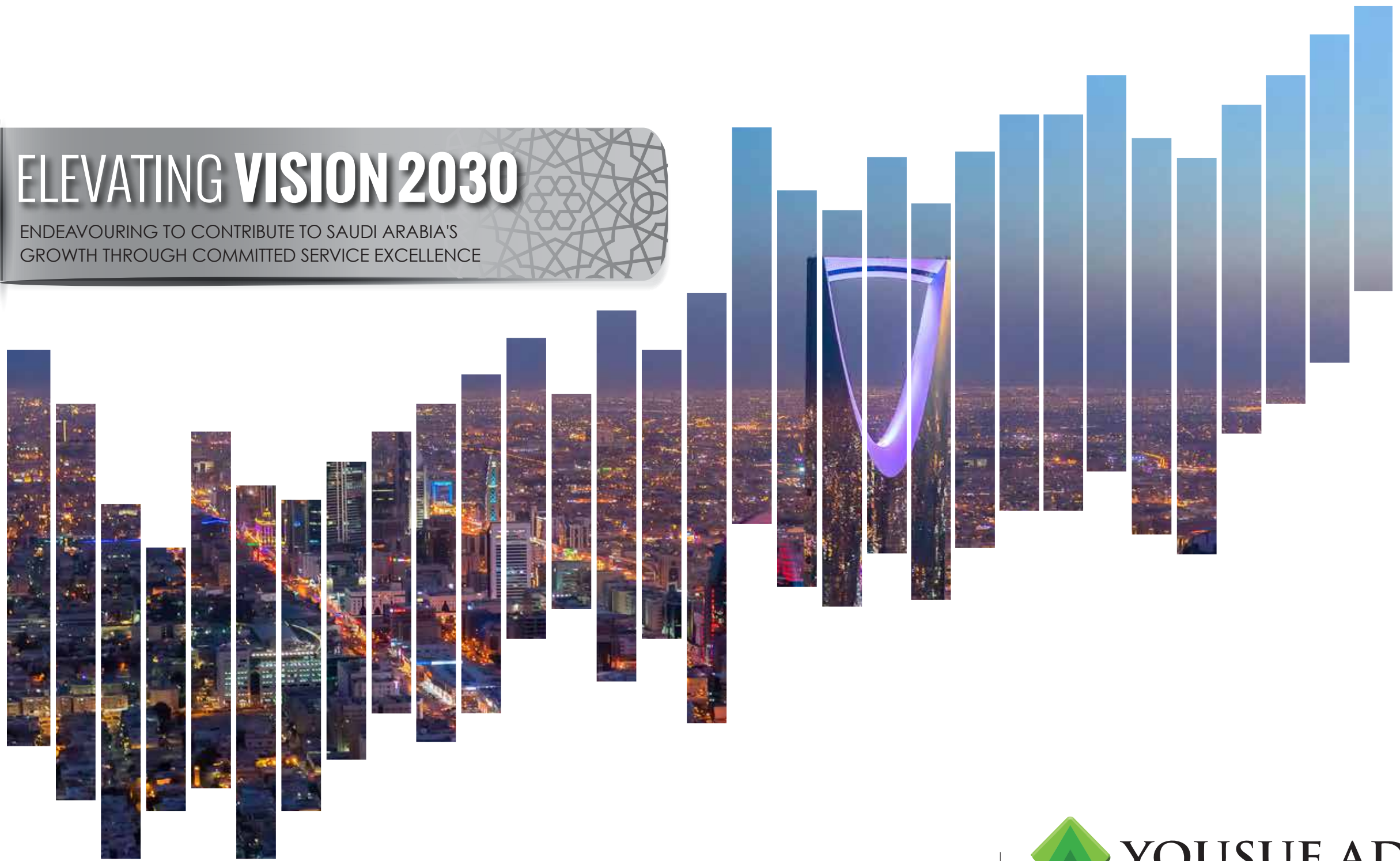


ELEVATING VISION 2030

ENDEAVOURING TO CONTRIBUTE TO SAUDI ARABIA'S
GROWTH THROUGH COMMITTED SERVICE EXCELLENCE



YOUSUF ADIL
PACE ALIGNED...



