

**PROFILE**

**FAISAL LATIF & CO.**

**CHARTERED ACCOUNTANTS**

Suit # 202, First Floor, Kashif Blair Plaza  
G-8 Markaz, Islamabad  
051-2340234  
<https://faisallatifco.pk/>

## **TABLE OF CONTENTS**

<b>S. NO</b>	<b>CHAPTERS</b>
<b>1.</b>	<b>About FLC</b>
<b>1.1</b>	<b>Introduction</b>
<b>1.2</b>	<b>Our Mission</b>
<b>1.3</b>	<b>Bio data of Proprietor</b>
<b>1.4</b>	<b>Bio data of Qualified Manager</b>
<b>2.</b>	<b>FLC Services Capabilities</b>
<b>2.1</b>	<b>Introduction</b>
<b>2.2</b>	Assurance and Advisory Services
<b>2.3</b>	E-Business Opportunity and Risk
<b>3.</b>	<b>Business Process Outsourcing (BPO) Services</b>
<b>4.</b>	<b>Financial Reporting and Audit</b>
<b>5.</b>	<b>Internal Audit</b>
<b>6.</b>	<b>Financial Services Regulation</b>
<b>7.</b>	<b>Sustainability: Environment, Social and Economic Performances</b>
<b>8.</b>	<b>Performance</b>
<b>8.1.</b>	Intellectual Property
<b>8.2.</b>	Improving Business Performance
<b>8.3.</b>	New Business Ventures
<b>8.4.</b>	Business and Strategy Planning
<b>8.5.</b>	Risk Management
<b>9.</b>	<b>Tax</b>
<b>9.1.</b>	Introduction
<b>9.2.</b>	Strategic Tax Planning
<b>9.3.</b>	E-Tax Solutions
<b>9.4.</b>	Global Transfer Pricing Services and Sales Tax
<b>9.5.</b>	Indirect Tax
<b>9.6.</b>	International Corporate Tax
<b>9.7.</b>	International Executive Services
<b>9.8.</b>	Mergers Acquisitions
<b>9.9.</b>	Trade and Customs Services
<b>10.</b>	<b>Consulting</b>
<b>10.1.</b>	Introduction
<b>10.2.</b>	E-Business
<b>10.3.</b>	E-Integration
<b>10.4</b>	Customer Management

- 10.5. Supply Chain management
- 10.6. Knowledge Management
- 10.7. World Class Finance
- 10.8. World Class Human Resources
- 11. Financial Advisory Services**
  
- 12. Corporate Finance**
  - 12.1 Introduction
  - 12.2 Mergers & Acquisition, Sale & Disposal, JVs
  - 12.3 Debt and Equity Financing Advice
  - 12.4 Valuation and Appraisals
  - 12.5 Leveraged and Managed Buyouts
  - 12.6 Flotation and Public offerings, Privatisation
- 13. Corporate Recovery**
  - 13.1 Introduction
  - 13.2 Restructuring and Turnaround
  - 13.3 Investigations
  - 13.4 Insolvency Services
- 14. Forensic and Litigation Services**
  - 14.1 Introduction
  - 14.2 Risk Advisory Services
  - 14.3 Investigations
  - 14.4 Litigation Services
  - 14.5 Intellectual Property Services
  - 14.6 Dispute Resolution Services
- 15. Transaction Services**
  - 15.1 Introduction
  - 15.2 Pre Deal Evaluations
  - 15.3 Bid Services
  - 15.4 Transaction Evaluation (Due Diligence)
  - 15.5 Strategic and Commercial Intelligence
  - 15.6 Vendor Initiated Due Diligence
  - 15.7 Vendor Assistance
  - 15.8 Transaction Structuring
  - 15.9 Stock Exchange Reporting
  - 15.10 Contract Assistance
  - 15.11 Integration

**1. About FLC**

**1.1 INTRODUCTION**

**YEAR OF ESTABLISHMENT.** **2011**

**NAME & QUALIFICATIONS OF PROPRIETOR.**

**FAISAL LATIF.** **(Pakistani)**

**F.C.A (Pakistan)** **2001**

**YEAR OF OBTAINING CERTIFICATE OF PRACTICE.**

**FAISAL LATIF.** **2001**

**STAFF EMPLOYED.**

<b>(a)</b>	<b>Qualified Manager</b>	<b>04</b>
<b>(b)</b>	<b>Part Qualified</b>	<b>04</b>
<b>(c)</b>	<b>Qualified Manager</b>	<b>04</b>
<b>(d)</b>	<b>Trainee Students</b>	<b>22</b>
<b>(e)</b>	<b>Other Clerks including Computer Operators</b>	<b>10</b>

**OFFICES AT.**

**(a) Suit # 202, First Floor, Kashif Blair Plaza  
G-8 Markaz, Islamabad**

**1.2 Our Mission**

FLC mainly emphasises on Audit, Tax and Financial Consultancy. However other areas are also adequately covered.

We believe in providing responsive and consistent service delivery.

FLC is a professional firm whose aim it is to use knowledge for the benefit of its clients, its people and communities.



**MR. FAISAL LATIF**

**DATE OF BIRTH**

13<sup>th</sup> November, 1973

**QUALIFICATIONS**

**Academic**

1994

-- Bachelor of Commerce from the University of the Punjab

**Professional**

2001

-- Associate of the Pakistan Institute of Public Finance Accountants

-- Fellow Member of the Institute of Chartered Accountants of Pakistan

Member 2011 – 12

-- Accounting Standards Committee of Institute of Chartered Accountant of Pakistan

Member 2010 – 11

-- Continuing Professional Development Committee Islamabad

-- Accounting Standards Committee of Institute of Chartered Accountant of Pakistan

-- Library Committee Islamabad

Member 2009 – 10

-- Continuing Professional Development Committee Islamabad

Member 2008 – 09

-- Accounting Standards Committee of Institute of Chartered Accountant of Pakistan

# ***Faisal Latif & Co***

## ***Chartered Accountants***

Member 2007 – 08	--	Accounting Standards Committee of Institute of Chartered Accountant of Pakistan
Member 2005-06and2006 - 07	--	Accounting Standards Committee of Institute of Chartered Accountant of Pakistan
September, 2004 to 05	--	Member of Technical Advisory Committee in ICAP

### **EXPERIENCE.**

September, 1994 to Aug.1998	Completed four years of professional training.
Sept. 1998 -- Jan. 2000	Worked as Manager Audit and Financial Consultant in TARIQ AYUB, ANWAR & CO. Chartered Accountants, Lahore
Feb. 2002 -- Jun. 2004	Manager Islamabad Branch of TARIQ AYUB, ANWAR & CO. Chartered Accountants
Jul. 2004 – June. 2011	Partner in TARIQ AYUB, ANWAR & CO. Chartered Accountants
Jul. 2011 – Onward	FAISAL LATIF & CO Chartered Accountants  PARTNER FAZAL MAHMOOD & CO Chartered Accountants

Author of books on Income Tax, General Sales Tax, Company Law, Federal Excise Duty and Sales Tax on Services.

<b><u>NAME OF BOOKS</u></b>			
<b>1</b>	Complete Income Tax Vol I+II	<b>6</b>	Complete Income Tax Digest Vol I+II
<b>2</b>	Complete Sales Tax Vol I+II	<b>7</b>	Complete Sales Tax Digest Vol I+II
<b>3</b>	Complete Sales Tax Services	<b>8</b>	Compendium Income Tax
<b>4</b>	Complete Company Act Vol I+II	<b>9</b>	Compendium Corporate Vol I+II
<b>5</b>	Complete FED ACT 2005	<b>10</b>	Hand Book of Tax Law Vol I+II



**MAZHARIQBAL<sub>FCA</sub>**

Cell: (+92) 333 – 5455400(+92)

333 - 4737111

Email:

mazhariqbalrazaq@gmail.com

### **CAREER SUMMARY**

Having extensive experience of Finance and Audit profession over 20 years in various sectors including FMCG, Retail, Beverage, Glass, and other diversified experience (while serving as Partner/Director of CA firms). Proven expertise in Financial Management, Budget monitoring and Control, Financial Reporting, Tax Planning, ERP (SAP/B-TECH) implementations, Internal Audit risk assessment and corporate compliance & Governance. Supervising BPO assignments of International clients in providing services of accounting, tax compliances, IT and business advisory domains.

### **CORE COMPETENCIES / STRENGTHS**

- BPO Services (Accounting, IT, Tax advisory)
- Budgeting, forecasting and variance analysis
- ERP implementation and sys improvements
- Cost controlling and inventory management
- Management and financial accounting
- Strategic financial planning
- Tax planning and regulatory compliance
- Audit, risk assessment and compliance

### **PROFESSIONAL QUALIFICATION**

January 2007 FCA (Chartered Accountant - Fellow member of ICAP)

Qualified CA in January 2007 from Institute of Chartered Accountants of Pakistan, a world leader of the accountancy and finance profession.



