

Sherwoods

Innovating Business with Sustainable Intelligence



**GROW YOUR
BUSINESS
LIKE A SEED**

Sherwoods Resources F2C0

**Consultancy Profile
Dubai, United Arab Emirates**

Company Overview:

Sherwoods Resources FZCO, (referred to as “Sherwoods” or Company) is licensed by IFZA at Dubai Silicon Oasis, as a Limited Liability Company owned by Mohamed Imthiaz from Sri Lanka. Our Non-Ferrous Metals trading profile in the Copper ecosystem details about products and related services in the Copper Industry. This profile details the Consultancy services segment of our offerings.

Grow Your Business Like a Living seed in a Business Ecosystem...

At Sherwoods Consulting, we treat your business like a living organism—*not just numbers on a spreadsheet*. Whether you’re a startup, SME or a scaling enterprise, we deliver cost-effective strategies to address your business issues. Whether it is developing a business strategy or securing working capital, streamlining operations, and protecting your investment with solid capex guidance, Sherwoods is your reliable partner offering peace of mind solution with sustainable business intelligence. Like a well-watered seed, your company deserves cash flow, structure, and strategic care. That’s where we come in—with tailored advice, data-backed planning Intelligence, and real-world execution that fuels your business growth. Let’s nourish your vision—and bring your harvest to your account. We provide consulting services across finance, operations, HR, IT and market strategy to help you maximize every dirham without compromising your vision.



Vision & Mission

Our Vision at Sherwoods Consultancy (www.sherwoods.ae) is to support establishing UAE as a *Premier global hub for MSMEs by building enablers, strategic sourcing*, and driving industry excellence through innovation, sustainability and Intelligent Market Insights. We empower our clients to navigate their industries & journeys through transformative smart solutions that create lasting value and operational clarity by integrating intelligent strategies, ethical Next practices, and market positioning.

Our Mission is to accelerate the UAE’s emergence as a global leader by nurturing SMEs to engage in key industry development by providing innovative, ethical, and value-driven solutions tailored to support achieving the Dubai economic agenda by 2033. We empower Sustainable Industries through responsible sourcing, clean energy integration, and circular economy initiatives to align with the UAE’s decarbonization and green strategies.



Leadership & History:

Mr. Imthiaz a postgraduate MBA, ventured into the field of Information Technology Training in the early 80’s being among the first education centres to offer training in personal computers in Sri Lanka. After a brief engagement in the software development, he assembled “Sherwoods” branded computers and parallelly marketed a US based “Gateway” brand of computers in the mid 1990’s connecting a successful supply chain from Malaysia, Singapore and Sri Lanka. When the convergence of computing, graphics, videos

into mobile computing in the post Millenium era, he moved to Dubai in 2007, to Start a career in finance with GGICO Group financing MEP construction projects, Plastic Manufacturing, Shipping and Logistics. In 2014 he was instrumental in developing a sharia compliant portfolio of trade finance for copper manufacturing business in Abu Dhabi with Emirates National Copper Factory LLC (Nuhas) aligning the copper ecosystem with synergies of handling metal commodities with price fluctuations, hedging, Shipping and logistics and setting up a supply chain for electrical copper products in the MENA region and beyond. Widely travelled in the region and Europe, he shares his experience in multiple industry functions in Finance, Marketing, R&D, HR, Procurement, Project Management, IT etc to build a sustainable SME ecosystem for growth with a view to reduce carbon footprint.



Fig 1: Mr. Imthiaz with Rajkumar and Tony Soon from Gateway in 1998 in Sri Lanka

Sherwoods Consulting Corporate Philosphy

The Growth Analogy Guiding the Sherwoods Consulting Philosophy

A seed... a business... a shared path to prosperity. Every Business Begins as a Seed. We Help Yours Outgrow the Rest.



- Water (Working Capital):** Lifeblood to sustain operations
- Soil Base (Capex):** Protection and resilience
- Sunlight & Nutrients (Strategy & Tools):** Growth drivers
- The Harvest (ROI & Scalability):** Long-term gains

Think Growth. Think Resilience. Think Results.