MISSION

To become the first choice of the most sought-after clients and talent.

VISION

To be the standard of excellence in professional service delivery.

VALUES

- ◆◆ Lead the Way
- ◆◆ Serve with integrity
- ◆◆ Take care of each other
- ◆◆ Foster inclusion
- ◆◆ Collaborate for measurable impact





EXPONENTIAL GROWTH

Our evolution from a sole proprietorship to a thriving organization of over 700 professionals, with established offices in four key cities – Karachi, Islamabad, Lahore, and Multan – is a testament to our exponential growth.

ISO 27001 CERTIFIED FIRM

YOUSUF ADIL has been ISO 27001 certified since 2017. Aligned with TUV AUSTRIA procurement standards, our firm is fortified by ISO 27001 for Information Security Management Systems and upholds a steadfast commitment to the IFAC Code of Ethics, setting a global standard. YA is the sole ISO 27001 certified firm in Pakistan, ensuring secure data storage and transmission

SKILFUL SOLUTIONS SINCE 2003

As member firm of one of the largest global network YA has been providing resources to Middle East since 2003 in AUDIT, TAX, ADVISORY, IT and ACCOUNTING.

RANK 'A' CATEGORIZATION

Yousuf Adil has been ranked by STATE BANK OF PAKISTAN (SBP) in category 'A' on the approved panel of auditors for more than last five (5) years.

Ranked by INSTITUTE OF CHARTERED ACCOUNTANTS OF PAKISTAN (ICAP) in category 'A' of Quality Control Rating as per quality control review carried out by ICAP.

ONE OF THE LARGEST FIRM IN PAKISTAN

YA maintains a presence across all four major cities in Pakistan, boasting a dedicated workforce exceeding 700 professionals. Our team comprises qualified individuals, seasoned professionals, business graduates, IT experts, HR specialists, and legal professionals, ensuring a diverse and skilled workforce

ESTABLISHED

Established in 1972, YA has evolved into a prominent professional services firm in Pakistan. Serving 500+ audit clients, encompassing multinational and local companies, the firm maintains a substantial presence in the manufacturing, services, commercial, financial, and public sector domains within Pakistan.



OUR PEOPLE OUR Strength

Yousuf Adil Chartered Accountants Firm stands as a paragon of financial expertise, bolstered by a formidable team of **OVER 700** highly skilled professionals. With a rich legacy spanning over 50 years since its establishment in 1972, the firm has consistently delivered unparalleled quality services. Bolstered by **ISO 27001** certification for 'Information Security Management Systems' and unwavering adherence to **IFAC Code** of Ethics, the firm sets a global benchmark. Under the strategic guidance of a dynamic leadership team comprising **16 partners**, alongside a visionary Board of Partners and CEO, Yousuf Adil seamlessly blends decades of experience with an unyielding commitment to quality, positioning itself as a trusted leader in the **MENA region and beyond.**



DIVERSE EXPERTISE, ENDURING EXCELLENCE

SERVING 500+ CLIENTS

ACROSS INDUSTRIES



YOUSUF ADIL

PAGE ALIGNED...

