +962 799 84 6666

Email: f.saleh@thespecta.com