



COMPANY PROFILE

SHAZAD ADIL & CO

MANAGEMENT CONUSLTANTS, CORPORATE & TAX ADVISOR

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OUR VALUES

Flexibility

We can adapt to unexpected demands of our clients – and we respond our clients quickly and calmly in case of sudden surges at work, urgent problems, or an unpredictable event.

Digital disruption and rising customer expectations are creating unforgiving markets where loyalty is hard won and easily lost. We deliver what our clients want, when and where they want it. SAC teams offer a suite of services that can help you achieve profitable, sustainable growth through customer-centric thinking. This is all about getting close to your customers and staying there.

Innovation

The nature of services and the pace of change have shifted dramatically in recent years, and mastering the traditional aspects of service delivery is no longer enough. To seize the opportunities, we have learnt to tap the potential for service innovation made possible by evolving trends.

We understand that consumers demand greater involvement, customization, personalization, and mobility from services—with immediate results. We are providing cutting-edge service as **Eaccounting360*** in our industry which has supported and amplified the value of your offerings to our clients.

Professionalism

At SAC, we know that trust is earned by doing the right thing—not just some of the time but all of the time. And as the world rapidly changes and becomes more complex, this simple principle has never been more important.

We are committed to the highest standards of personal and professional behavior in everything we do. Ethics and integrity are core to who we are and why everyone at SAC is held to this promise of excellence.

Within our Code of Conduct, we outline the responsibilities all SAC people have to each other, our clients, and the public. It shows how our Values and Purpose inspire our greatest aspirations and guide all of our behaviors and actions. It defines what it means to work at and be part of SAC, as well as our individual and collective responsibilities.

PROFESSIONALISM

Shazad Adil & Co. is independently owned and managed firm of Consultants in Pakistan. We have a credible history of providing high quality and specialized services in most areas of business and management consultancy.

We provide a range of specialist consultancy services in various functions and sectors, drawing on resources from a large domestic and international network.

We operate under the principles of corporate responsibility and professional integrity. Keeping the sensitivity of the business in today's world in view, we ensure that our audit, accounts, finance, corporate and tax professionals are aware of the developments and changes in relevant Laws and Standards, and that the advice provided to our clients is technically correct according to relevant industries in which they operate.

We pride ourselves in not being just another 'consultancy firm'. Our business philosophy is to add value to our client's business by providing a solution most appropriate to the business context, with specific emphasis on the implementation of our recommendations. We believe in building long term relationships with our clients, and it is no surprise that our client retention rate is among the highest in the business.

ABOUT US

Shazad Adil & Co the Tax QCR accredited firm in Pakistan by the Institute of Cost & Management Accountants of Pakistan was formed in early 2013 and is considered one of best consultancy firm in the field of taxation laws, corporate laws and ERP development & Implementation. With a staff strength approximately 25 led by 2 Partners and Managers along with a team of professional staff and interneers. Shazad Adil & Co. has rapidly expanded into one of the most progressive and professional service organizations. Our combined professional and industrial knowledge, experience and resources enable us to provide an outstanding level of services to our clients.

Shazad Adil & Co is proud of its dedicated team of professional staff whose collective aim is to develop and deliver new tools and strategies that can help clients succeed. They are driven, ambitious and excited about putting their knowledge and skills to the test

Shazad Adil & Co is. We strive to provide a broad and coordinated range of admirable, timely, value-for-money services that help our clients make the best business decisions. We are committed to meeting the expectations of our clients by maintaining international standards and fully exploiting the advantages of technology.

PARTNERS

1. Adil Ameen, FCMA, APFA, ACIS, MS(FIN)

(Senior Partner)

Experience:

Mr. Adil Ameen is Fellow Member of Institute of Cost & Management Accountants of Pakistan. His experience as a practicing accountant is spread over the successful period of twelve years. He possesses valuable experience in providing tax planning and advisory services to companies operating in Pakistan and also the overseas investors intending to invest in Pakistan.

His diversified practice area also includes consultancy services on indirect taxation. He possesses reputable experience on the matters relating to General Sales Tax (VAT). He is well known for providing advisory services relating to Sales Tax Planning, compliance and representing clients before the sales tax authorities.