Dynamic

SERVICE SPECTRUM ACROSS INDUSTRIES

Yousuf Adil serves 500+ audit clients, encompassing multinational and local companies across diverse sectors, including manufacturing, services, commercial, financial, and public entities, such as:

◆◆ CONSUMER

Automotive
Consumer Products
Retail, Wholesale & Distribution
Transportation, Hospitality & Services

◆◆ FINANCIAL SERVICES

Banking & Capital Markets
Insurance
Investment Management
Real Estate

◆◆ ENERGY, RESOURCES & INDUSTRIALS

Industrial Products & Construction
Power, Utilities & Renewables
Energy & Chemicals
Mining & Metals

◆◆ GOVERNMENT & PUBLIC SERVICES

Defense, Security & Justice
Federal health
Civil
State & Local
Higher Education

◆◆ TECHNOLOGY, MEDIA & TELECOMMUNICATIONS

Technology
Telecommunications
Media & Entertainment

◆◆ LIFE SCIENCES & HEALTH CARE

Health Care
Life Sciences





ISO 27001

UPHOLDING GLOBAL SECURITY STANDARDS

Yousuf Adil Chartered Accountants has been ISO 27001 Certified since 2017 by the internationally recognized Certification Body, 'TUV Austria'. The steadfast implementation of Information Security Management Systems underlines our commitment to responsible business practices, ensuring the security of both our Firm and client data.

Key benefits encompass global information security compliance, competitive advantage, compliance with data protection, privacy and legal and regulatory standards, heightened operational efficiency, enhanced client satisfaction, fortified cyber resilience, improved reputation, and a cultural advancement.



TECHNOLOGY



STANDARDS



CONTROL



SECURITY



CERTIFICATION



VERIFIED



OUR CORE



YOUSUF ADIL
PACE ALIGNED...

Services



ACCOUNTING SUPPORT

BUSINESS PROCESS SOLUTIONS (BPS)

FINANCIAL & BUSINESS ADVISORY

- ◆ FINANCIAL INSTITUTIONS RISK ADVISORY (FIRA)
- ◆ FINANCIAL ADVISORY
- ◆ RISK ADVISORY

TECHNOLOGY ADVISORY, CONSULTING & RISK ASSURANCE (TACRA)

TAXATION

AUDIT & ASSURANCE





YOUSUF ADIL

PACE ALIGNED...

ACCOUNTING AND REPORTING SERVICES

Preparation or review of 'Financial statements' in accordance with International Financial Reporting Standards (IFRSs).



IFRS SUPPORT / TECHNICAL ACCOUNTING

Accounting and Support Services' from Book-keeping to General Ledger Maintenance in accordance with IFRSs and providing accounting advices or assistance on complex accounting matters.



TRANSACTION ACCOUNTING AND CAPITAL MARKET SERVICES

'Accounting Support Services' on transaction accounting, due diligence, mergers, acquisitions, purchase price allocations and related accounting services.



TRAININGS

Customized trainings to client's staff on application of IFRSs.