Sep 2001 B.A (Major in Economics and Stat.) From Punjab University,

Feb 2023 Certified Director for Independent Directorship (PICG)



## **PROFESSIONAL EXPERIENCE**

**Partner–MAZHAR IOBAL & CO. Chartered Accountant**  
**Director IT & BPO – Faisal Latif& CO. Chartered Accountants**  
**Partner–Z.M.K & CO. Chartered Accountants**  
**April 2022 till Date**

Supervising tax and consulting department of the firms, including other corporate and business advisory assignments. The services are being rendered to clients as follows;

- ✓ Supervising BPO assignments of International clients in providing services of accounting, tax compliances, IT and business advisory domains.
- ✓ Representation before department and appellate forums for client's tax cases relating to assessment and withholding taxes
- ✓ Advising to clients for the tax, corporate compliances and submission of the returns and statements
- ✓ Advising and representation of clients, for taxation matters, at other available forums such as ADR, FTO etc.
- ✓ Advising to clients on tax and duty impact in case of the amendments in the applicable laws
- ✓ Representing to clients for custom and other revenue departments (DTRE matters, tariff and antidumping matters before NTC/Provincial revenue authorities)
- ✓ Advising to clients on transaction advisory services, proposed acquisition and merger cases
- ✓ Business processes review to improve and strengthen internal controls to report fraud and/or other malpractices.
- ✓ Provided Consulting to Metro shoes for financing needs and ERP Microsoft Dynamics Improvements
- ✓ Provided Consulting to a Isb/Rwp based feed & farms group internal audit and ERP & business process improvements
- ✓ Also, to carry out assignment for the compliances and corporate governance matters and also include SWOT/PEST analysis and other business simulation cases including sensitivity analysis.
- ✓ Preparing of financial projections and feasibilities for new projects and for expansion of existing projects
- ✓ Managing, supervising and executing the financial due diligence studies.

**MURREE BREWERY CO. LTD**  
**Chief Financial Officer**  
**May 28, 2013 to April 10, 2022**





# ***Faisal Latif & Co***

***Chartered Accountants***

---

Joined **MBCL (A Public Listed Company)** as Chief Financial Officer, reporting to board of directors for statutory role as envisaged in the Incorporate laws. The role included to look after the functional areas of Accounting & Finance, Budgeting, Taxation and IT domain of the three segments of business, alcoholic division, nonalcoholic, Tops Food and glass plants. My role was included, but not limited to following activities:

- Overall Responsibility Overall responsibility for financial reporting to the board as per Code of Corporate Governance applicable for the listed companies, it includes
  - quarterly financial results and variance analysis with budgets and devising strategies for betterment;
  - actions for dividend payments and bonus shares in line with corporate laws etc.
  - liaison with co secy for drafting of minutes of board meeting and other committee meeting
  - Actions for decision taken in board meeting including audit committee and HR committee meeting
- planning, plant operations and financial operations for procurement and production overhead payments.
- Assisted in developing the strategic and operational plan of the Company to Launch its product range.
- Finalized the Annual Business Plan by translating the strategic data into financial numbers and devised and implemented the annual CAPEX & OPEX budgets at all levels in the organization
- Finalized the product costing and pricing, discounting, promos and incentive plans.
- Supervised the ERP implementation to support smooth operations and readily available information for decision making.
- Supervised the overall imports of the company including Plant & Machinery, Raw Materials and Spares.
- Reviewed the financial management needs of the organization and proposed & implemented new systems and processes to support these needs where appropriate.
- Conducted the GAAP analysis of the control environment and developed and implemented the control & authorization matrix at all levels within the organization.
- Implemented Gate to Gate (G2G) Control and processes for inventory movement including Purchase to Pay Cycle (P2P), Sales to Collect cycle (S2C) and Inventory to Cost Cycle (I2C).
- Negotiated with banks and financial institutions to fulfill the short term and long-term funding requirements of the company i.e., Project Financing, working capital lines, Trade lines, leasing etc.
- Optimization of taxes and duties and financial management. Ensuring timely and accurate tax compliances and dealing and communicating with Taxation authorities on various notices raised from time to time regarding income/sales tax issues.
- Recruitment, management and development of all members of the Finance Team, ensuring their welfare, job satisfaction, competence and motivation.
- Liaison with external and internal auditors for resolution of audit observation with implementation of best practices
- Liaison with corporate and tax consultants to improve compliances and to address tax and corporate authorities notice

- Carried out special assignments of proposed JV with international prospective investors for franchise arrangements and special orders for exporters

### **Key Accomplishment**

Always timely completion of quarterly financials as per statutory deadlines

- Always timely completion of income tax and sales tax payments/returns/statements
- MBCL was awarded best 25 companies award by PSX in 2017 for financial and corporate compliance
- Compliance level improved significantly 3 years backlog of internal audits completed
- Reduction in financial costs and reduction in lien/mortgage charges over the company assets
- The company first time got exemption of advance tax and able to do tax planning
- Conducted bench marking for raw material prices and eliminated hidden waste
- Business Processes re-engineering
- Key role in implementation of ERP (B-Tech)

### **Haidri Beverages /Beverage Plus (Pepsi Plants Isb.)**

#### **Group Accounts Manager**

**May 20, 2011 to May28, 2013**



I was involved in:

- Finalization for monthly and annual accounts for the management and for third party - Bankers submission /auditor's review
- Supervision of accounts department for daily accounts work and monthly closing for costing and other management analysis
- Assisted in developing organizational strategies by contributing financial and accounting information, analysis, and recommendations to strategic thinking in developing new businesses and Channels.
- Assisted in finalization of Annual Business Plan by translating the data into financial numbers and devise and implement the annual CAPEX & OPEX budgets at all levels in the organization
- Reporting financial status by developing forecasts; reporting results; analysing variances; developing improvements by assessing the financial results on monthly/periodic closings
- Review the financial management needs of the organization and propose new systems and processes to support these needs where appropriate.
- Dealing with banks and financial and banking institutions to fulfill the short term and long-term funding requirements of the company i.e., Project Financing, working capital lines, Trade lines, leasing etc.
- Advance monitoring of Cash flows, periodic comparisons, benchmarking and real time discounts, incentive, maintenance calculation and control system.
- Optimization of taxes and duties and financial management. Ensuring timely and accurate tax compliances and dealing and communicating with Taxation authorities on various notices raised from time to time regarding income/sales tax issues.

- Revamping the Internal Audit department by executing the Internal Audit Plan at all levels of the organization.
- Implementing SAP (ERP) for the major modules like FI / CO, MM and PP.
- Conducting internal control evaluation and risk assessment to identify loopholes and areas requiring management intervention to prevent misstatements in financial reports, detecting frauds and embezzlements, misappropriations, misuse of assets and wastage to ensure that overall objectives of the organization are being achieved economically, efficiently and effectively.
- Checking compliance in accordance with prevailing laws and jurisdictional regulatory requirements, financial accounting and auditing standards, and company policies for good corporate governance.
- Conducting testing of controls to ensure that controls exist to effectively safeguard the company's assets.
- Reviewing audit programs for each audit area and for new company initiatives.
- Identifying and documents business processes and controls in order to evaluate risks and its effects on different audit areas.
- Providing recommendations to improve efficiency, effectiveness, and utilization of company's assets and related controls.
- Assuring that audit procedures conform to department objectives and professional standards.
- Gathering updated knowledge of accounting and auditing principles/ standards, and familiarity with various computer systems and applications.
- Conducting meetings to discuss audit findings and recommendation with top management and audit committee.

#### Key Accomplishment

- Established the department by implementing Accounting Manual by leading team of 20 people
- Lead the assignment of Cost and Cash flow alignment with Pepsi International
- Business Processes re-engineering by involving in ASIS study for ERP (SAP) and GAP analysis
- Key role in implementation of ERP (SAP) by having key role of FICO team lead and coordinator

**MGI – ILYAS SAEED & CO.**  
**Chartered Accountants**  
**Partner (Dec 2009 to May 2011)**  
**Manager (March 2008 to Nov 2009)**



Supervised assignments of internal and external audits on monthly, quarterly and annual basis.