His portfolio of practice is not restricted to direct and indirect taxes as his previous experience has enabled him to emerge as a dynamic management consultant. He has been successfully engaged in a number of consulting assignments, including mergers of Funds, modarabas, consultancy on the matters relating to the formation and operations of units trust schemes, carrying out due diligence

Mr. Ameen has had extensive management experience with major diversified family conglomerates and blue-chip multinationals in a variety of executive roles. He has designed corporate and legal structures and strategies for several family groups and has implemented governance, reporting, portfolio and management. 15 years of professional experience in field of Management Consultancy, Accounts & Transaction Advisory Services

Contact: Cell: 0322 5005966

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2. **Khuram Shazad, ACMA, APFA(Partner)**

Experience:

Mr. Khuram Shazad is Associate Member of Institute of Cost & Management Accountants of Pakistan, a Certified Income Tax Practitioner. He is also member of Islamabad Rawalpindi Tax Bar Association.

His experience as a practicing accountant is spread over the successful period of twelve years. He possesses valuable experience in providing tax planning and advisory services to companies operating in Pakistan and also the overseas investors intending to invest in Pakistan.

His diversified practice area also includes consultancy services on indirect taxation. He possesses reputable experience on the matters relating to General Sales Tax (VAT). He is well known for providing advisory services relating to Sales Tax Planning, compliance and representing clients before the sales tax authorities.

He has considerable experience in expatriate tax compliance, salary packaging and incentive design both for locals and expatriates, handling tax matters of large-scale organizations. He has a wide experience of representing number of cases, both individual and corporate, before the judicial forums including Commissioner of Income Tax (Appeals) and Income Tax Appellate Tribunal 8 years of professional experience in field of Taxation & Corporate Consultancy Services.

Contact: Cell: 0347 5290458

Email: khuram@shazadadil.com

3. **Muhammad kamal Asgher, ACCA(Director)**

Experience

Mr. Muhammad kamal Asgher is Associate Member of Association of Certified Chartered Accountants of England, a Certified Income Tax Practitioner.

He has a wholesome personality with over 9 years of experience in Accountancy, Taxation, Corporate and business consultancy and training

He believes in giving back to community and is a CABA Champion for Pakistan

Contact: Cell: +92 0311 0383838

Email: kamal@shazadadil.com

SERVICES

Our services can help organizations and individuals to achieve their objectives and succeed through measuring performance, managing risks and leveraging knowledge.

Specialization:

- Accounts
- Tax Services
- Tax Exemptions
- Corporate Regulatory Services
- Laws Relating to NGO's
- Audit
- Business & Financial Consultancies
- Management Consultancies
- Feasibility Studies
- Out Sourcing
- Intellectual Property Laws

ACCOUNTS

The advent of information technology has significantly altered the traditional approach of conducting business and has also changed the pattern of business organization in this new environment, one aspect contributing to the success of the business significantly rest on the provision of timely and reliable financial information to promote confidence amongst its stake holders, decision makers and other users of such information.

- Electronic record keeping
- Online financial record management
- Designing and evaluation of cost and management accounting system
- Review and presentation of financial statements
- Counseling on weaknesses of internal control and recommending remedial measures.
- Diagnostic review, designing and establishment of budgetary and stock controls
- Advising of development of accounting data for making decisions concerning management
- Assisting decision making based on financial data
- Stock valuation

TAXATION SERVICES

Your business will only achieve its true potential if you build it on strong foundations and grow it in a sustainable way. We believe that managing your tax obligations responsibly and proactively can make a critical difference.

Our Tax Advisors are focused on finding and leveraging opportunities to help clients manage and reduce their tax burden. Domestic and International tax issues play a key role in management decisions. Therefore, we provide a comprehensive range of services in taxation covering direct as well as indirect taxes. We can help align your tax strategies with your business needs, meeting compliance obligations wherever they arise.

Our team can advise you on all areas of corporate, international, indirect or personal taxation. We work with you to bring you the focused, appropriate and effective answers you need. We specialize in providing services to foreign companies and their employees working in Pakistan. Our services are tailored so that both international and local implications are considered in order to achieve highly structures of our clients thereby providing the most optimal compliance route.

In taxation, our services cover all aspects of income tax, sales tax, federal excise, and other direct taxes. The services include tax registration; tax planning and strategy development; obtaining confirmations, clarifications and permissions from the tax authorities; conducting tax audits; preparation and filing of electronic tax returns, finalization of tax audit and undertaking representations, objections and appeals and seeking tax exemptions.