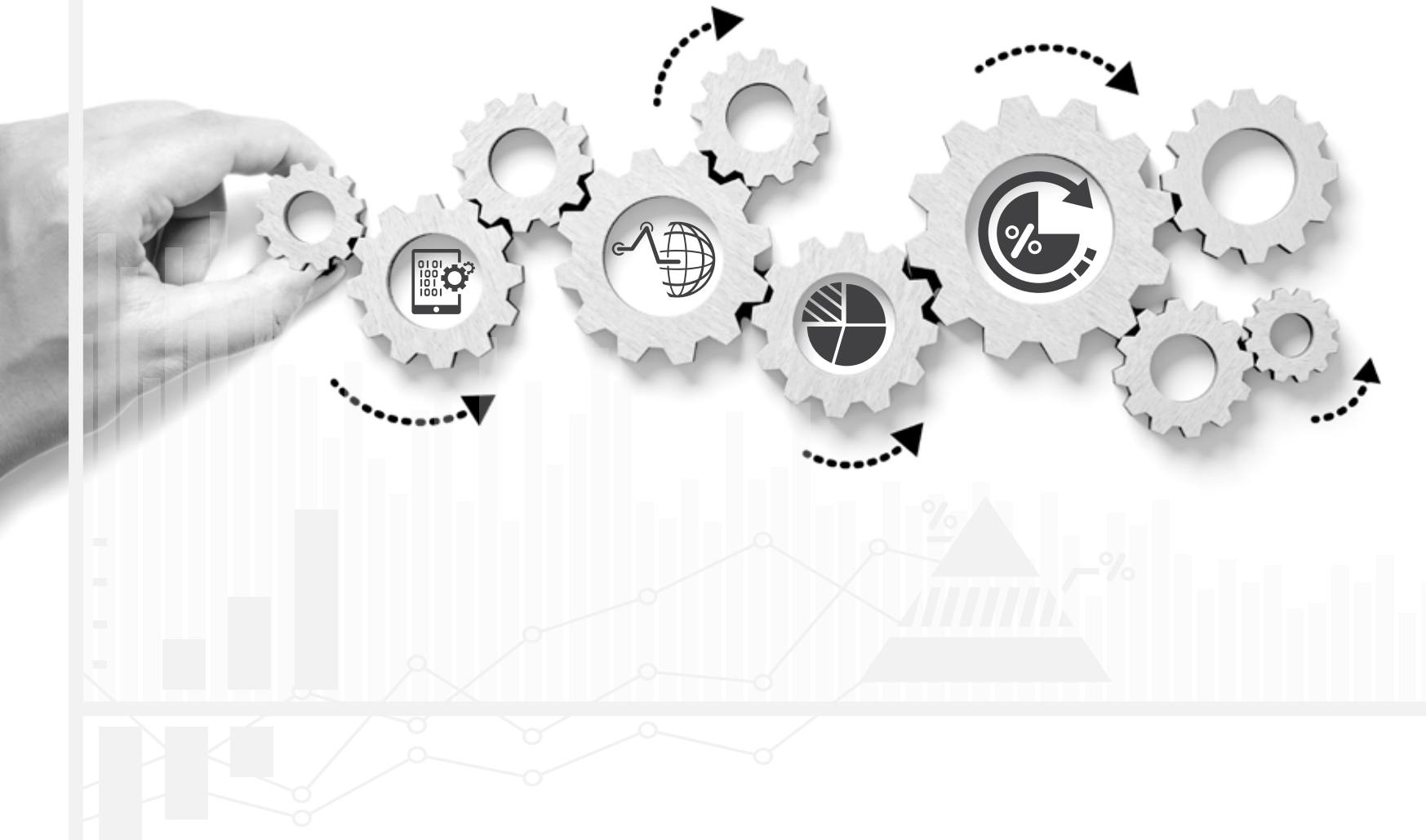


Accounting Support

Yousuf Adil has trained and empowered
1000+ PROFESSIONALS
across diverse industries in the MENA region.



YOUSUF ADIL
PACE ALIGNED...



FINANCE AND ACCOUNTING

- OPERATING OUTSOURCED ACCOUNTING FUNCTION
- DEVELOPMENT OF FINANCIAL REPORTING STRUCTURE
- DEVELOPMENT OF COSTING & BUDGETING STRUCTURE
- PERFORMING VARIOUS COMPLEX RECONCILIATION
- PERFORMING CFO SUPPORT ROLE
- FINANCE STRUCTURE TRANSFORMATION PROJECTS
- INTERIM ACCOUNTING & FINANCE TALENT SHARING
- FINANCIAL SHARED SERVICES
- MANAGED TREASURY SERVICES
- DEVELOPMENT OF STATUTORY FINANCIAL STATEMENTS



HR AND PAYROLL

- PAYROLL MANAGEMENT
- EMPLOYEE SELF SERVICE
- SALARY TAX CALCULATIONS
- LEAVE MANAGEMENT TRACKING
- PAYROLL / LABOUR COMPLIANCES HEALTH CHECK
- EMPLOYEES' BENEFITS ADMINISTRATION



BUSINESS PROCESS TECHNOLOGY

- ERP IMPLEMENTATION
- ROBOTICS & COGNITIVE ANALYTIC (RCA)
- PAYROLL AND HR TECHNOLOGY
- BUSINESS INTELLIGENCE/ DATA ANALYTIC
- PROCESS MANAGEMENT

