

ALTIOS Group strengthens its services in United Arab Emirates by acquiring a stake in Steering Advisory, a consulting firm in Dubai

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Strengthening presence in the UAE and the Middle East

- / **ALTIOS Group announces the expansion of its activities in the United Arab Emirates and the Middle East by acquiring a stake in Steering Advisory headquartered in Dubai.** As a leading international business development consulting firm dedicated to small and mid-caps, ALTIOS Group pursues its expansion into the world's largest markets and key regional hubs.
- / Steering Advisory was founded by two lawyers, Guillaume de Rocquigny and Florian Guais, in association with Nabile Sabbani. The company has currently 12 staff members and manages corporate and accounting services for more than 100 clients.
- / Altios Group set up an office in the UAE 4 years ago. This acquisition reinforces Altios Group's activities in the country on a panel of services from Strategic Advisory to Operational Execution, including:
 - **Market Entry & Expansion:** Market research, Go-To-Market Strategy, Business Partnership & Growth
 - **Global HR Solution:** Recruitment, Payroll services, visa & HR advisory
 - **Corporate Services:** Company set-up, Domiciliation & Management of International Subsidiaries (accounting, financial reporting, payroll, compliance, tax...)
 - **Crossborder Acquisition:** Screening, Negotiation, Due-Diligence, Transaction, Post-Acquisition Integration
- / Steering will reinforce ALTIOS' Set-up pillar (Corporate Services), part of the international business expansion, on a large range of services: company formation, local domiciliation, directorship, legal compliance, accounting, payroll and tax, supply chain, and distribution platform.

Altios Group's Testimonial

"We are very pleased to be associated with Steering Advisory in partnership with Guillaume and Florian. It would allow Altios to reinforce its local presences and expand its offer and services in Middle East with a solid base. We firmly believe that the Middle East, beyond only Dubai or UAE, has a lot to offer to our clients, but like Singapore for South East Asia, it is good to position their regional HQ in Dubai. Thanks to the team from Steering Advisory we have now great expertise."

*Bruno Mascart,
Co-Founder & Partner*

Steering Group's Testimonials

" The combination of Steering Advisory and Altios brings together Altios' international network and resources with Steering's Middle Eastern knowledge and expertise. In a region with new growth areas driven by a desire to diversify the economy, Steering Advisory by Altios will thus be able, alongside the law firm Steering Legal, to assist more companies looking for a one-stop shop and local experience to support them in the regional expansion of their activities. "

*Guillaume de Rocquigny, Florian Guais,
Co-Founders & Partners*

About ALTIOS: Created in 1991, Altios offers international market expansion solutions to Small and Mid-Cap companies. With 35 offices in 22 countries and nearly 750 employees, ALTIOS has supported more than 10,000 companies in their international growth to simplify foreign market entry and strengthen their activities there.

Our services: Strategy, Market Development, International HR Solutions, Management of International Subsidiaries, Manufacturing Investment and External Growth.

Altios works very actively with international banks, investment funds and government agencies to support their Corporate clients internationally.

Our values: Listening, Agility, Team spirit, Entrepreneurship, Passion.

Learn more at www.altios.com, Follow us on [LinkedIn](#).

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