Many types of businesses are exposed to indirect taxes, such as sales tax and excise duty, which can affect their competitiveness. The network of Trade and Customs professionals can advise clients on possible reductions of both administrative and tax costs, particularly in relation to the import or export of goods.

Effective tax advice can give your business a competitive advantage through lower tax costs and the risk of regulatory challenge and sustainability

- Tax Services Scope
- Income Tax
- Federal Sales Tax
- Provisional Sales Taxes
- Federal Excise
- Other Direct Taxes
- Tax Services Areas
- Tax Registration
- Tax Planning and Strategy Development
- Obtaining Confirmations, Clarifications and Permissions from the Tax Authorities
- Conducting Tax Audits Performing as E-Intermediary
- Preparation and Filing of Electronic Tax Returns of Income Tax and Sales Tax
- Finalization of Tax Audit and Undertaking Representations
- Objections and Appeals

TAX EXEMPTION

- Approval as non-profit organization (NPO) (NGO / INGO) under section 2(36) of the Income Tax Ordinance 2001.
- Exemption under clause 58 and 61 of the Second Schedule to the Income Tax Ordinance 2001 for NPO.
- Tax exemptions for educational institutions.
- Other tax exemptions as applicable from client to client.

ADVISE & UPDATES ON WITHHOLDING TAX

- Regular advice of Withholding Income Tax on payments.
- Updating changes of Withholding Tax Laws, applicable to the Organization.
- Calculation of withholding tax on salary of each individual.

PREPARATION OF E-CHALLAN FOR WITHHOLDING TAX:

- Before preparation of e-challan of Withholding Income Tax we analyze the accuracy of tax rate application in order to save our clients from legal implications of section 161& 205 of the Income Tax Ordinance 2001.
- Preparation of monthly e-challan for Withholding Tax payment in respect of salaries.
- Preparation of weekly e-challan for Withholding Tax payment in respect of all payments other than salaries.

PREPARATION & E-SUBMISSION OF MONTHLY WITHHOLDING TAX STATEMENTS

- Collection of data from all projects / units of the organization (if any).
- Consolidation and finalization of data for preparation of monthly statements of withholding Income Tax in respect of Salaries and payments other than salaries.
- Preparation and electronic submission of monthly Withholding Tax Statement u/s 149 of Income Tax Ordinance 2001 in respect of Salaries.
- Preparation and electronic submission of monthly Withholding Tax Statement u/s 165(2) of Income Tax Ordinance 2001 in respect of payments other than Salaries.

PREPARATION & E-SUBMISSION OF ANNUAL WITHHOLDING TAX STATEMENTS

- Consolidation and finalization of data of the financial year for preparation of annual statements of withholding Income Tax in respect of Salaries and payments other than salaries.
- Preparation and electronic submission of Annual Withholding Tax Statement u/s 149 of Income Tax Ordinance 2001 in respect of Salaries.
- Preparation and electronic submission of Annual Withholding Tax Statement u/s 165(2) of Income Tax Ordinance 2001 in respect of payments other than Salaries.

CERTIFICATE OF COLLECTION OR DEDUCTION OF TAX

- A cumbersome exercise of preparation of Certificates of Collection or Deduction of Tax under Income Tax Rules 2002 now can be outsourced.

REPRESENTATION & REPLY OF NOTICES

- Representation in proceedings before Income Tax Authorities for any matter regarding Withholding Income Tax.
- Reply of notices regarding Withholding Income Tax to Income tax Authorities.

AUDIT OF WITHHOLDING INCOME TAX

- Preparation and representation before Income Tax Authorities, if selected for audit of Withholding Income Tax.

CORPORATE AND SECRETARIAL SERVICES

Our Corporate and Secretarial services cater to the various compliance requirements of our clients.

The corporate services that we provide to our clients include:

- Advice and assistance in setting up of corporate structures.
- Assistance in incorporation of companies and partnership firms.
- Flotation, liquidation and winding up of joint stock companies and completion of formalities relating thereto.
- Dealing on behalf of clients with the various government bodies related to corporate legislation such as the Corporate Law Authority, Monopoly Control Authority and Ministry of Finance and Economic affairs division.
- Providing corporate technical advice and secretarial services in completing documents and acting as company secretary.
- Provision of services of obtaining relevant permissions relating to foreign investment and operation of foreign companies in Pakistan from government agencies including Board of Investment.