Business Process Solutions

With YA, experience a one window solution for all your accounting needs



Financial institutions Risk Advisory (FIRA)

FINANCIAL & OPERATIONAL RISK

- ◆ CREDIT RISK REVIEW
- ◆ ENTERPRISE RISK MANAGEMENT (ERM)
- ◆ OPERATIONAL RISKS & CONTROLS EVALUATION/GAP ANALYSIS
- ◆ THIRD PARTY RISK ASSESSMENT
- ◆ INTERNAL CONTROLS OVER FINANCIAL REPORTING (ICFR)

IFRS IMPLEMENTATION

- ◆ IFRS 9 – FINANCIAL INSTRUMENTS
- ◆ IFRS 15 – REVENUE FROM CONTRACTS WITH CUSTOMERS
- ◆ IFRS 17 – INSURANCE CONTRACTS ETC.



MANAGEMENT CONSULTING

- ◆ BUSINESS TRANSFORMATION
- ◆ ACCOUNTING ADVISORY
- ◆ TRAININGS & CAPACITY BUILDING WORKSHOPS
- ◆ IMPLEMENTATION OF IFRS
- ◆ IMPLEMENTATION OF IFRS 9 & IFRS 17
- ◆ POLICY REVIEW
- ◆ POLICY PROCEDURE MANUAL REVIEW
- ◆ IFRS IMPLEMENTATION AND IMPLEMENTATION REVIEW



COMPLIANCE

- ◆ CORPORATE COMPLIANCE ASSESSMENTS
- ◆ ANTI-BRIBERY & ANTI-CORRUPTION (ABAC)
- ◆ OPERATIONS & SYSTEM COMPLIANCE AUDIT
- ◆ ANTI-FRAUD & WHISTLE BLOWING PROGRAM



Financial & Business Advisory

The State Bank of Pakistan (SBP) has ranked YA
in **CATEGORY 'A'** on the approved panel of
auditors.



Financial Advisory

MERGERS AND ACQUISITIONS

ADVISING ON MERGERS, ACQUISITIONS AND DIVESTITURES.



INFRASTRUCTURE AND PROJECT FINANCING

ADVISING ON THE COMPLEX FINANCING REQUIREMENTS OF INFRASTRUCTURE AND OTHER LARGE-SCALE PROJECTS.



PRIVATE EQUITY AND VENTURE CAPITAL

ADVISING ON PRIVATE EQUITY AND VENTURE CAPITAL TRANSACTIONS.



CROSS-BORDER TRANSACTIONS

ADVISING ON CROSS-BORDER TRANSACTIONS INVOLVING THE MENA REGION.



STRATEGIC CONSULTING

ADVISING ON STRATEGIC CONSULTING AND OTHER CORPORATE ADVISORY SERVICES.



Financial & Business Advisory

Proven track record of **OVER 50 YEARS** in facilitating seamless diverse mergers & acquisitions in very collaborative manner of large financial institutions.



YOUSUF ADIL
PACE ALIGNED...

Risk Advisory

ENTERPRISE RISK MANAGEMENT

- ERM FRAMEWORK DEVELOPMENT
- ERM PROCESS DEVELOPMENT
- ERM MATURITY ANALYSIS
- ERM SOFTWARE SELECTION



GOVERNANCE RISK & COMPLIANCE SERVICES

- GOVERNANCE AND OVERSIGHT
- ENTERPRISE RISK MANAGEMENT
- CORPORATE & REGULATORY COMPLIANCE



ANTI-MONEY LAUNDERING & COUNTER FINANCING

- CUSTOMER RISK ASSESSMENT METHODOLOGY & MODEL
- PRODUCT RISK ASSESSMENT METHODOLOGY & MODEL
- PRODUCT RISK ASSESSMENT RESULTS
- MINIMUM DUE DILIGENCE REQUIREMENTS



SYSTEM IMPLEMENTATION

- GRC
- INTERNAL AUDIT
- RISK MANAGEMENT
- AML/CFT ETC.



