

# NEW CHAPTER



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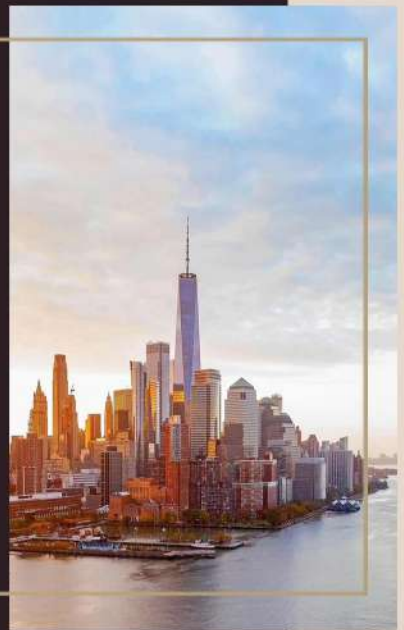
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# INTRODUCTION:

**In this edition, we're thrilled to share the exciting new paths we're forging, shaping the very essence of our business. We're embracing change with open arms, confident that these bold steps will lead us to greater heights and a more prosperous future.**



## FLEXIBLE AND EFFICIENT:

### **HOW AW OMAN RMS HELPED A LEADING COMPANY MANAGE ITS ACCOUNTS RECEIVABLE PROCESS**



**Efficient accounts receivable is an essential aspect of business for large corporations, especially those with complex distribution networks and numerous clients. Our Receivable Management Service (RMS) is designed to tackle these challenges head-on, and we're proud to share a recent success story proving its effectiveness.**

## **THE CHALLENGE:**

It's not just about managing invoices; it's about understanding the unique challenges each client faces and delivering customized solutions that deliver real results, our client this time is a leading multinational company specializing in the logistics field faced a significant challenge with outstanding receivables with a large amount of portfolio that facing slow collection with one of our touches made since we have been working with them was our success in reducing the total overdue amount which lead to a decrease of 65.64%, also reduced the number of accounts by 55.45%.