We believe that **all business owners are like seeds** planted on fertile soil in a jurisdiction —full of potential, learning to flourish. But growth doesn't happen by chance. It takes vision, structure, intelligence and the right conditions to thrive. Let's nurture your vision into reality that brings growth, resilience and fruitful positive results.



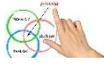
It needs **Working Capital** or Water to stay alive.

Just as a seed needs a steady supply of water, your business needs consistent working capital to keep operations alive. New businesses need working capital to establish and make your revenue cycles tick. Existing businesses needs working capital to procure goods or services until you can collect your sales proceeds from the invoices issued. Sherwoods help you to calculate cashflow needs, optimize them, reduce waste, to prevent the cyclical cash from getting stuck and unlock sustainable liquidity through experience.



It needs **Capex Protection** or the Soil Base to stand strong.

Infrastructure and protection matter. We guide your capital expenditure decisions, with right brands, sourcing, so your business has a strong foundation—shielded from volatile markets, unexpected threats and gives more than the expected performance to bring forth results.



It needs **Strategic care Skills & Tools** or Nutrients & Sunlight to grow and thrive.

For a seed to grow into a fruitful tree, it needs nurturing. We provide market intelligence & insights, operational planning, and hands-on support tailored to your budget—so you're not overextending but always progressing.

You harvest the Fruits or the **Long-Term Profitability** With right care.

The analogy of a grown-up Tree to a Business starts with the seeds that you saw as your learning goals about the business environment, product, Market, regulations of a Jurisdiction etc, the Roots that develop are roles and positions of Human Resources, the Trunk and the branches are comparable to Operations, Legal, & Accounts, Finally the fruits are the financial returns. Your business doesn't just survive—it delivers results. Sherwoods align your growth to clear outcomes, so that every fruit is worth picking.

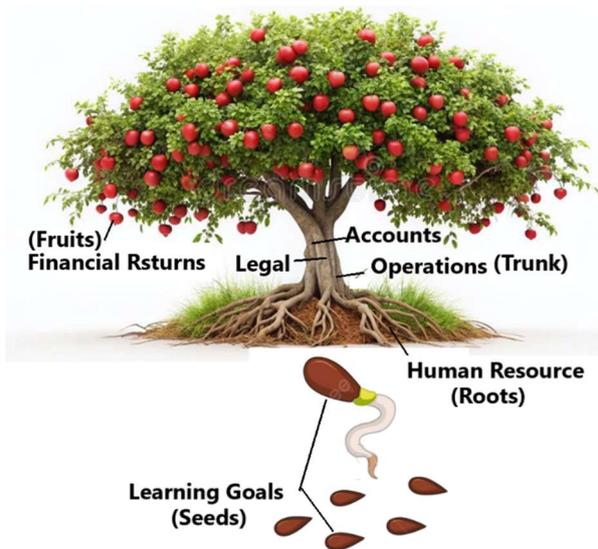


Fig 2: Parts of a Tree & Functions of a Business

Our panel of consultants understand your business problems with their knowledge and experience to be integrated with your business and be available at your disposal at a scheduled time of the day to help you solve your business problems and improve the growth and efficiency of your organization. How much more confident would you be about the future performance of your organization and your own career? How much more time could you save? If you have ever tried solving problems that you haven't encountered



Fig 3: Client Goals of Consulting

before, you know how frustrating it can be to play in the dark. Time is Money, will you end up wasting both? Having an experienced hand by your side who has already solved these problems to achieve a good mix of desirability, feasibility, and profitability would be a huge help. That's why businesses hire management consultants for support. Sherwoods believe that MSMEs deserves to receive high value business guidance, within their affordability. Our initial meeting that facilitates understanding your problem after a **KYC** briefing is offered free.

Sherwoods Service Offerings

Sherwoods have several service offerings, a few of them are highlighted below and detailed herein with examples. Clients are encouraged to write to us with any specific requirements not listed here or if you wish to have more information on services highlighted herein.