Financial & Business Advisory

YA carries very **ROBUST INTELLECTUAL POOL** for risk advisory that stems from our engagements with range of diverse organizations of different industries.



CIO ADVISORY AND TECHNOLOGY ENABLEMENT

- IT STRATEGY AND OPERATING MODEL
- TECHNOLOGY BUSINESS MANAGEMENT & PERFORMANCE
- SERVICE MANAGEMENT AND SERVICE INTEGRATION
- TECHNOLOGY INFRASTRUCTURE AND ARCHITECTURE
- IT STRATEGY AND OPERATING MODEL
- VIRTUAL GOVERNANCE, RISK AND COMPLIANCE (VGRC)
- PROJECT MANAGEMENT OFFICE



IT EXTERNAL AUDIT, SUPPORT & TALENT SHARING

- TALENT SHARING OF IT AUDIT SUPPORT STAFF
- TECHNOLOGY, REGULATORY, FRAMEWORK & STANDARD ASSESSMENTS FOR IT
- IT INTERNAL AUDITS
- IT COMPLIANCE REVIEWS
- DATA ANALYTIC IN EXTERNAL AUDITS
- IT AUDIT COORDINATION AND COMPLIANCE



IT RISK MANAGEMENT

- FRAMEWORK AND POLICIES DEVELOPMENT AND REVIEWS
- IT RISK ASSESSMENTS
- RISK MITIGATION ADVISORY



IT THIRD PARTY ASSURANCE

- SOC 1
- SOC 2 / SOC 3
- ATTESTATION REPORTING READINESS ASSESSMENT



CYBER

- CYBER SECURITY ASSESSMENT
- CYBER DEFENCE – STRATEGY AND DESIGN
- SECURITY TRANSFORMATION
- SECURITY PROGRAM SUPPORT
- SECURITY STRATEGY AND GOVERNANCE
- SECURITY CERTIFICATION SERVICES
- VIRTUAL CISO



Technology
Advisory Consulting &
Risk Assurance | TACRA

YA provides **CUSTOMIZED IT SOLUTIONS** catering the needs of different organizations in ever changing IT environment.



VAT



TAX PLANNING



TAX PENALTY



YOUSUF ADIL
PACE ALIGNED...

MERGER AND ACQUISITIONS

Advises corporate buyers and private equity investors throughout the entire deal life-cycle including performing tax due diligence, providing tax structuring advice.

Part of successful deals Mergers and acquisition deals in various sectors including Telecommunication, Banks, Oil & Gas, Power and Manufacturing.



TAX COMPLIANCE SERVICES

Offering streamlined solutions for managing diverse tax compliance workloads and meeting deadlines. Ensuring accurate return filing in accordance with relevant tax laws. Providing tax advisory services for routine and complex transactions impacting clients' businesses.



OTHER TAX ADVISORY SERVICES

Transfer Pricing compliances as per applicable tax laws. Tax Health checks to identify any non-compliance and suggesting remedial actions and exploring strategic tax planning opportunities



Taxation

YA offers a broad range of **FULLY INTEGRATED TAX SERVICES** in combination of insights & innovations from multiple disciplines with businesses & industries' knowledge.



USE OF SPECIALISTS

For complexities, operations, integrating specialists into audit team can add significant value.



COMMUNICATION AND COLLABORATION

Regular meetings with accounting / finance and other departments in which we will discuss matters relating to the following topics:

- OVERALL AUDIT STATUS
- INTERNAL CONTROL STATUS AND COMMENTS
- ACCOUNTING ISSUES AND CONCLUSIONS
- FINANCIAL REPORTING MATTERS AND CONCLUSIONS
- STATUS OF SPECIALISTS' WORK
- OPEN ITEMS



CASEWARE

Our audit team utilizes the globally acclaimed CaseWare software, demonstrating expertise in internationally recognized audit solutions. At YA, our trained managers and staff are seamlessly integrated with cutting-edge technology solutions.