I had the opportunity to gain invaluable experience by way of providing the following nature of services to our clients:

- Managing, planning, reviewing and executing financial audits of various manufacturing, banking and service concerns.
- Managing, supervising and executing the financial due diligence studies.
- Prepared Advises for organizations on various accounting and related matters for compliance with local statutory requirements and International Financial Reporting Standards.
- Planned assignments to execute in an effective and efficient manner by assessing systems to evaluate risk involved at business, financial and operational level. Preparing of financial projections and feasibilities for new projects and for expansion of existing projects

Performed audit assurance and system improvements assignments (controls enhancement etc) of entities, few notable names are as follows;

- ✓ **Construction Sector** (Frontier Works organization/A.S Khan Construction)
- ✓ **Manufacturing** (Alliance Textile Mills Ltd)
- ✓ **Banks and Financial Institutions/NBFCs** (Zarai Tarqati Bank Ltd/Al-Qaim Exchange Co. Ltd/ Natover lease & Refinance Limited)
- ✓ **Education** (Higher Education Commission, National Book Foundation)
- ✓ **Technology** (Universal Service Fund, ICT & RD Fund)
- ✓ **Others** (PARC, OGRA, Pakistan Housing authority)

Also performed special assignments on behalf of regulators including SECP, FBR and Superior Courts of following;

- ✓ **Islamic Investment Bank (Liquidation assignment as per High Court Mandate)**
- ✓ **NGO/Companies registered under Section 42 of Companies Ordinance 1984, as per SECP Mandate**
- ✓ **Cherat Paper Mill Ltd (Composite Tax Audit as per FBR Mandate)**
- ✓ **Natover Lease & Refinance Limited (SECP Special Investigation assignment)**

Performed corporate and advisory services on behalf of Ilyas Saeed Associates(Pvt) Ltd – **Management Consulting firm of Ilyas Saeed & CO, major as follows;**

- ✓ **Wah Noble Chemicals Ltd (Share registrar services)**
- ✓ **Southern Energy Co. Ltd (CDC Audit)**
- ✓ **Oil and Gas Regulatory Authority (OGRA – UFG assignments)**

**UHY – HASSAN NAEEM & CO.**  
**Chartered Accountants - Lahore**  
**Manager (July 2006 to July 2007)**

I had the opportunity to gain invaluable experience by way of providing the following nature of services to our clients:

- Managing, planning, reviewing and executing financial and assurance assignments of various manufacturing and service concerns.

# ***Faisal Latif & Co***

***Chartered Accountants***

---

- Preparing of financial projections and feasibilities for new projects and for expansion of existing projects
- Managing, supervising and executing the financial due diligence studies.
- Prepared Advises for organizations on various accounting and related matters for compliance with local statutory requirements and International Financial Reporting Standards.
- Planned assignments to execute in an effective and efficient manner by assessing systems to evaluate risk involved at business, financial and operational level.

Performed audit assurance and system improvements assignments (controls enhancement etc) of entities, few notable names are as follows;

- ✓ **Manufacturing and Trading**(Nirala Dairies /Nirala Sweets/ Dar -e- Slam Textile Mills Ltd, Irfan Rice, Rafi Group, Stylo Group, Chenone Group, Hier Group)
- ✓ **Hotels** (Holiday Inn, Best Western)
- ✓ **Education** (Lahore School of Fashion Design)
- ✓ **Construction Sector** (Sukh Chain Housing Society)
- ✓ **Others** (Synergy Resources, Children Hospital)

## **MANZOOR HUSSAIN MIR & CO.**

**Chartered Accountants, Lahore**

**Audit/tax trainee:**

**March 2002 to March 2006**

During my tenure at Manzoor Hussain Mir & Company, Chartered Accountants, I worked at different levels in Audit, Tax and Business Advisory Department. During my article ship (duly registered with Institute of Chartered Accountants of Pakistan (ICAP) from March 2002 to March 2006. I was involved in planning and supervision of statutory audit of financial statements compliance with the Accounting and Financial Reporting Standards (IFRS), International Standards on Auditing and Companies Ordinance, 1984. Sector wise external audit experience is as follows:

### **TEXTILE SECTOR & SUGAR**

---

2003-2005 KOHINOOR INDUSTRIES LIMITED      2005-2006 MIAN TEXTILE MILLS LTD

2004-2006 SARRITOW SPINNING MILLS LIMITED      2005-2006 HASEEB WAQAS  
SUGAR LIMITED

### **ENGINEERING POWER ENERGY AND PHARMA**

2002-2004 PAK ELEKTON LIMITED (PEL)      2002-2006 PEL APPLIANCES LIMITED

2002-2006 KOHINOOR POWER COMPANY LTD 2002-2006 ETHICAL LABORATORIES  
(PVT) LIMITED

**SURGICAL**

**INSTRUMENTS**

---

2002-2006 HILBRO GROUP OF COMPANIES(FIVE COMPANIES HAVING 100 %  
EXPORT)

**SERVICES (HOSPITALTY) AND MISC.**

---

2002-2006 FREDY'S CAFÉ  
SPECIAL ASSIGNMENT OF PUNJAB CORPORATIVE BANK

**PERSONAL INFORMATION**

Father's Name: Mirza Abdul Razzaq  
Date of Birth: 06 September 1979  
Marital Status: Married

**FLC Services Capabilities**

**2.1 Introduction**

FLC is a leading provider of business process outsourcing, audit, assurance, tax and legal, consulting and financial advisory services. With a global approach to service delivery, FLC responds to clients' complex business challenges.

Audit includes External Auditors appointed under the law, Internal Auditors, Sales Tax Auditors appointed under Sales Tax Act 1880. Income Tax Auditors appointed under Income Tax Ordinance 2001 and other special purpose audit engagements.

The Assurance practice helps clients manage risk so they can focus on their core businesses. By intimately understanding each client's business, we convert information into insights to uncover hidden opportunities to improve client efficiency and performance.

FLC Tax practice is also focused on finding opportunities and leveraging them to the advantage of the clients in the form of significant tax savings. Through tailored, innovative solutions, the practice can help reduce a client's bottom-line expenses.

In addition to Internet-based solutions, the practice provides a full range of technology and process services to companies that need advisors who understand the challenges of doing business globally.

The Financial Advisory Services practice provides valuable insights into how companies can grow and enhance their shareholder value. FLC helps client through all phases of a transaction, including post-merger integration services. We also assist with the implementation of fraud detection and corporate compliance programs.

## **2.2 Assurance and Advisory Services**

### **Introduction**

FLC Assurance and Advisory Services help organizations and individuals achieve their objectives and succeed in the new economy through measuring performance, managing risks, and leveraging knowledge.

Managing risk appropriately is a key to business success. FLC Advisory Services enable you to make decisions that strengthen your business. Information Risk Management focuses on the risks you to face with rapid advance in technology and helps you move into the future with confidence. Management Assurance Services focuses on the value an organization can derive from successful internal audit activities. FLC professionals are ready to provide co-sourcing and outsourcing internal audit solution and are prepared to leverage the knowledge imbedded with in FLC tools to assess controls over the strategic risks that are critical to your success.

## **2.3 E-Business Opportunity and Risk**

The opportunities offered by the Internet to lower costs, improve customer services, create additional revenue and enter new markets are matched by exposure to new risks. We can help your organization capitalize on the potential of the new economy and understand the new challenges, providing assurance that the risks have been identified, assessed and mitigated.

We can assist in the clarification of strategic direction, providing a solid foundation for management change and creating your E- enable organization. Our specialists work with tour to implement action plans and ensure key business risk are deer control, considering area that include project management, security to ensure the reliability and integrity of information, the integration of new and existing systems and continuity planning t avoid expensive delays and failure.

## **3. Business Process Outsourcing (BPO) Services**

1. Accountancy and book keeping services
2. Data Entry Operations
3. Advisory and Consultancy Services
4. Tax Advisory and Compliance
5. Training and Development
6. Medical Billing Services

7. Mergers and Acquisitions
8. Financial Restructuring
9. Compliance and Regulatory Audits
10. Risk Management Services
11. Information System Audits
12. Specialized Industry Audits
13. Due Diligence
14. Internal Audits

## **PRESENT BUSINESS PROCESS OUTSOURCING (BPO) SERVICES BY THE FIRM, FAISAL LATIF & CO.**

Faisal Latif& Co has adequate resources and experience team to provide international services to its clients either through its own staff or through its associates dealing in financial, corporate, business advisory, IT & legal domains.

### **❖ BOOK KEEPING AND ACCOUNTING**

The firm is providing book keeping and accounting services by using following softwares;

- ✓ Odoo
- ✓ Quick Books
- ✓ Python
- ✓ Xero
- ✓ Ms office applications

For large scale organization firm has the capability to arrange software services by making arrangements with the IT service providers authorized by relevant entities such as;

- ✓ SAP Hana
- ✓ SAP-B1
- ✓ ORACLE
- ✓ BE-TECH

### **❖ TAX COMPLIANCES & TAX PLANNING**

The firm has arrangements with international firms for proving back office support to compile the information generated from client's record for the submission to the authorities for the following;

#### **✓ VAT Filing:**

- Prepare and submit accurate Value Added Tax (VAT) returns on behalf of clients.
- Ensure compliance with all VAT regulations, including timely submission and accurate calculations.
- Review and reconcile VAT records to maintain accuracy.

#### **✓ Companies' Tax Returns**

- Prepare comprehensive corporate tax returns for as per the relevant tax law of the country.
- Analyze financial statements and relevant documentation to determine accurate tax liabilities.
- Utilize up-to-date knowledge the tax laws to optimize tax efficiency while ensuring compliance.



✓ **Accounts and Tax Returns of Private Limited Companies:**

- Maintain complete and accurate financial records for private limited companies.
- Prepare annual financial statements and tax computations.
- Assist clients in understanding their financial positions and potential tax implications.

✓ **Self-Assessment:**

- Assist individuals in completing self-assessment of the tax returns.
- Provide guidance on allowable deductions, exemptions, and credits.