<p>1. Copper Ecosystem</p> 	<p>2. Business Strategy & Growth</p> 	<p>3. Business Model & Monetization</p> 
<p>4. Finance & Investment</p> 	<p>5. Risk Mgt. & KYC Intelligence</p> 	<p>6. Sales, Marketing Mgt.</p> 
<p>7. Operations & Supply Chain Mgt.</p> 	<p>8. Mergers & Acquisitions</p> 	<p>9. Post Merger Integration</p> 
<p>10. Digitalization</p> 	<p>11. Training & Performance Mgt.</p> 	<p>12. Any Other Topics?</p> <p>Please send an email stating your need at info@sherwoods.ae</p>

Fig 4: Summary of Sherwoods Consultancy Offerings



- Copper Ecosystem:** is a wide area starting with greenfield projects through identification of copper deposits through geological studies, mapping vein structures, drilling to assess resource estimations, testing soil, copper deposits along with impurities and by-products such as gold, silver and cobalt etc. In brownfield projects most preliminary details above are available and the need would be to set up copper beneficiation plants to improve copper contents through crushing to produce copper ores of 5 – 10% copper content and further beneficiation to produce copper concentrates of 20 – 40% copper content. Leaching the resources to produce concentrated PLC (Pregnant Leach Solution), or through technique of floatation to produce copper blister of 90 – 95% or Copper anode with impurities. The industry standard raw material of copper cathode with 99.99% copper content is produced through a process of electrolysis: SX-EW (Solvent Extraction and Electrowinning) to produce 4N copper cathodes. By melting copper cathode at + 1,500°C, copper rods are manufactured in two grades. The ETP (Electrolytic Tough Pitch) grade is manufactured using continuous casting technology with Oxygen content about 200 ppm. The OFC (Oxygen Free Copper) Rods are manufactured using the Upcast technology. Copper is also refined to 6N grades (99.9999% copper content) for the manufacture of semi-conductors, mobile phones and spares for AI powered equipment.



Mr. Imthiaz, the CEO of M/s. Sherwoods resources has long term engagement with copper mining and has been a speaker & Q&A panellist at the mining investment Middle East in 2018 as illustrated in Fig 5 herein.

Fig 5: Speaker and Panellist at Mining Investment Middle East 2018, Dubai

Sherwoods has teamed up with a panel of consultants through cooperation agreements in London, Africa, Middle East and other jurisdictions as highlighted in Fig 5 below, to facilitate B2B and B2G clients to ensure consistent supply of raw materials and resources for security and sustainability to maintain industries in the copper ecosystem engaged in **Electrical infrastructure** (Transformers, Switchgears, Cables, Earthing systems), **Transportation** (Railway consumables, Electrical Vehicles copper spares, battery charging infrastructure). **Equipment manufacturer** (Wire harnesses, ATM Spares, drones, Radiology equipment, MRI scanners, AI powered equipment etc.)