AUDIT APPROACH

Partner-led and risk-based and designed to support the highest quality of audit opinion while providing management and Board of Directors with assurance over the key audit risks facing the business.



YEAR-ROUND INVOLVEMENT

Timely interaction and consultation on significant business and accounting developments.
Year-round availability and fast responsiveness of partners, specialists, and staff.
Audit of significant or complex transactions as they occur.



ASSESS AND PRIORITIZE RISK LEVELS

Risk factors developed for the audit, based on input from management and then risk model is developed which assess the level of risk for each Financial Statement line item and review these with management team.



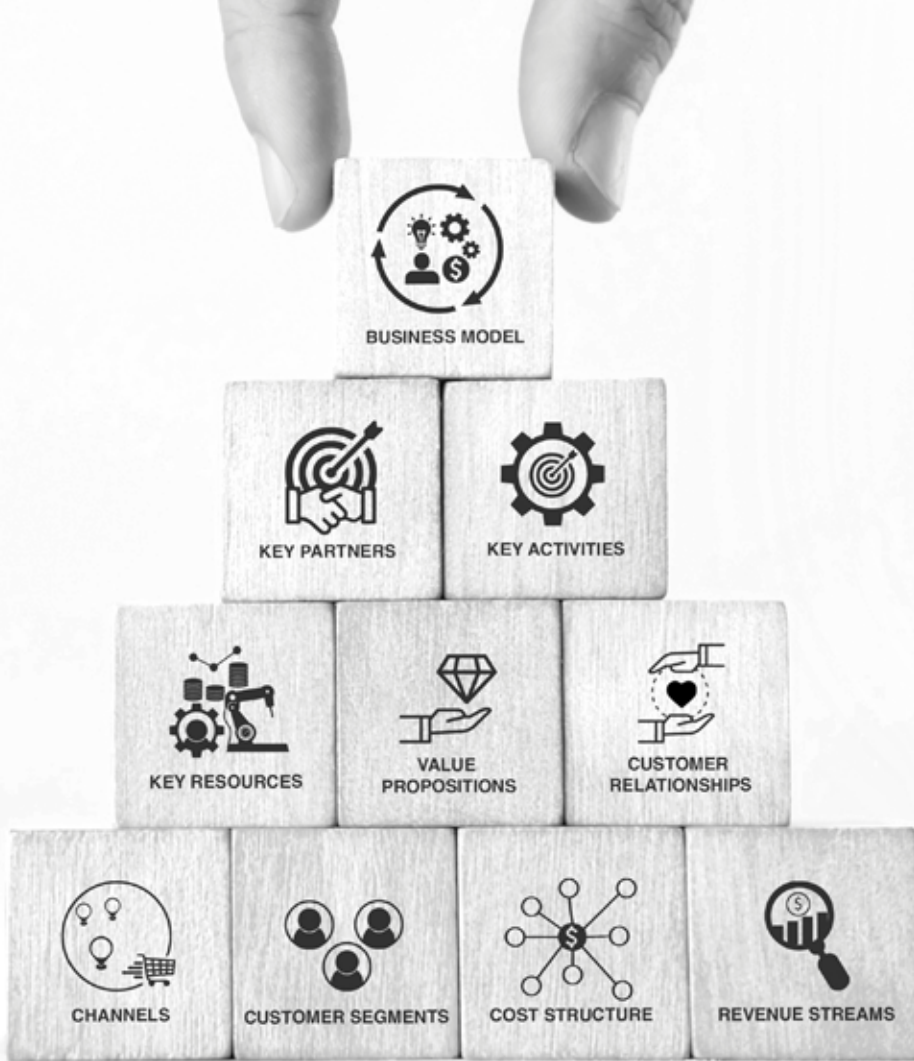
EVALUATE AND MONITOR

Continuously monitor audit risk and are focused on performing audit procedures throughout the year to address your most significant and current risks.