❖ **CORPORATE AND BUSINESS ADVISORY SERVICES**

The firm has arrangements with international firms for providing back office support to compile the information gathered from the clients record for the submission to the authorities for the following areas;

- ✓ Due Diligence
- ✓ Mergers and Acquisitions
- ✓ Feasibility study
- ✓ Projections

❖ **TRANSFER PRICING**

The firm is providing business advice to the MNCs having subsidiary and branch operations in Pakistan how to comply transfer pricing laws of Pakistan

The firm is also providing services how to maintain the information to remain compliant with respect to transfer pricing provisions as applicable in Pakistan.

❖ **CURRENCY RISK MANAGEMENT**

The firm has the resources who are providing services to the international clients of how to reduce currency risk by adopting the techniques of hedging thus enabling the businesses to reduce their exposure to loss which might be caused by possible currency devaluation.

❖ **SOFTWARE IMPLEMENTATION**

The firm is already providing services to the clients of implementation of the software by making alliance with software service providers. The process involves following steps;

- ✓ AS IS – Study of the existing software and policies including business process work flows;
- ✓ To Be- New Business software processes keeping in view of the required business objectives
- ✓ Identifying the Gaps
- ✓ Bridging the Gaps
- ✓ Drafting of the manuals of the above study and setting of the milestones as well as deadlines

- ✓ Management sig off
- ✓ Arranging the data as per timelines and milestones set
- ✓ Testing stage- Checking of the new software's along with old software reports (whiles PILOT project Approach) for the identification of any software bugs
- ✓ Go-live

## **GENERAL CONSIDERATIONS FOR BPO**

### **+ Client Communication:**

- Maintain regular communication with clients to gather necessary financial information and documentation.
- Provide timely updates on the progress of tax filing and financial reporting.
- Address client inquiries and concerns promptly and professionally.

### **+ Compliance and Regulation:**

- Stay current with changes in relevant country fiscal & tax laws and regulations to ensure full compliance.
- Implement necessary measures to mitigate the risk of non-compliance and penalties.

### **+ Confidentiality and Security:**

- Handle all client information and data with utmost confidentiality and security.
- Implement appropriate data protection measures to safeguard sensitive financial information.

### **+ Record Keeping:**

- Maintain organized and easily accessible records of all financial transactions and filings.
- Ensure documentation is readily available as and when required.

### **+ 10. Reporting and Documentation:**

- Generate accurate and detailed financial reports, tax calculations, and other relevant documents.
- Provide clients with clear and understandable summaries of their financial and tax positions.

### **+ Additional Services:**

- Provide advisory services related to financial, tax planning and optimization strategies.
- Assist clients in understanding and fulfilling their financial & tax obligations.

### **+ Project Timeline:**

- The scope of work should be executed over a defined timeline, with specific milestones for each task.

### **+ Deliverables:**

- The scope of work should mention deliverables in the agreement so that things are closed in amicable manner.

## **4. Financial Reporting and Audit**

The impact of information technology is changing the way organizations do business and the financial statements audit must adopt to meet new requirements for attestation and assurance, in an environment where business activity is less tangible and more flexible. The new economy is creating even greater exposure to risk, making the attested statement even more relevant as a basis for informed decisions.

FLC's audit approach is risk-based, one that considers the whole organization and the economic system in which it operates, to deliver a report that provides valuable insights on where the business is and what it must do to achieve future objectives.

### **Statutory Audit**

- Audit of financial statements in accordance with the generally accepted international auditing standards.
- To express independent opinion on proper presentation of financial affairs in material respect and in accordance with the generally accepted accounting principles.
- To ensure compliance with the Companies Ordinance and other relevant laws.

### **Employee's Benefit Plans Audit**

Our partners and senior professional staff are experienced in this field and they are fully acquainted with the special legal and financial reporting requirements of trust's funds.

### **Management Audit and Operational Audit**

An independent, future oriented and systematic evaluation of corporate and management performance.

### **Propriety Audit**

On behalf of shareholders, lending agencies or other interested parties to critically review and independently report on specific areas assigns.

### **System Reviews**

Review and evaluation of internal control systems, including the accounting and management information systems.

### **Computer System and Installation Audit**

Review and evaluation of internal control of computer systems and installation audits.

## **5. Internal Audit**

In the present and future business environment, the internal Audit function can no longer retain the traditional, transaction-based role. The need to react more quickly in today's technology-drive, global

marketplace means a company must be fast, flexible and responsive to change to enable it to achieve its strategic goals.

Internal Audit has the potential to be one of the most influential and value-adding services available to the Board. It is critical in identifying opportunities, risks and exposures that can determine success or failure.

We can help you transform your internal audit department by making it more risk-focused – aligning the internal audit effort with the risks, which threaten the achievement of the business objectives and corporate mission. We will provide you with a tailored strategic approach to help you identify and understand specific operational and financial risks; to define the level of risk your company is willing to accept; and to identify and focus on the opportunities available to your company.

## **6. Financial Services Regulation**

In the new global knowledge economy driven by the World Wide Web Internet technology a whole new range of issues have emerged for financial regulators around the world.

Regulation is no longer just about ensuring compliance with capital adequacy or financial reporting requirements nor is it only about ensuring outstanding conduct of business compliance. Global financial regulation is forcing organizations to re-examine the key issues of reputations, branding, outstanding business leadership and customer / counterparty focused strategies – issues that are at the heart of every successful business.

## **7. Sustainability: Environmental, Social and Economic Performance.**

Successful organizations respond creatively to meet society's needs. These needs go beyond the creation of economic wealth to include environmental conservation, social cohesion and ethical behaviour.

FLC's sustainability services are designed to help business change; to become more responsive to the wider needs of society and so become more successful. Our network of environmental, social, ethical and economics specialist work within FLC's framework of advisory and assurance services.

This extensive and multi-skilled resource provides our clients with a spectrum of advisory and assurance services. These range from sustainability strategy advice to practical assistance assess, manage, and audit environmental, social and economic issues.

## **8. Performance**

### **8.1. Intellectual Property**

Where battles are waged, not for the control of markets or raw materials, but for the rights to new ideas and innovations, the management of intellectual property must become a core competence of the

successful organization. More and more, your intellectual property will be in the hands of business partner. Will they value it as much as you do?

FLC Intellectual Property Services practice work with business, academic institutions and other creators and holders of intellectual property. We bring professional experience, and business process to the assessment, management and protection of intellectual property, unlocking its potential and enhancing the value of organizations.

## **8.2. Improving Business Performance**

The pressure to improve profit and efficiency is relentless. Indicators such as rising indirect costs and overheads, poor liquidity ratios, low turnover, missing revenue and other complex structures demand immediate redress.

We can help your organization reassess and confirm its strategic direction, ensuring that core competencies are not damaged, focusing on the main drivers of the business, on product and customer profitability. This may include the review of risk exposure and analysis of purchasing strategies, of activities, customer segments, business systems, process mapping and resource deployment, consequently improvement in working capital management, internal policies, supply chain management, the finance function, revenue, collection systems, IT selection, management information systems and manufacturing operations.

## **8.3. New Business Ventures**

For organizations set in up initiatives or for start-ups, FLC offers a combination of risk identification and financial modelling services to ensure that the risk of entry and action are fully understood and evaluate. Activities include: market analysis, verifying the validity of supporting information and examining ways to defray the cost of new service or product developments.

## **8.4. Business and Strategy Planning**

FLC activity in this area concerns organizational response to operate change, whether the changes are generated external, or generated internally, such as a merger or acquisition. Our advisor helps organizations to understand the new risks and impact of change on the strategic directions and operations, considering: internal audit processes, ethical issues, accounting systems, supply chain and personnel.

## **8.5. Risk management**

Risk is anything that prevents your organization from achieving a corporate objective. Dynamic entities won't avoid risk, but they will identify measure and manage it on an on-going basis, helping increase in shareholders value.

By taking action to remedy the weakness and reduce the risks of future problems you can pro-actively create risk aware environments. Decision will be taken with the assurance that they are based on the best possible information.

Risks considered in creating such an environment include: IT projects and associated security, network and systems design, environment and social risk, business continuity, data quality, requirement for an internal audit function and the supply chain.

## **9 Tax**

### **9.1. Introduction**

In today's global economy, effective tax advice and planning can give your business a competitive advantage. FLC offers a range of Tax services that are designed to offer clients innovative tax planning. With the new economy developing rapidly, your business deserves the high quality tax advice. FLC is committed to delivering this and surpassing your expectations.

Our tax practice throughout FLC member firms is segmented as follows.

- Strategic Tax Planning
- E-Tax Solutions
- Global Transfer Pricing services and Sales Tax
- International Corporate tax
- International Executive Services
- Mergers & Acquisitions
- Indirect Tax
- Trade & Customs

These focused groups share the same core FLC values clarity, excellence, innovation and most of all client service. In addition, FLC throughout the world offers a range of domestic business and personal tax services designed to meet the needs of your business whatever its size.

Because we know how complex tax matter can be, both at home and, especially in foreign markets. We made it our business to stay of national and international tax laws, policies, accounting and commercial principles, and international tax treaties.