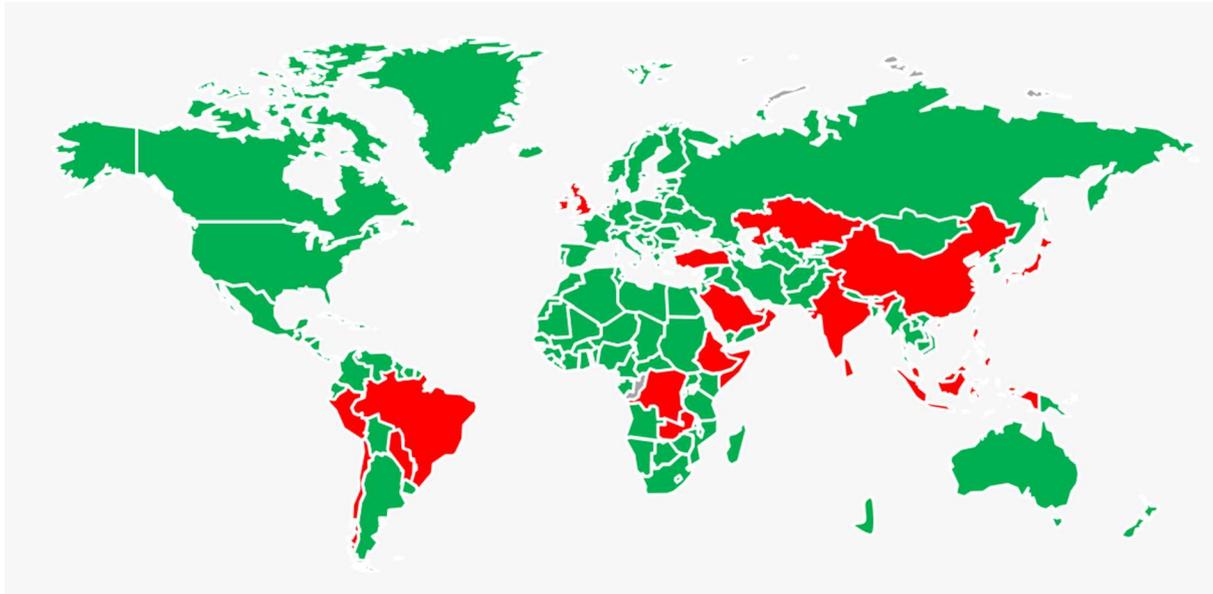


Fig 6: Active areas where Sherwoods Consulting is available as of 2025



2. Business Strategy & Growth - relates to identifying business strategy and growth Problems needing solutions. This includes Mission, vision & strategic objectives, the Target market, Market analysis, Competitor analysis, Marketing plan, Business Model & structure, Financing strategy etc. There are several tools developed for application some of which are presented below:

1. Business model	2. Strategy map	3. Mission & vision	4. SWOT Analysis
5. Product life cycle	6. Value chain analysis	7. Marketing mix (4p's)	8. Pareto principle
9. Risk assessment	10. Entry/exit barriers	11. Porter's five forces	12. Value driver tree

Fig 7: Tools for Business Planning



3. Business Model - outlines products & services offered by a company (Offering), how it generates revenue streams (Monetization) and how it sustains itself profitably (Sustainability). It describes the company's core strategy for creating, delivering, and capturing value, including its products or services, target market, and revenue streams. In essence, it's the blueprint for how a business operates and makes money. A business model identifies the products or services the business plans to sell, the target market, and any anticipated expenses, to outline how to generate a profit. Business models are important for both new and established businesses. They help companies attract investment, recruit talent, and motivate management and staff. A Sample Business Model is illustrated in Fig 8.



Fig 8: A Sample Business Model



4. Finance & Investments – Finance is an advisory role to facilitate Project Finance, trade finance, Credit Finance and Equipment Finance as detailed below to our clients from banks and financial institutions.