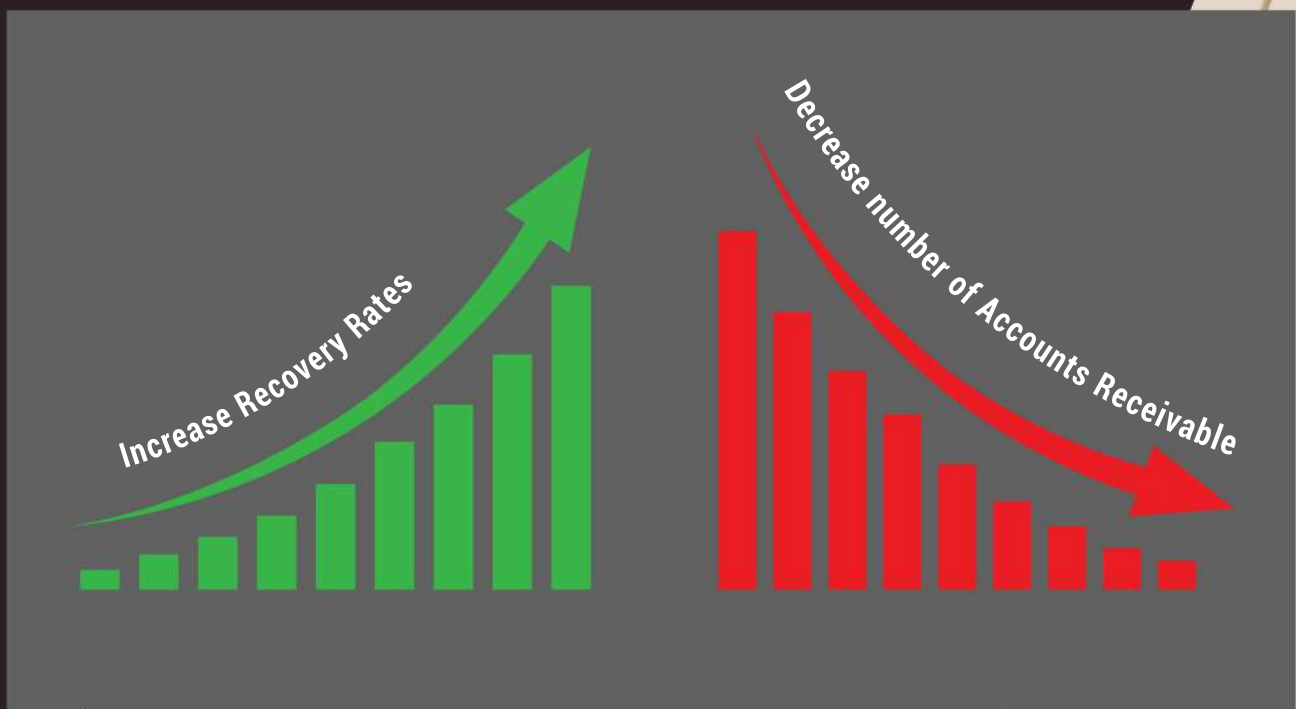
## **THE SOLUTION:**

We design flexible solutions tailored to the specific needs of each client. Whether pursuing undue invoices or managing the accounts receivable process, we adapt our services to meet our clients' requirements.



## THE RESULTS:

The impact of our RMS service was immediate and significant especially in the side of recovery rates as at the beginning of the collection process, the recovery rates increased 24.4%



## BEYOND THE NUMBERS:

We believe in the importance of going beyond traditional methods to make a real difference for our clients. "Our focus is on achieving tangible results that lead to long-term success"

**Improved Cash Flow:** By minimizing outstanding receivables, we helped the client accelerate cash flow and maintain a healthy financial position.

**Reduced DSO (Days Sales Outstanding):** Our efforts aimed at lowering DSO ultimately improved their working capital efficiency and this is our future aim to lower it to the maximum level it could be.

## **PARTNERING FOR SUCCESS:**

As part of our commitment to excellence, AW Oman RMS continues to work closely with clients across industries to ensure they receive unparalleled service and support. Our dedicated team remains steadfast in our mission to deliver flexible, efficient solutions that bring value to our customers. By working collaboratively with our clients, we develop customized strategies that deliver real results. You can also partner with us as success is better when it is shared together.

## **EVENTS :-**

### **DDC GLOBAL CREDIT INVESTOR FORUM AT THE AIM CONGRESS:**

The three-day event featured a series of dynamic discussions and insightful panel sessions, engaging attendees with industry leaders.

Our session Insights & Trends in Global Debt Markets has been recognized due to the importance of the topics and engaging questions about the future of investment.

The session moderated by Mr. Alex Dooler, Senior Reporter, Debtwire Along with our Group Executive Chairman, Mr. Ayman Al Wadi, Ms. Nicola Jackson, Partner, Charles Russell Speechlys and Dr Hatim Dawood Al-lawati, Senior Advisor - GCC, Relational, addressed attendees' curiosity by delving into how technology, data, best practices, and innovative legal frameworks are reshaping debt investing and NPL management strategies.





## **MIDDLE EAST CREDIT MANAGEMENT CONFERENCE 2024**

The conference provided a dynamic and engaging platform for attendees with diverse interests in credit management.

\_ Experts delved into key topics like risk management strategies, geopolitical and geographical considerations, debt collection, and repayment plans.

\_ Mr. Ayman Al Wadi, Group Executive Chairman, offered a particularly insightful presentation that explored the intersection of geopolitical and geographical risks in the current Middle Eastern context.



### **WEBINAR:**

**Invest with Confidence: your Gate for entering the UAE Market.**

Last quarter witnessed the launch of our 1st webinar the first part of a series that is going to be released regularly during the upcoming month across our regional marketplaces, our kickstart was with AW UAE With the presence of our speakers:



**Mr. Ayman Al Wadi, Group Executive Chairman of AW Holding INT'L**  
**Mr. Mosab Abdalla, Group Head of Legal at AW Holding INT'L**  
**Mr. Multhazim Kallamkoden, Collection Manager at AW Holding INT'L**  
**Mr. Arbaaz Mujawer, Head of Business Development at AW UAE**



## **OUR TOPIC FOCUSED ON:**

**How do you start your initial steps in doing business in the UAE?**

- Effective strategies for mitigating risks.
- Insights into the intricacies of debt collection and management in the UAE.
- Identify the legal procedures and best practices for handling B2B debts.

You can have the chance to see the recorded version from this [link](#)

## **BLOGS:**

Managing accounts receivable can be a challenging task for any organization  
That's where collection agencies come in.

We have picked an informative one from our blogs to learn more about the importance and efficiency of the account receivables solutions and how it works, could it be collected or not and ways to improve it.

([Read more](#))



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