### **9.2. Strategic Tax Planning**

Our tax experts worked with the client's financial management team in creatively structuring their base and business transactions to maximize their tax return. We analyse the actions that are already taken, from acquisition to pricing policies, and recommend appropriate alternatives, our client can depend on our strategic advice because it comes from people who specialise in strategic tax planning. For this reason, many large and prestigious clients seek our help with their most complex tax matters.

### **9.3. E-Tax Solutions**

FLC Tax Solutions practice offers comprehensive services to tackle the unique business issues that clients face in this complex environment. Our seasoned professional's help clients achieve global tax efficiency through an array of end-to-end tax solutions focused on the E-Business enterprise.

Leveraging FLC tax services and FLC consulting technnogy-focused practices, E-Tax Solutions help clients understand the global tax implications of E-Business, implement strategic solutions to improve their tax efficiency, and reduce compliance cost related to E-commerce. A natural extension of the long-term collaboration between tax and technology professional, the E-Tax Solutions crystallizes our approach to the realities of doing business in the new digital economy.

- **Increasing Your Tax Efficiency End-to-End**

FLC E-Tax Solutions practice is highly focused on tax strategies to help clients address current tax laws and prepare for internet-related taxes on the horizon.

In addition to FLC extensive knowledge of federal, state, local, and international taxes, FLC is a provider of Internet based business solutions. As a result, our tax solutions are grounded in an intuitive understanding of all of the elements of E-Business technology, human resources, marketing, customer and knowledge management, the supply chain, and overall E-business processes and objectives.

This powerful combination of tax and technology resources and know-how innovative, high-value tax solutions that can quickly translate into competitive advantage in the interment arena.

The E-Tax Solutions practice offers customized, end-to-end E-Business tax solutions focused on:

- **Global Tax Strategy**, including tax-oriented assistance with legal entire structure, infrastructure, location and transfer pricing
- **International tax planning** to address global intellectual and intangible-property management challenges
- **Entity restructuring / nexus containment** designed to reduce fling obligations and provide strategies related to current and future earnings
- **Strategies relocation services / incentive and credit enhancement** designed to secure tax another financial incentives related to job growth and capital investment
- **Sales and use tax planning, compliance, and systems automation** focuses on deferring or reducing tax liability and automating decision-making and reporting processes
- **International customs and duties planning and compliance** addressing document maintenance and processing countervailing duties, and antidumping rules
- **Tax portal structuring** focused on due warehousing, date mining, global online information, and research services

We also help client tackle the spectrum of tax challenges that confront any new or rapidly growing company. Drawing on FLC full complement of tax service-including State and Locale Tax Services, International Corporate Service, Federal tax Services, and Economic Consulting Services the E-TAX

Solutions practice focuses on the following business concerns important to the expansion of E-Commerce companies.

**Human Resources** – Developing tax-efficient compensation and benefits packages and other cost-effective incentives necessary to attract and retain world-class talent

**Business Incentive** - Helping growing E-Business secure savings through economic development incentive and tax credits for the creation of new jobs and capital investment

**Mergers and Acquisitions** – Working closely with FLC assurance team to advice clients-buyers, selects, private-equity investors, and potential merger participants-on the complex tax issues relating to mergers and acquisitions

## **Tax knowledge and E-Engineering –A Powerful Combination**

With experience in holding clients improve their tax efficiency and a strong leadership position in today's exploding E- business arena, FLC brings power full credentials to the table.

Our team offer a wealth of tax knowledge and integrated array of solutions focused on reducing your tax burden. We're also helping to set the standard for doing business in the new digital economy.

### **9.4. Global Transfer Pricing Services and Sales Tax**

In the global economy multinationals increasingly see national border as irrelevant to how they conduct their daily business, This is, of course not the case of fiscal authorities, They are increasingly aware of the manner in which transfer prices may affect tax revenues. Local legislations are constantly being strengthened and stricter documentation requirements and penalties for non-compliance are being regularly imposed, Transfer pricing is therefore a critical issue for all multinational, and one that required effective global tax planning.

Our staff is quite exceptionally competent at matter relating to Sales Tax as it is the most important tax in the changing scenario. We provide full services to our client with regard to matter relating to Sales Tax.

### **9.5. Indirect Tax**

A common complaint from tax directors and tax advisers alike is that the burden and range of indirect taxes continuous to increase at a rapid pace. This is compounded in the new economy where tax legislation can after lag behind technological advances.

How Can FLC Help Your Business?

FLC offer teams of tax professional among its member firms, who are able to review your company's current tax positions in any combination of geographies and provide relevant advice and planning on a range of indirect taxes including: VAT State and local Taxes; property taxes; and insurance premium



taxes. FLC also offers indirect tax management as services scaleable to your needs, ranging from a multi-jurisdictional review of all indirect taxes to implementation of a single, cross-border strategy.

Why Choose FLC?

FLC indirect tax teams share common process and factor in non-tax consideration such as accounting, human resources, and information systems. We structure our effort to above details with your business issues and strategy. Our focus is on supplying implemented solutions rather than just a list of recommendations.

Benefits of your business

- Implemented solutions designed to result in sustainable savings:
- Improved administrative efficiency and compliance:
- Transfer of knowledge to your in-house tax team

## **9.6. International Corporate Tax**

In today's economy, multinational companies and their leader face ever increasing international challenges, what kind of global corporate structure should be used? Where intellectual property should

be based? And how can the multinational group's overall effective tax range be reduced? Global companies require global tax planning from global advisers. FLC integration Corporate Tax can help.

How Can FLC Help Your Business?

We work with your client to help identify comprehensive commercial strategies to address the tax problems arising from their business activities and ambitions, Our services include advice to key international tax issues such as international holding company structures and hybrid instruments and entities. Furthermore we have considerable experience with uses such as contract manufacturing and commissionaire structures.

Why choose FLC?

Our focused multinational groups develop tailored strategies to reduce the effective E-tax rate on our clients. Cross-border income flows and facilitates effective implementation of tax planning strategies, we also have a number of technical hubs throughout FLC member firms which enable us to bring leading-edge strategies to your clients.

Benefits for Your Business

By providing international corporate tax advice we can help your business achieve lower effective tax rates, with resultant cash flow benefits an enhanced shareholder value.

## **9.7. International Executive Services (Expatriate Tax Counselling)**

FLC international Executive Services practice is dedicated to helping global companies better manage their international assignment programs. When our clients send their employees on international assignments, FLC professionals provide proactive and innovative planning ideas and advise clients on international human resources and tax best practices.

International Executive Services provides comprehensive compliance, consulting and administration services to support our clients' worldwide business and assignees. We incorporate five key areas to provide a single source for addressing international assignment business issues.

## **9.8. Tax: Mergers and Acquisitions**

Companies planning either merger or acquisitions face many hurdles. How should such M & As be planned, structured and executed? What is the most suitable corporate vehicle? How can non core components of the merged business be divested? All these and many more questions must be answered by companies preparing and M & A transactions. Combine all of these with the likelihood of cross border elements and it becomes clear that high quality, authoritative advice is not merely desirable, but essential.

## **9.9. Trade and Customs Services**

If you don't believe that today's world seems to be growing smaller, ask any of the thousands of companies whose business are increasingly affected, whether directly or indirectly, by customs issues. Too many companies give too little thought to this extremely important area, and pay more tax than necessary. Regrettably this does not often become apparent until a customs authority audit, and by the its usually too late.

How Can FLC Help Your Business?

Reducing your tax charge and streamlining administrative requirements are just two elements of customer planning. Some companies find planning and the interaction between national and international legislation fraught with dilemmas and confusion, but for these guided by FLC Trade & Customs practice, the "ins and outs" of customs law can offer a world of opportunity.

Why Chose FLC

Our Networked of highly skilled customs and trade advisors is ready to advise you on your entire trade and customs operations.

Benefits for Your business

Why pay more tax, and fill in more forms than necessary? FLC Trade & Customs practice can help. Using one of our innovative systems gives you a lead in business.

## **10. Consulting**

## **10.1. Introduction**

FLC is also a provider of Internet integration Services. We have can support both early adopters and traditional market leaders as they transform their brick and mortar enterprise to E-Businesses.

FLC can help tour navigate the rapidly changing landscape of opportunities that proliferate in the digital marketplace. Moving beyond the hype surrounding the world of E-Business, FLC delivers tangible business results at net speed.

## **10.2. E-Business**

On the Web, your are what your customers perceive. Every customer is unique, and they're wrong especially since no one is there to steer the right. Your only had one change to make the first impression, or tour customer will click to tour competitor site. Do it right.

Whether you're a B2B enterprise start-up, don't just focus on current business rules and supporting technologies. Focus on things you can do to change the rules of the game:

FLC can help you do it

If you're a start-up, we can help you laid the foundation for a scaleable E-business, including Web strategy and brand management, technology, integration and application hosting services.

If you're an established played, we can delve fully integrated E-Business solutions to help create new value for your customers and we do it fast.

## **10.3. E-Integration**

FLC integrates E-Business applications with systems integration to create a unified enterprise wide computing environment at both streamlines the operations of the internal organization and reaches beyond the four-wall environment to connect, interact and grow with customers and suppliers.

## **10.4. Customer Management**

See the differences act on the opportunities instantly, consistently, profitable.