INGO / NGOS / NPOS CONSULTANCY

REGISTRATION

- Registration of Non-Profit Organizations (NPO) under the following laws in Pakistan:
- Registration of INGO with Economic Affairs Division Government of Pakistan.
- Association not for profit under section 42 of the Companies Ordinance 1984
- Society Registered under Societies Registration Act 1860
- Trust Registered under the Trust Act 1882
- Foundation under the Charitable Endowment Act 1890
- Voluntary Social Welfare Agencies Ordinance 1961

REGULATORY COMPLIANCE SERVICES

- Regulatory Compliance of laws wherever required in accordance with the relevant laws of incorporation of NPOs.

PERFORMANCE EVALUATION CERTIFICATION

- Performance Evaluation Certification from Pakistan Center for Philanthropy (PCP) or Performance Evaluation Certification from Income Tax Authorities under the Income Tax Rules 2002

TAX EXEMPTIONS

- Approval as Non-Profit Organization (NPO) under section 2(36) of the Income Tax Ordinance 2001.
- Exemption under clause 58 and 61 of the Second Schedule to the ITO 2001.
- Tax exemptions for educational institutions.
- Other tax exemptions as applicable.

AUDIT

We use a constructive approach in auditing. As a result of understanding the client's systems, procedures and practices we often recommend improvement for more efficient operation, stronger financial structure and improved accounting and administrative controls. A philosophy and practice is to blend the technical, the practical and the business approach in each audit engagement.

Our Internal Audit Services focus on the value an organization can drive from successful internal audit activities which have progressed to a proactive, leadership role in assessing and managing strategic risk, as the managing risk to strengthen your business is a key to success.

- External Audit and Assurance Engagements
- Statutory audits
- Special purpose audit engagements
- System audits
- Review and Assurance Engagements
- Agreed upon procedure engagements
- Proprietary audits
- Investigation and accounting audits
- Check the extent of compliance with established policies, plans and procedures.
- Review soundness, advocacy and application of accounting / financial and other relevant controls
- Check the delegation of authorities and their applications at various levels of management
- Check reliability of accounting and other data developed within the organization and proper coordination between departments.
- Check the quality of performance in carrying out the assigned responsibilities being appraised at the appropriate level of management
- Report and recommend method and systems for overall benefit of the organizations.

Internal Control Review

- Complete or partial outsourcing (co-sourcing) of internal audit department
- Review and restricting of internal audit department
- Designing of charter of the Audit Committee and Internal Audit department.

Monitoring & Evaluation of Projects

- Provide practical guidance on the planning, organization and conduct of monitoring and evaluation processes focused on development results.
- Provide approaches and methods that can be used to measure performance through monitoring and evaluation.
- Find the key areas for performance measurement and the use of indicators in monitoring and evaluation.
- Address the role of evaluative evidence for organizational learning and knowledge management.

BUSINESS & FINANCIAL CONSULTANCIES

Under the threat of increased competition from both domestic and international businesses, the demand for efficient and economical business processes is ever-increasing. The firm provides a range of services to help meet the demands of its clients, which include:

Feasibility Study

- Detailed feasibility study for the establishment of any new entity / industry is the key towards success through market study, Demand supply gap analysis, strategic planning, financial analysis and needs and means of financing.

Appraisal & Evaluation

- Appraisal & Evaluation is the key to assess business, properties, stocks and stores, machineries, equipment, vehicles etc, which help in revaluation, rebuilding, acquiring, selling, mortgaging, amalgamation and joint ventures.

Performance Measurement

- Performance measurement assists in selecting metrics for measuring performance against business objectives, can help meet the measurement needs of a company's stakeholders, and can enable the organization to create processes that allow. comparisons to peer organizations or non-peer, best-in-class operations.

Process Improvement Services

- Process Improvement Services helps evaluate how business processes are affected by risk and how an organization can improve performance by addressing risk. Focusing on key business processes, it can help develop an action plan to accomplish improvement objectives.

Cost Management Services

- Cost Management Services identifies ways to manage costs in key expense areas. Contract reviews are used to help validate whether a company's pricing arrangements are competitive and whether charges to a company are in accordance with contract terms.
- Our services can support clients through a transaction from corporate strategy to post-merger integration, help under-performing companies in turnaround situations and in rebuilding stakeholder confidence, and assist in protecting the reputation and integrity of our client businesses.

