



I have been a strategy advisory consultant for over two decades, working with TCS, PwC, KPMG, GE Capital and Accenture.

I help clients develop growth strategy through new products/services and market entry initiatives; and execute through change management and program management.

FINANCIAL FEASIBILITY OF MALL EXPANSION MALL SPACE REDEVELOPMENT IN OMAN

Client Description

The client was the owners/management of one of the largest malls in Oman, who owned large parcels of land around the current mall development.

Process

- Financial projections made by using estimates of capital expenses and actual operating expenses from current and competing malls in the region
- Retail and commercial leasing terms that would attract anchor tenants

Issue/Need

The client planned to redevelop the mall land complex into an integrated multi-use development, and wished to assess the financial feasibility of the proposed project.

Deliverables

1. Conclusions regarding viability of the project, and its sensitivity to risk factors
2. Critical success factors to ensure commercial success