Customers have always been at the core of business. The Internet economy has empowered the customer with more information and more choices than ever before. In the digital economy, your empowered customer swill:

- Value time, convenience, choice flexibility and simplicity
- Permit access to their information on their terms
- Expect you to learn from their interactions

- Look for customised, relevant, and usable value at a competitive price
- Demand consistent treatment across all modes of interaction – at the store, over the phone on the Web, at their home or business
- Insist on every interaction to be pleasant, fulfilling experience

Success with these customers will depend on how well to understand your customers, and their value differentiate based on that knowledge, and customize and personalize your interactions across all channels. Aligning your organization to become customer-focused with demand transformations across multiple fronts - business strategy customer facing and fulfilment processes, supporting technology and infrastructure.

## **10.5. Supply Chain management**

At FLC we take a holistic view of supply chain management. FLC's enterprise-to-enterprise Supply Chain Strategies integrate multiple strategy sets that can help transform entire industries, not just individual companies. Our application portfolio assembly approach to developing these strategies encompasses a series of end-to-end integrated templates that provide business and technical applications that cross enterprise boundaries.

FLC's enterprise-to-enterprise Supply Chain Strategies are strategically focused, processes structured, and technology enabled, designed to deliver quantifiable business based benefits. We focus on internet technologies, such as Electronic Commerce to help client seize competitive opportunities and enhance their bottom line. We have an end-to-end understanding of vendors, customers, channels, operations, and integration capabilities. We derive our strategies form all industry segments to help develop best of class supply chain answered of our clients.

Our long-term vision is to enable organization to manage and integrate the flow of information, money, and products within and beyond the enterprise. Within this framework, supply chain value and performance excellence are direct results of increased enterprise-to-enterprise supply chain integration, coordination, flexibility, and responsiveness.

## **10.6. Knowledge Management**

Information and Knowledge are the new competitive weapons of our time, regardless of industry, the most successful and smartest companies are those that have the best information and knowledge and use them to create value.

## **10.7. World Class Finance**

FLC's World-Class Finance Solution helps progressive CFOs and other leading finance executives in every industry extend the power of finance outside their organization to help win business, capture market share, negotiate more effectively, and truly drive the value of their enterprise in the marketplace. In short, we help CFOs manage the velocity intrinsic to today's business climate, increase the visibility of their organizations most important-yet often intangible assets, and lead the value creation process for shareholders.

Our vision is to help CFOs excel against the changing focus of finance:

- From serving internal customer to proactively meeting the growing needs of a full range external and internal constituencies.
- From employing enabling technologies to deploying empowering Internet based technologies that boost productivity and create greater customer satisfaction and employee loyalty.
- From achieving efficiency within their existing structure to helping to create new, flexible structure that better enable e-business across the enterprise as well highly rapid post-merger integration.

## **10.8. World Class Human Resources**

FLC's World class Human Resources provides client with innovative and web enabled HR solutions designed to reduce cost and optimise the HR value chain to support business strategies and objectives. Some of the issues and business driver our clients have been facing are:

- Critical need to utilize web-based technology solutions
- Extension of the HR Value Chain beyond the enterprise
- Globalisation of businesses and competitive pressures

## **11. Financial Advisory Services**

If you're building or repairing a business, you're making deals worth millions of rupees and putting the fortunes of stakeholders on the line. Whatever your stake CEO, creditor, shareholder you need to know what to hold out for and what you can give away.

And you need the other players in the deal to know you know. And you need connections to capital, people, formation. It all comes down to strength. You can't do a deal without it.

When your work with FLC, you share our strength, exceptional technical skills. Global seamless communications, deep industry knowledge.

Your goal is shareholder value. We help build a structure to take you there.

## **12. Corporate Finance**

### **12.1. Introduction**

Are you facing critical corporate finance decisions?

- Are you looking to build market share or defend your market position?
- Do you want to expand internationally?
- Are there subsidiaries or divisions that no longer fit your corporate strategy?
- Could you improve your financing strategy and cost of funds?

- Can you find alternative revenue sources through the sale of assets?
- Is your business under performing?
- Is your company undergoing significant change?

The right corporate finance adviser can provide you with the financing and M & A advice necessary to meet these challenges.

## **Who is the right corporate finance adviser for you?**

Are you looking for an adviser who can provide?

- Impartial advice, independent from financing sources
- Deep sector knowledge and experience
- A powerful global network delivering cross-border services
- An understanding of local and cultural issues backed by international capabilities
- A consistent track record as the leading financial adviser by number of deals globally

If so..... FLC Corporate Finance practice meets this challenge.

## **How we can help**

We can offer you independent advice on the full spectrum of corporate finance related issues

- Mergers, acquisitions and disposals
- Flotation and Public offerings
- Financing advice
- Leveraged and Management Buyouts
- Valuations and Appraisals
- Joint venture Advice
- Privatisation Advice

.....together with deep sector knowledge and a network comprising professionals.

## **The benefits to you**

- What you see is what you get regardless of the size of your transaction; we apply experienced professionals and a commitment to service quality. We genuinely believe in long term relationships, working with international clients at a local level around the world
- Advice to help you get the best possible deal and increase shareholder value
- Extensive industry sector knowledge meaning better understanding of your business and accurate valuation, speeding the identification of purchasers and targets
- A brand international network and leading edge knowledge management system allowing us to source deal opportunities and identify purchasers throughout the world with speed

- Our independence leaves us free to consider a broader range of financing options rather than favouring one product, market or bank. Our structuring skills help you obtain the most cost effective financing for your needs.

We look forward to meeting with you

## **12.2. Mergers & Acquisitions, Sales & Disposals, JV**

### **Features**

- Provides impartial advice, independent from financing sources
- Business strategy relating to acquisitions
- Evaluate potential investment in context of your existing business
- Provides a single source for all transaction needs, including corporate finance advice and deal management.

### **Benefits**

- Extensive industry sector knowledge and focus means better understanding and valuation of the transaction and speeds identification of targets and purchasers

Clients work with senior advisers, regardless of deal size

## **12.3. Debt and Equity Financing Advice**

### **Features**

- Project Finance (Including Public / Private partnerships and the Private Finance initiative)
- Advice on structure of new debt issues and the refinancing of existing obligations
- Advising on debt market opportunities and conditions
- Acquisition finance advice on structure and advice on refinancing of acquisitions to replace short-term finance with more efficient long-term solutions from the banking or capital markets
- Asset and tax based financing advice

### **Benefits**

- Our global reach contacts provide clients with a wide range of financing opportunities
- Obtain cost effective financing
- Our independence leaves us free to consider a broader range of financing option

## **12.4. Valuation and Appraisals**

### **Features**

- Independent valuations and valuation workshops

- Fairness opinions
- Pricing analyses
- Bid support
- Shareholder value initiatives
- Reorganization and restructuring valuations
- Valuations for mergers and joint ventures
- Valuations of intangibles
- Tax and accounting allocations

### **Benefits**

- “Objective and independent valuations that can withstand business and regulatory scrutiny”.
- Access to exceptional industry knowledge and business process experience
- Focus on shareholder value

## **12.5. Leveraged and Management Buyouts**

### **Features**

- Negotiation and managing the completion of management buy-outs and buy-ins
- Sourcing of venture and development capital and bank finance
- Provide innovative solutions to the problems common (and not so common) to MBOs/ MBI is coupled with a commercial attitude and experience of business in almost all sectors.

### **Benefits**

- Innovative solutions to the problems common (and not so common) MBOs / MBI is coupled with a commercial attitude and experience of business in almost all sectors.
- Fresh the management to continue running the business, deal with staff and help manage the differing interests of management, owners and investors.
- Independence from sources of funds guarantees impartial advice on funding.

## **12.6. Flotation & Public Offerings, Privatisation**

### **Features**

- Act as sponsor or nominated adviser, to manage the process and to coordinate the work of all those broking, accounting, PR and legal specialists who need to be involved
- Source and arrange the underwriting
- Guidance on and drafting of the prospectus
- Establish with the stockbrokers the appropriate parameters for pricing and share distribution



## **Benefits**

- Careful planning to help ensure potential rewards are to be realized fully
- Involvement with many different business at various stages of their development has given us an acute understanding of what your concerns and aspirations are likely to be

## **13 Corporate Recovery**

### **13.1. Introduction**

When your company is under performing, there's seldom a quick fix. You may need to

- Make fundamental changes in direction
- Alter your business structure
- Remove or rebuild components
- Inspire confidence, even as your options are narrowing

Whatever your stake: now more than ever, you need an adviser with strength

- Technical and analytical strength to determine what went wrong
- Deep industry knowledge to help your create effective solutions
- Operation skills to help your achieve your goals

When your positions are weak, FLC lends you strength. We draw on experience from restructuring engagements to help you

Capitalize on your synergies  
Eliminate redundancies  
Improve your productivity

### **13.2. Restructuring and Turnaround**

#### **Features**

- Helps develop and implement action plans to rebuild trust with investors and lenders
- Examines root causes of underperformance and formulates as solution through operational or financial restructuring
- Provides hands on assistance and stabilization when the survival of a company is threatened

#### **Benefits**

- Provides an objective view of the cause of underperformance
- Provides a pragmatic assessment of available options
- Focuses on long-term survival

- Enhances stakeholder value

### **13.3. Investigations**

#### **Features**

- Identifies causes of underperformance
- Assess creditworthiness of a company
- Provides liquidity investigations and workouts
- Asset management capability
- Provides pre-lending opinions on the ability of a customer to service a new debt
- Provides independent assessments of assets or business offered as collateral

#### **Benefits**

Provides objectives and reliable information and opinions

### **13.4. Insolvency Services**

#### **Feature**

- Realizes assets of a company for the benefit of creditors (when FLC serves in the capacity of a liquidator, receiver, or trustee in bankruptcy)
- Facilitates the survival of a troubled company in accordance with protective orders
- Advises on company closures

#### **Benefits**

- Helps creditors obtain a clear picture of the direction management intends to follow
- Helps management provide stakeholders with unified strategy for recovery
- Helps recover or preserve value

## **14. Forensic and Litigation Services**

### **14.1. Introduction**

High technology offers new opportunities for wrongdoers.