Audit & Assurance

YA strictly adheres to global **INFORMATION SECURITY STANDARDS**, safeguarding data with a robust framework to ensure confidentiality, integrity, and availability.



CO-SOURCING ARRANGEMENTS

In such arrangements we can agree to deliver the client jointly i.e, assignment may be divided into our teams based on our area of expertise. In such model fee may be agreed mutually as a percentage of total client billing.

REFERRAL WORK

In such arrangements where you feel that YA possess the expertise to delivered exclusively you may charge referral fee as a certain percentage of assignment billing.



SECONDMENT MODEL (ON-SITE & OFF-SITE)

In this model we provide staff for both on-site & off-site to provide services as per above service lines to your clients. This model is based on fixed fee sharing per resources that includes per month salary, per deim, overtime / bonus as per your company policy plus accommodation.

In on-site model staff will be deputed on your firm/client physically. During on-site deployment per month salary, per deim, overtime / bonus as per your company policy plus accommodation applies.

During in off-site model staff will be dedicated to you while working from home. During off-site deployment per month salary is 70 percentage of on-site salary. A part from this overtime / bonus as per your company policy plus accommodation applies.



BACK-OFFICE ARRANGEMENTS

In such scenario we will hire staff on your behalf. The staff will be dedicated to your organization for all reporting and administrative purposes. YA shall carry the risk of employing such staff on its pay roll and shall charge monthly fee per resource accordingly. The fee charge per resource will depend on the service availed i.e, pay roll processing, allocated office space and related internet services, resource hunting, visa processing / ticking etc.



Collaboration models

IFAC Code of ethics

YA upholds the Code of Ethics, embodying principles that define the expected standard of behavior and acknowledge their public interest responsibility.



The data sharing methods applicable to back office arrangements and off-site Secondment can be

TECHNOLOGY INFRASTRUCTURE OFFERINGS MODEL



MODEL 1: COMPLETE IT INFRASTRUCTURE SERVICES:

In this model dedicated and fully managed IT Infrastructure tailored as per your requirements and Industry Standards:

- ◆ Dedicated IT support personnel for 24/7 Services
- ◆ End-user Computing Services (Desktop Computers, Laptops, Printing etc.)
- ◆ Securely Segregated Network Architecture
- ◆ Dedicated Server Machines
- ◆ Secure VPN Services with Two Multi-Factor Authentication
- ◆ Segregated and Secure Storage Solutions
- ◆ Data Leakage Prevention Services
- ◆ Dedicated Email Services
- ◆ Cybersecurity Monitoring Services
- ◆ Malware Protection
- ◆ Threat Intelligence Implementation
- ◆ Patch Management Protocols
- ◆ Vulnerability and Penetration Testing Services
- ◆ Data Masking

MODEL 2: HYBRID IT INFRASTRUCTURE SERVICES

This model offers a hybrid integration of both comprehensive and foundational IT infrastructure services, where technology services would be shared between two parties:

- ◆ Dedicated IT support personnel
- ◆ End-user Computing services (Desktop Computers, Laptops, Printing etc.)
- ◆ Secure Data Storage & Sharing services
- ◆ Work from Home Facility through secure VPN

MODEL 3: BASIC IT INFRASTRUCTURE SERVICES

This model offers the basic technology facilities to the staff:

- ◆ Dedicated IT support personnel
- ◆ Internet access facilities
- ◆ Secure network connectivity
- ◆ Printing services

Data sharing methods

YA has been **ISO 27001 CERTIFIED** since 2017. Our firm is fortified by ISO 27001 for Information Security Management Systems.

WE APPRECIATE YOUR VALUABLE TIME AND CONSIDERATION

شكراً لك



YOUSUF ADIL
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