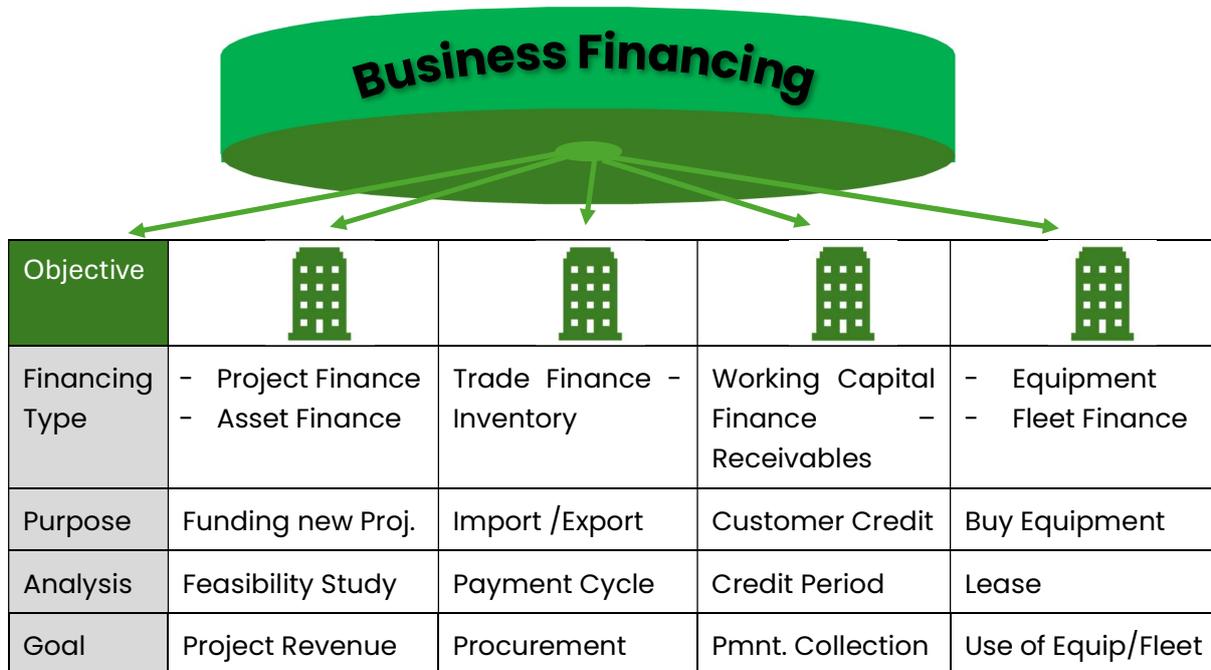


Fig 9: Trade Finance and Working Facilities from Financial Institutions

Company Consultancy Services Profile

We specialize in Sharia compliant Financing for your working capital needs. We specialize in elevating your businesses to unprecedented success through a range of tailored financial services for strategic growth opportunities, navigating through challenges, and securing customized solutions from diverse markets. We ensure that our clients not only overcome financial hurdles but also experience sustained success in their ventures.



Fig 10: Previous working arrangements with the above Banks

Trade Finance Facilities consist of the following:

1. **Letter of Credit (L/C) facility** grants a revolving limit to import goods from a local or foreign supplier. The bank issues a guarantee for payment within a validity period. The bank may request a margin based on the customer's KYC. Multiple LC's can be opened within the limits. When the LC is settled after the goods arrive the LC limit used will be released to open a new LC.
2. **Open Account Trust Receipt** Transaction Process is a financial arrangement where a bank finances a customer's purchase of goods from a supplier by paying directly to a customer after goods are delivered. The bank retains a security interest in the goods until the customer repays the loan, which is usually due upon sale of the goods.
3. **Warehouse Financing:** A loan made to a producer or processor with goods or commodities held in a warehouse as collateral (security). The goods can be held in a bonded warehouse approved by the lender or in the borrower's warehouse, but managed by a third party (a collateral manager) through a Collateral Management Agreement (CMA).
4. **Export Credit Agencies, (ECAs),** are government agencies that evaluates the credit worthiness of the importer and guarantees payments direct to the local exporter while offering a payment term for the importer to settle payments to the agency concerned thereby encouraging more exports.
5. **Factoring & Invoice discounting** are facilities where a company sells its outstanding invoices to a Financial Institution (FI) at a discount for immediate cash. The factor collects the invoice directly from customer as per payment terms. In Invoice discounting, the company collects payment and settle the FI.

Investment Sourcing - in existing and startup companies is our passion to connect opportunities with investors and expertise review, evaluate and recommend investment. We maintain a robust pool of investors to facilitate seamless investment opportunities and ensure that each deal aligns with the strategic goals of the parties involved. In the field of **M&A** (Mergers & Acquisitions), we facilitate the deal as intermediaries in buying and selling companies. Whether you are looking to merge, acquire, or divest, our commitment to excellence and personalized service ensures optimal outcomes.