That means you face new kinds of security-related threats in the areas of

- Electronic funds diversion
- Money laundering
- Information theft
- Cyber terrorism

The perpetrators can be your own employees, suppliers, investors, customers, or business partners. Entering foreign markets magnifies the threat because of differing business customs and regulatory practices. And at home, cyber crime FLC protects both you and your customers.

FLC Forensic & Litigation Service practice can help you respond to these new threats and challenges.

Our in-depth experience ranges from conducting fraud investigations to implementing and monitoring ethics and integrity programs for organizations around the world.

Our comprehensive services can help you:

- Assess your exposure to fraud and other misconduct
- Design, implement, and manage fraud deterrence programs
- Monitor compliance with court orders and regulatory decisions
- Resolve disputes
- Maximize income rightfully due from contracts, license agreements, joint ventures, and fraud insurance coverage
- Minimize risk in new business ventures
- Safeguard your assets

Because wrongdoers are keeping up with the times

We combine technical anticrime skills with the deep resources of a global network of member firms. As with our IT network and experience investigating complex cyber crimes, we can confront wrongdoers with their most powerful weapons.

FLC Forensic & Litigation professionals include

- Investigative accountants
- Former law enforcement officers
- Private investigators
- Business values
- Criminologists
- Computer analysts

## **14.2. Risk Advisory Services**

Fraud risk management:

- Benchmarks the quality of your fraud risk management strategy, fraud risk assessment, internal controls, and fraud response planning
- Benchmarks the quality of the business environment-culture, ethics, personnel profile, structure, reward management, and communications
- Alerts your front line people to fraud through training

.....and helps you

- Highlight performance improvement opportunities to achieve your business goals
- Create shareholder value by focusing management attention on the critical risks
- Build an antifraud culture

Agreement vetting (pre- and post-closing) in conjunction with counsel:

- Reviews language of accounting mechanisms and drafts of agreements
- Assist in preparation or review of earn-out/closing accounts
- Advises on the preparation of dispute notices and settlement negotiations
- Assists with the preparation of submissions when a dispute goes forward to an independent expert

.....and helps you minimize your risk of future disputes and the associated time and costs

**Integrity management:**

- Analyses your risks and identifies weaknesses in your corporate ethics and compliance program
- Provides training in ethics and compliance commitments

...and helps you with the prevention and detection of violations of your internal standards and policies

**Physical security:**

- Assists you with corporate security by providing threat, risk, and vulnerability assessments as well as security recommendations
- Provides disaster recovery and contingency planning

....and helps you anticipate and minimize physical security risks and potential losses

**14.3. Investigations**

**Fraud:**

- Conducts large-scale, multi-jurisdictional fraud investigations
- Investigates management fraud and procurement fraud
- Gathers and documents facts and findings coherently and comprehensively, helping ensure evidence given in court is both admissible and credible
- Draws on multidisciplinary, multilingual teams
- Draws on diverse professional experience ranging from accounting to law enforcement

And helps you:

- React rapidly to emerging issues, anywhere in the world, and establish the facts

- Take control of a situation that you may feel is out of control
- Assess vast quantities of information as it comes to light in the course of an investigation by analysing and communicating it coherently to you
- Limit damage to your reputation
- Obtain recoveries of your assets.

## **Asset Tracing:**

- Traces cash and assets
- With counsel, assists in obtaining freezing orders in multiple and difficult jurisdictions (including offshore)
- Uses forensic IT solutions, including data visualization, to analyze problems more quickly than with traditional processes.

*and helps you:*

Safeguard assets early in an investigation to facilitate recoveries.

## **E-business risk assessment:**

- Helps you control and manage E-fraud risks including money laundering
- Investigates E-frauds
- Provides expert financial input in actual or potential E-business disputes

*and helps you:*

- Stay alert to potential e-business exposure at an early stage
- Counter factors that contribute to e-fraud.
- Achieve early and cost-effective settlements of e-business disputes

## **Regulatory inquiries**

- Carries out inquiries, investigations, and reviews for regulators, financial institutions, and regulated entities
- Assesses compliance risks
- Investigates compliance reports, including disciplinary issues
- Draws on multidisciplinary teams of professionals, including investigative accountants, former regulators, and financial sectors professionals.

*and helps you:*

- React rapidly to forensic or litigation issues any where in the world and quickly establishes the facts.
- Take control of a situation that you may feel is out of control.

- Assess vast quantities of information's as it comes to light in the course of an investigation by analysing and communicating it coherently to you.
- Provide an independent assessment of areas of potential non-compliance

## **Money laundering:**

- Carries out money laundering investigation, reviews, and training for banks and other financial institutions.
- Uses forensic IT solutions to capture and analyse key data on accounts and transactions.

*and helps you:*

- Achieve compliance with money laundering rules and regulations.
- Build money-laundering awareness.

## **Complex financial investigations:**

- Combines investigative skills, interviewing, project management, report writing, and IT skills to control and manage a wide range of complex financial investigations.
- Draws on multidisciplinary, multilingual teams with experience ranging from accounting to law enforcement.

*and helps you:*

- React rapidly to forensic or litigation issues any where in the world and quickly establish the facts.
- Take control of a situation that you may feel is out of control.
- Assess vast quantities of information as it comes to light in the course of an investigation by analyzing and communicating it coherently to you.

## **Investigative due diligence/corporate intelligence:**

- Performs in-depth background checks for companies considering new business relationship (for example with vendors, joint ventures partners, merger targets for franchisees)
- Develops financial and operating profiles of companies and key personnel.
- Identifies and evaluates potential risks, whether from questionable or illegal activities, pending litigation, liens and judgments, or potential conflicts of interest.
- Highlight risks and issues at an early stage.
- See the big picture by providing information to help you evaluate new opportunities.
- Enable board of directors and management to support decisions related to key personnel.

## **Forensic IT/computer forensic:**

- Uses data visualization to analyse problems more quickly than with traditional processes.

Uses well established techniques to capture electronic evidence in a format that is acceptable in a court of law.

## **14.4. Litigation services**

### **Expert witness:**

- Provides expert witness services in litigation and arbitration on technical accounting matters professional matters (e.g. auditing, accounting investigations), damage quantification, and business evaluations.
- Produces clear, focused, understandable reports that address relevant issues in a way that a judge or other reader can understand.
- Provide credible oral evidence based on many years. Experience in both civil and criminal trials.

*and helps you:*

- Improve your chances of settling a dispute at an early stage by providing independent and impartial advice.
- Stay alert to potential weaknesses in your case at an early stage.
- Estimate the likelihood of success of any given argument to help you pursue a cost-effective strategy.

### **Litigation support:**

- Helps you administer your case from the earliest stages of litigation through trial or alternative dispute resolution.
- Draws on project management experience gained in a large number of complex, high-profile cases.
- Works with tight deadline, deals with large volumes of documents, and operates globally.
- Works closely with the legal team to identify relevant accounting issues at an early stage.
- Uses forensic IT solutions, including document imaging and advanced database management to help provide immediate responses to questions raised in courts.

*and helps you:*

- Manage the progression of your case through the court's timetable cost effectively.
- Ensure that you have the necessary factual information for evaluating the potential success of your argument at any stage of litigation.

### **Closing financial statements:**

- Assist in the review of closing and earn-out accounts in connection with a dispute.

- Advises on the preparation of dispute notices.
- Assist in settlement negotiations.
- Provides an independent review and opinion on number of payments and amounts owed/overpaid.

and helps you achieve an early and cost-effective settlement of your closing accounts disputes.