INTELLECTUAL PROPERTY REGISTRATIONS

- Trademark, Copyright, Industrial Design, Layout Designs of Integrated Circuits, Geographical Indication registration filing, prosecution, enforcement, protection, litigation, infringement search.
- Patent, Specification drafting, filing and prosecution for semiconductors, mobile communications, satellite communication, digital imaging, digital broadcasting, storage device, display devices, network business, electrical, electronics, computer, mechanics and all technology and engineering related inventions.
- IP litigation and documentation including drafting replies, affidavits, written statements and other legal documents.
- IP Licensing
- If you require further information about our services or would like one of our professionals to contact you please contact us.

OUTSOURCING

Outsourcing is a business practice in which a company hires a third-party to perform tasks, handle operations or provide services for the company. The outside company, which is known as the service provider or a third-party provider, arranges for its own workers or computer systems to perform the tasks or services either on site at the hiring company's own facilities or at external locations. SAC is specialized but not limited to following services.

- Business Process Outsourcing
- Accounting & Taxation Services
- HR / Payroll management services
- PEO / Co-Employment
- CFO on Demand
- Services for startups and early-stage
- Digitalization of accounting and finance process
- Others

CLIENTS LIST

Non-Profit Organizations	
Rawalpindi Waste Management Company	Snow Leopard Foundation
Muslim Youth University	Muslim Youth Trust
Qatar Charity	ZTBL Foundation
Pakistan Islamic Medical Associations (PIMA)	Fund for Protected Areas
Mehmood Eye Hospital Trust	Mountain Areas Conservancy Fund
Manufacturing Concerns	
Raaz Tea (Pvt) Ltd.	Islamabad Tea Company
Raaz Industries (Pvt) Ltd.	Decent Furnishers (Pvt) Limited
Shiraz Poly (Pvt) Ltd.	Shiraz Industries (Pvt) Ltd.
Ittifaq Flour & General Mills (Pvt) Ltd.	SMJS Provisions (Pvt.) Limited
Pakistan LNG Terminals Limited	Pakistan LNG Limited
Minrox (Private) Limited	Chai Shai Enterprises
ZT Meat Processing (Pvt.) Limited	Poonch Flour & General Mills
New Al-Hilal Flour & General Mills (Pvt) Limited	Marshal Press
Mining Sector	
ZU Falah Mines & Minerals (Pvt) Ltd.	Omen (Pvt) Ltd.
GME International Mining Company (Private) Limited	AK Mines & Minerals (Pvt.) Limited
Mining SectorHousing & Construction Sector	
Al-Noor Builders & Construction HUB (Pvt.) Limited	Iqbal Hussain & Co (Pvt.) Limited
AAA Builders	Move Developers (Pvt.) Limited
Malik & Co	A. K. Constructions

Trading Sector	
Mehar Brothers (Pvt) Ltd.	Mehar Gas (Pvt) Ltd.
Islamabad Distribution Network	Muhammad Waris & Company
ZT Group (Pvt.) Ltd.	Mehar Traders
Khyber Electric Co. (Pvt) Limited	Trade Services
Mehran Filling Station	Trade Links
Mehar Brothers	Save Mart (Pvt.) Limited
Naseem Traders	Dairy House Pakistan (Pvt) Ltd
Lacto Foods (Pvt) Ltd.	Meenar International (SMC-PVT) limited
Al-Rehman Trading Company	Save Mart (Pvt.) Limited
Italian Mall	Saadat Traders
Petromed LLP	Prime Cash & Carry (Pvt.) Limited
Service Sector	
No Limit PR Consultants (Pvt) Ltd.	Logistics Master (Pvt.) Limited
Apical Ways	Logistics Xpert
Mistiqube	Telco Integrators (Pvt) Limited
Techgenix (Pvt.) Limited	Sigma Energy (Pvt.) Limited
International Student Consultants (Pvt) Ltd	Eminent Consultants (Pvt) Limited
Seven Software Development (Pvt) Limited	Converge Enterprise Services (Pvt) Limited
Al-Khaleej Exchange Company – B (Pvt) Ltd	Perception Safety Solutions (Pvt) Ltd



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