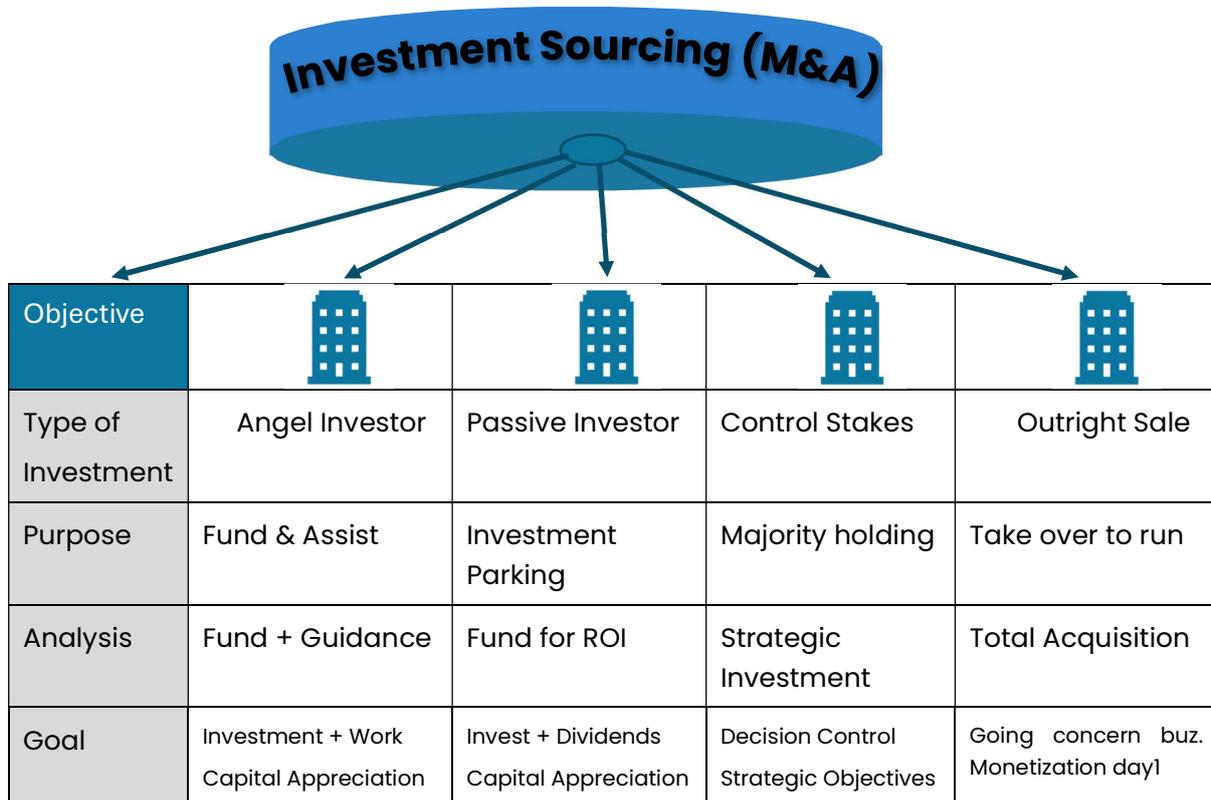


Fig 11: Investment Sourcing Services from qualified Investors

There are several other types of investments handled case by case. We give the investment seeker, indicative information from selected investors and present potential investment opportunities as an Investment Teaser initially with a project name only. If interested, we execute NDA and comply with KYC formalities before the onboarding process to share further details as investment proposal with our fee structures. After techno-commercial, legal and financial due diligence based on the information submitted and entity valuation is agreed between the parties, an NBO (Non-Binding Offer) will be given by the investor. Once the NBO is accepted a detailed verification of books, discussion on schedule of activities, Sale and Purchase agreements, warranties legal undertakings etc. will be concluded to proceed with post-merger integration of staff and management as per the agreements.

5. Risk Mgt. & KYC Intelligence

Risk management is a process of identifying, assessing, and controlling threats to a Persons or Organization's Assets, Inventory, Bank balances, Capital, earnings, and

Company Consultancy Services Profile

operations. It involves proactively having Intelligence about how such assets can be misappropriated and planning for potential problems and implementing strategies to minimize their impact or probability of occurrence. Essentially, it's about anticipating what might go wrong and taking steps to prevent or mitigate those negative outcomes.



