

# MANAGING RISKS IN GCC AND HOW YOUR BANK CAN ASSIST

## A PANEL DISCUSSION

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“ Growing is less  
risky than  
not growing ”

Source : “Every Business is a Growth Business” by Ram Charan and  
Noel M. Tichy

# DOUBLE-DIGIT GROWTH IN GCC

- **Assess Growth Risk**
  - Demand Risk
  - Competitor Risk
  - Implementation Risk
  - Operational Risk
- **Manage Portfolio Risk**
  - Meet the Market
  - Diversify
  - Ideate to Differentiate

## “LENDING THE UMBRELLA” IN GCC

- **Cash and other assets are King**
  - **Cash Management structures**
- **Relentless Working Capital Management**
  - **Win-win Supply Chain solutions**
- **Streamlining Processes**
  - **ERP Integration**
  - **Insourcing / Outsourcing opportunities**
- **Co-creation of Value**
  - **Collaborative Selling**
  - **Strategic Alliances**

# Thank You !