#### **14.5. Intellectual Property Services:**

##### **Intellectual Property and Portfolio Management:**

###### **Features:**

- Identifies your intellectual property assets
- Assesses the value and commercial potential of your intellectual property
- Helps build IP management systems
- Assists in the development of strategy for enhancing the value of IP assets
- Implements programs for the realization of IP value through more efficient internal usage, licensing, or disposal

###### **Benefits**

- Integrate IP and business strategies
- Realize cash and values from IP assets through internal or external use and market recognition

##### **Royalty and license management:**

###### **Features**

- Investigate IP use by third parties, compliance with licenses, and completeness of revenue streams
- Assist in the resolution of disputes arising from use of intellectual property by a third party
- Assist in the recovery of revenue and proceeds from contracts, royalty and license agreements, joint ventures, and franchise arrangements
- Reviews wording of accounting, audit, and record keeping mechanisms in license agreements

###### **Benefits**

- Enhance the value of your intellectual property
- Build trust between you and your licensees, thereby helping to reduce risks of future licensing disputes

#### **14.6. Dispute Resolution Services**

##### **Arbitration:**



Assist parties in dispute they have agreed to arbitration

Provides qualified arbitrators from FLC's team of professionals

*and helps you by:*

Assisting, in behalf of a party, in the achievement of an early and cost effective Settlement of a dispute and avoidance of litigation

Providing, as an arbitrator, efficient arbitration of a dispute

### **Professional determination:**

- Acts as an independent experienced professional in a dispute and may issue a determination
- Typically takes a more investigative role than an arbitrator
- Alternatively, assists you in presenting your case to an independent professional

*and helps you by:*

- Assisting, in behalf of a party, in the achievement of an early and cost effective settlement of a dispute by avoiding litigation
- Providing an efficient resolution of a dispute

### **Mediation:**

Acts as neutral facilitator appointed by the parties to assist them in reaching a settlement through structured negotiation

*And helps you:*

By providing efficient dispute resolution

## **15. Transaction Services**

### **15.1. Introduction**

Mergers and acquisition activity has never been higher because of:

- Increasing pace of globalization
- Industry consolidation
- Technological advances

You feel the pressure from peers, the media, and the financial markets to do the deal before it's too late.

Yet according to a FLC study, most of recent deals failed to deliver shareholder value, and even actually destroyed value. Reason being? Too much focus on closing a deal. Too little focus on ensuring its success.

FLC's Transaction Services provides merger and acquisition support by placing a strong emphasis on stakeholder value and identifying key risks and benefits early on.

## **Our Methodology**

Using FLC's proprietary Intelligence for Successful Transactions, our integrated transaction teams can substantially enhance your probability of success by.

- Providing global intelligence on risks/ opportunities throughout the transaction process
- Linking commercial issues to your objectives and strategies
- Facilitating decision-making
- Increasing focus and efficiency
- Promoting knowledge sharing

## **Transaction Types**

### **Merger and acquisitions**

Strategic mergers are an increasingly important method for businesses to achieve corporate objectives. FLC has in-depth experience of working with clients who are undertaking significant corporate mergers. Our transaction methodology helps ensure that client issues, risk areas and deal breakers such as integration issues are identified as early on as possible to enable deal success and the subsequent delivery of shareholder value.

### **Disposals/De-mergers**

With increasing focus on the marketplace on creation of shareholder value, FLC's methodologies enable us to advise clients on which best of corporate entity should be disposed of and the method by which to undertake the particular variety of transaction decided upon. In many instances the disposal will generate a series of activities, which are generically described as vendor assist services by us together with cell mandate work for our corporate finance business.

### **IPO's**

Whether raising finance, profile or providing a market in your shares are key business objectives, extensive research and meticulous planning are vital in order to undertake a successful IPO. FLC helps ensure a smooth flotation process by focusing on key issues, using focused teams.

### **Joint ventures and strategic alliances**

Joint ventures and strategic alliances are increasingly seen as the quickest and shortest route for growing internationally, gaining global economies of scale or improving cost competitiveness. More often than not, however, the performance falls short of their objective. FLC's methodologies, based around the techniques used for integration, helps ensure that those entering into these types of arrangements maximize the benefits for themselves by clear management of the exercise on creation execution and exit.

### **Privatisation**

Assisting governments and often-quasi government organizations to prepare entities to enter the commercial world both in terms of the business issues and change management, which have to be undertaken. In addition, our integration team play an important part in transforming organizations ahead of the deadline.

### **Project and Structured Finance**

Obtaining finance which prices risk correctly is key to enhancing shareholder value. Project and finance techniques can be used to reduce the weighted average cost of capital of project structured/acquisitions giving you a better chance of winning deals. FLC help identify separable assets and cash flows, which are attractive to lenders, structure the deal to sanitize the cash flows, carry out the due diligence, which minimizes the financier's uncertainty about the deal, and identify financing sources.

### **Private Equity**

Private equity provides long-term, committed share capital, to help unquoted companies grow and succeed. Obtaining private equity is very different from raising debt or a loan from a lender, such as a bank. Lenders have a legal right to interest on a Loan and repayment of capital, irrespective of whether a business succeeds or fails. Private equity is interested in exchange for a stake in your company and, as shareholders; the investor's returns are dependent on the growth and profitability of the business. The term venture capital is used refer to investments in early stage and expanding companies.

## **15.2. Pre-Deal Evaluation**

### Features

- Identifies key risks and potential deal breakers;
- Assesses target's strengths and weaknesses against industry benchmarks;
- Evaluates potential investment in context of your existing business

## **15.3. Bid Services**

### Features

- Analyses published record of bidder or potential bidder;
- Independent analysis of published record of target;

- Peer group comparative analysis of both predator and target;
- Advises how findings can best be used in the market;
- Assesses commercial strengths and weaknesses;
- Analyses bidder's role in its industry including its acquisitions record and analysis of past and planned strategic moves.

#### Benefits

- Identifies bidders strengths and weaknesses, in particular the quality of earnings for potential marketing use;
- Identifies targets strengths and weaknesses to assist bidder in developing ripostes or demonstrating strengths;
- Highlights competitive strength.

Helps you identify potential competitive and operational risk and opportunities associated with the target

### **15.4. Transaction Evaluation (Due Diligence)**

#### Features

- Gathers, analyses and interprets financial, commercial and legal information
- Serves both buyers and sellers
- Analyses past and current trading patterns
- Assesses –e-commerce suitability

#### Benefits

Enhances probability of success by providing intelligence on key risks and benefits throughout the transaction.

### **15.5. Strategic and Commercial Intelligence**

#### Features

Strategic and commercial intelligence combined with customer, supplier and trade interview analysis.

#### Benefits

Aids understanding of true competitive position of business to help judge its commercial value.

### **15.6. Vendor Initiated Due Diligence**

#### Features

Independent analysis and evaluation of financial and commercial information prepared at an early stage of the disposal.

#### Benefits

- Provides vendor with early notice of issues which may impact bidder's perception of value so that they can be assessed;
- Provision of independent due diligence to purchasers;
- Facilitates better informed bids at competitive stage of auction thereby reducing risk of subsequent price reduction;
- Prevents consecutive due diligence by bidders thereby minimizing disruption to business and reducing transaction timetable;
- Helps to limit extent of contract warranties by making full disclosure;

Helps reduce bidders transaction costs thereby stimulating interest.

### **15.7. Vendor Assistance**

#### Features

Comprises any or all of the following:

- Tax structuring
- Compilation and review of financial information to be provided bidders
- Audit of special purpose accounts
- Organization of financial sections of date room;
- Interfacing with purchasers and their accounting advisers on accounting matters and challenging due diligence findings of purchasers
- Checking/challenging information provided by management of the business to be sold and generally representing the vendor's interests on site
- Advice on financial clause of sale and purchase agreement
- Audit/review of completion accounts, assistance with price adjustments as well as work warranty clauses

#### Benefits

Helps vendor to preserve the value in disposals by guarantee assisting the vendor with proper process execution.

### **15.8. Transaction Structuring**

- Analyses acquirer's current position and commercial objectives
- Determines the appropriate accounting and tax treatment

#### Benefits

- Enhances return of new corporate entity while reducing tax burden
- Anticipates impact of deal financing, compensation arrangements and the deal structure itself on reported results
- Anticipates requirements for registering debt and equity issued in the deal and helps you complete these filings.

### **15.9. Stock Exchange Reporting**

#### Features

- Presents financial information in public documents
- Keeps all parties fully informed about the company and target
- Prepares reports for sponsoring investment bank
- Reviews a company's working capital requirements and report publicity on the financial performance

#### Benefits

- Early warning on issue to be managed
- Compliance with relevant regulations detailed requirements
- Comfort on issues where public statements need verification.

### **15.10. Contract Assistance**

#### Features

- Advises on the financial aspects of the draft and purchase agreements and related issues, including:
  - Structure of any price adjustment mechanism;
  - Scope of accounting warranties and indemnities;
  - Future plans for add-on acquisitions or divestitures;
  - Accounting principles for closing accounts'
  - Mechanics of the closing accounts process;
  - Form of any dispute resolution process.

#### Benefits

- Helps you achieve successful agreements;
- Helps you avoid expensive disputes;
- Helps you resolve dispute swiftly and effectively

### **15.11. Integration**

#### Features

- Highlights key integration issues during pre-deal evaluation and post-deal implementation planning;
- Analyses potential synergies;
- Designs integration programs;

#### Benefits

Significantly enhances deal success by focusing on identifying, preserving, realizing and creating value.