Counterparty risk refers to the potential for financial loss due to a counterparty failing to meet its contractual obligations. This risk is particularly relevant in financial transactions and can be mitigated through various strategies, including robust KYC (Know Your Customer) procedures and risk-based approaches. The risk can arise from various factors, including:

- **Creditworthiness of the Counterparty:**

The financial health and stability of the counterparty are crucial factors in assessing counterparty risk. You need the right intelligence and processes to track them.

- **Jurisdictional Risk:**

The location of the counterparty and the legal and regulatory environment in that jurisdiction can also impact the level of risk. Intelligence on jurisdictions and countries are required to understand and mitigate such risk.

- **Nature of the Transaction:**

The complexity and size of the transaction, as well as the products and services involved, can influence the potential for counterparty risk.

- **Relationship with the Counterparty:**

Whether the counterparty is a Company, domestic or foreign bank, an exchange house, or a money transfer service provider can also affect the level of risk.

Sherwoods specializes in identifying the right process and offer insights and intelligence to protect your personal and business assets and unlocks wasteful time spent on having relationships with or doing business with the wrong parties that never ends in a positive value created. This involves building the information resources required to mitigate risks and building personal and institutional habits that clarifies how others can have influence on yourself or your business. KYC includes Procurements, Customer relationships, contracting, and any other transaction that entails enjoying your peace of mind.

Please write to us with your information to learn about other products and service offered by Sherwoods consultancy. We request you to send us an email stating your needs to info@sherwoods.ae

Key Stages of Sherwoods Consultancy Project

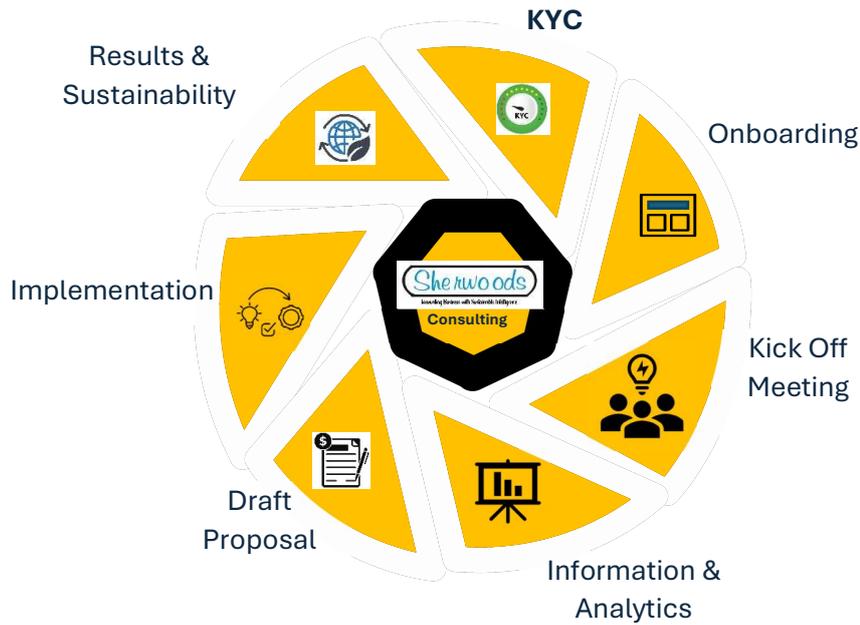


Fig 12: Stages of Sherwoods Consulting Projects

A summary of how we work with our clients with some selected areas are illustrated in this document. To onboard clients for consulting services, we start with KYC application (Know Your Counterparts) and perhaps a Non-Disclosure Agreement (NDA) based on the project. Clients are onboarded for the selected area of consulting discussed above. A free kick-off meeting - face2face or online is scheduled to listen to the client requirements and goals to be achieved. Relevant information for the assignment is shared by the client to receive our draft proposal to be discussed and finalized. Implementation stage takes care of the action steps to achieve the results and sustain in the business cycles to follow as illustrated in Fig 12.

Location Map, Dubai, UAE.

More details

www.sherwoods.ae

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