



UNIQUUS TURNS ONE IN MIDDLE EAST

Article Contributed by UIBC Member – Uniquus Consultech

Uniquus is a tech-enabled global platform offering ESG, and Accounting & Reporting Consulting by leveraging high-performing global talent. We recently celebrated our first anniversary ([anniversary video](#)). Overall, the past year has been a remarkable journey for Uniquus Consultech, and we are poised for even greater achievements as we continue our journey to “change the way consulting is done.”

Below are the highlights from our journey over the last year:

1. **Vision and Leadership:** We attracted marquee institutional and angel investors through our clear vision, differentiated strategy, and experienced leadership team. This validates our direction and approach in the competitive market of accounting & reporting and ESG advisory services.
2. **Talent Acquisition:** We successfully onboarded 40 top and diverse leaders at the Partner/Director level. This has significantly enhanced our expertise and capability to deliver high-quality services to our clients.
3. **Organizational Growth:** We have scaled up to approximately 400 professionals across various functions and technology roles, reflecting our commitment to building a robust and agile organization.
4. **Global Presence:** We have expanded our footprint with 8 offices across the USA, India, and the Middle East. This strategic expansion enables us to serve our clients more effectively and tap into new markets/opportunities.
5. **Client Portfolio:** We have proudly served over 150 clients – several marquee clients and projects. This diverse portfolio showcases our ability to meet the unique needs of different industries and sectors.
6. **Technology Focus:** Our focused tech play with [ESG UniVerse](#) (our cloud-based solution for our clients’ ESG journeys) and [UniQuest](#) (our AI assistant for financial and ESG reporting) demonstrates our commitment to leveraging technology to drive sustainable business practices and provide innovative solutions to our clients.
7. **Brand Building:** We have successfully built a strong brand that resonates with our talent, clients, investors, and the ecosystem. This is a testament to our consistent efforts in delivering excellence and value.
8. **Execution Capabilities:** Our sharp execution capabilities on a global scale have been a critical factor in our success. We have proven our ability to manage complex projects and deliver results that exceed expectations.

In a Middle East context, we have successfully scaled up to a team of 20 professionals, including five at the Partner/Director level, and to have three regional offices (Dubai, Abu Dhabi, and Riyadh) in under a year of operation.

We have successfully advised multiple prestigious clients, including a leading oil & gas company, a sizeable sovereign wealth fund, a leading ports operator, and a major telecom company. We are constantly receiving encouraging and positive feedback from the clients that we serve.

We have also produced Middle East-focused thought leadership publications that serve as a beacon of knowledge for forward-thinkers and industry enthusiasts alike. Exploring groundbreaking concepts, trends, and strategies curated by industry experts and visionaries, we provided extensive coverage on COP28 ([Pre-event](#) & [Post-event](#)) and other topics, including [IPOs in KSA](#) and [UAE Corporate Income Tax](#).

We also closely monitor regulatory changes and announcements in the region and provide our analysis of these. For example, corporate governance updates by SCA for listed joint stock companies ([Early Impressions](#) and detailed [Point of View](#)).

Leading our team in the Middle East is Dinesh Jangid, an Indian Chartered Accountant, and a member of the Association of Chartered Certified Accountants (ACCA) with over 20 years of experience in the consulting and assurance space serving clients across India, the Middle East, Far East, and the UK. Dinesh was among the founding members of the market-leading Accounting Advisory Practice at KPMG in India. During this tenure at KPMG India, he led some of the most complex IFRS/Ind AS convergence engagements and provided transaction accounting support on several large M&A transactions. He also led automation projects for the finance function at several clients, including IFRS 16 tools and consolidation & reporting solutions. In the Middle East, Dinesh has led some of the most considerable IFRS convergence and accounting change (revenue recognition, leases, and financial instruments) projects for some of the largest telecom companies, shipping companies, retail chains, and a large petrochemical company.

LEADERSHIP OF UNIQUUS CONSULTECH



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