

LFS Introduces Gulf Market Entry Services for Indian Firms

LFS Introduces Gulf Market Entry Services for Indian Firms Lakhani Financial Services now helps Indian businesses set up, operate, and grow across the UAE and GCC region with end-to-end advisory.



Mumbai, Maharashtra May 21, 2026 (Issuewire.com) - Lakhani Financial Services (LFS), an investment banking firm headquartered in Mumbai, has introduced a structured Gulf Market Entry Programme designed specifically for Indian businesses seeking to build a commercial presence across the UAE and GCC region. The initiative addresses a gap that many Indian founders encounter: finding

an advisory partner who understands both the financial engineering of a growth business and the on-ground realities of setting up in a foreign jurisdiction.

The programme went live following a consistent rise in queries from LFS's existing client base startups and mid-size businesses that had completed fundraising in India and were looking at the UAE as their first international market. Rather than referring clients to a third party, LFS invested in building direct capabilities and partner relationships in the region to deliver the service under its own roof.

"The demand was already there among the founders we work with. What was missing was a structured pathway that combined company formation with financial and investor advisory, all from one team that already knew their business inside out," said **Devansh Lakhani, Founder and Director, Lakhani Financial Services**. "That is precisely what this programme delivers."

What the Gulf Market Entry Programme Covers

The programme is structured to take a business from the decision to expand internationally through to an operational entity in the UAE, with further support available for those targeting Saudi Arabia, Qatar, Bahrain, Kuwait, or Oman. Key components of the service include:

- Jurisdiction and legal structure advisory, covering mainland, free zone, and offshore options
- End-to-end company registration and trade licensing with the relevant UAE authorities
- Industry-specific free zone selection across the UAE's 40-plus free zone ecosystem
- Corporate bank account establishment, including documentation preparation to current KYC standards
- VAT registration and cross-border compliance structuring
- Residency visa processing for founders and senior team members
- Market intelligence briefings, distributor introductions, and regional B2B connections
- Investment-ready entity structuring for businesses planning a Gulf fundraising round
- Multi-market expansion roadmaps for GCC-wide rollout strategies

The Timing Behind the Launch

Indian businesses are entering the Gulf at a pace not seen before. Several structural factors are converging: simplified UAE residency pathways for entrepreneurs, a tax environment that incentivises international business structuring, and a regional economy actively diversifying beyond hydrocarbons. The UAE now serves as a recognised launchpad for companies looking to access markets across the Middle East, Africa, and South Asia simultaneously.

Saudi Arabia's Vision 2030 programme is opening industry verticals that were previously inaccessible to foreign businesses, from entertainment and tourism to advanced manufacturing and fintech. Qatar, following years of high-profile investment in its international profile, continues to attract professional services firms. Each of these markets represents a concrete commercial opportunity, but each also requires a distinct compliance, licensing, and relationship-building approach.

"Founders who move into the UAE with a well-structured entity and a clear investor narrative are at a significant advantage over those who arrive without preparation," added **Devansh Lakhani**. "The Gulf rewards businesses that show they understand the region, not just those who show up in it."

Grounded in Five Years of Startup Advisory Experience

Lakhani Financial Services operates a flagship 120-Day Fundraising Programme through which it has assisted more than 450 Indian startups in raising between Rs. 2 crore and Rs. 20 crore per round. Cumulative funding facilitated through the LFS network has crossed Rs. 300 million. The firm's investor relationships span angel investors, organised angel networks, venture capital funds, and family offices a number of which are actively based in or connected to the Gulf.

This investor access is now a direct benefit for expansion clients. A business entering the UAE through the LFS programme gains not only a registered entity but a warm introduction pathway into Gulf-aligned capital, a combination that generic formation agents are not positioned to offer.

Operational Presence Where Clients Need It

Lakhani Financial Services maintains active partner offices in Dubai (UAE), California (USA), and Singapore. The Dubai presence enables the firm to support clients through in-person bank engagements, authority visits, and investor meetings in the UAE, rather than offering remote guidance alone. This on-ground capability is a deliberate part of the service design: the Gulf business environment places significant value on face-to-face relationships, and the LFS team is positioned to facilitate those introductions directly.

Availability and Next Steps

Indian businesses considering UAE or wider GCC market entry can request a complimentary discovery consultation with the Lakhani Financial Services advisory team. Full details of the Gulf Market Entry Programme are available at [UAE & GCC Market Expansion Services](#) Page. The initial consultation focuses on identifying the right jurisdiction, legal structure, and timeline based on each business's sector, scale, and commercial objectives.

About Lakhani Financial Services

Lakhani Financial Services is a Mumbai-based investment banking and business advisory firm founded by Devansh Lakhani. The firm specialises in startup fundraising, growth strategy, and international business expansion. Through its flagship 120-Day Fundraising Programme, LFS has guided 450+ startups and facilitated over Rs. 300 million in funding, connecting founders with angel investors, angel networks, venture capital firms, and family offices. LFS now extends its expertise into the UAE and GCC market entry, integrating entity formation, financial structuring, and investor access within a single advisory engagement. The firm is headquartered in Mumbai, India, with partner offices in Dubai (UAE), California (USA), and Singapore.

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