



J.A.S.B. & Associates

Chartered Accountants

CORPORATE PROFILE

www.jasb-associates.com

A member firm of  **KS International**



TABLE OF CONTENTS



About Us		2
Vision, Mission & Values		3
Approach & Methodology		4
Strengths		5
International Affiliation		6
Services		8
Our Experience		9
Management Team		10
Team Composition		11
Presence & Contact		12
Services Basket	Annexure -A	13
Our Experience	Annexure -B	17
Partner's Profile	Annexure -C	25

ABOUT US



JASB is the name of a fertile valley in Iran which was populated during the 200 AD. The valley is famous for its abundant greenery and a network of gushing streams and it is this fertility and energy of running streams that is reflected in the manner and working of the firm.

JASB is also the acronym of the first names of the founding partners of the firm viz-a-viz, **Jibran Hassan, Arsalan Vardag, Saeed A. Chughtai and Basharat Rasool.** The founding Partners have qualified chartered accountancy from big four audit firms and represent cumulative professional work experience of over 80 years. JASB provides a multitude of services to a wide variety of clients from its presence in Karachi and Islamabad.

The symbol of the firm is reflective of the firm's philosophy. The two arches at the top represent higher level of reasoning and logic i.e. **Conscience.** Our firm's color is "blue" which relates to trust, honesty and dependability, therefore helping to build customer loyalty. It indicates confidence, reliability and responsibility. It inspires wisdom and higher ideals but is also conservative and predictable.

Our Mission, Vision and Core Values are the basis of our approach to business which in turn is based on our **Conscience** to deliver multi-professional services with utmost integrity and professionalism.

Our Customers, the main beneficiaries of our expertise and services, will feel the difference in the way we treat them and engage them from the very outset of a particular assignment to understand their needs and to adopt a solution oriented approach without compromising on the integrity and professionalism.

VISION, MISSION & VALUES



Our **Vision** is to be recognized as the best professional service organization that enabled our Clients and our People to achieve the desired balance between personal, professional and financial success. This will be accomplished by inculcating a culture of professionalism, passion and teamwork that will enable us to continue attracting and retaining the best and brightest professionals, who will be recognized, respected and rewarded for their contributions to a firm that is founded on shared core values.

Our **Mission** is to become a professional accounting and consulting firm presenting a comprehensive range of services to exceed the Needs of our Clients by fostering an environment that encourages personal and professional growth and a passion for our Core Values. We will continue to be recognized as an innovative leader in the community – known for timely delivering precise, tailored and quality professional services through a multi-disciplinary approach.

Our **Values** are based on serving our customers in the best possible manner. Customer service is a continuous process of improvement and our core values are the guiding principles in our approach to business

- ✓ **Integrity in all relationships** – especially with our Clients and our People
- ✓ **Personal Responsibility and Accountability** to our Clients and our People, by being responsible for their interests, their sustainability and their prosperity
- ✓ **Investor in People** who make a difference to our **Clients**, to our People, to themselves and to the society

APPROACH & METHODOLOGY



The pivot of our business approach is our core values based on serving our customers. Accordingly, we are committed to the following Customer Focus Principles:

- ✓ **Being Solution Oriented is the guiding principle of our relationships and our engagements**
- ✓ **Striving for Excellence and adherence to the highest standards of service delivery is our source of motivation**
- ✓ **Value for Money is our guiding principle on which our clients and our own financial success are based upon.**

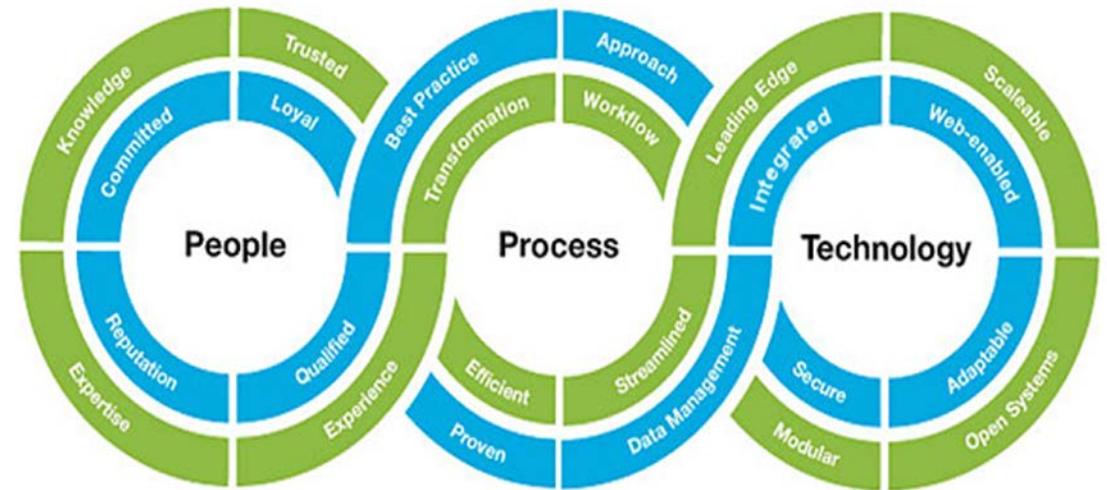
Detailed methodologies are different for different kinds & nature of engagements; however such specific working methodologies are designed on the basis of our following 7D common approach principles;

1. **Discuss** to get firsthand knowledge of the engagement
2. **Discover** the options based on our experience
3. **Demonstrate** our understanding of the engagement to achieve client's objective
4. **Develop** effective and efficient methodology to execute the engagement
5. **Deploy** the team & other resources in the field to execute the engagement
6. **Discipline** the engagement with its objectives, working methodologies and resources
7. **Deliver** the engagement

The above 7 D's are our benchmark principles in developing specific methodologies for all varying nature of engagements with respect to objectives, expertise, time, locations and costs.

STRENGTHS

JASB's Strengths lie in its People, Processes and Technology.



- ✓ Our team comprises of young & experienced Chartered Accountants, Finance & Business Professionals, Marketing Professionals, Engineers, Technology Experts and Lawyers having versatile experience of their respective fields.
- ✓ Our team has experience in all economic sectors including Banking & Finance, Insurance, Public Sector Enterprises, Public Private Partnership, Manufacturing, FMCGS, Oil & Gas Exploration, Refining & Marketing, Power Generation, Distribution, Real Estate Development etc.
- ✓ Wide variety of services ranges from pre-establishment to complex business process re-engineering through team of dedicated, trained and experienced professionals by using latest technologies.

INTERNATIONAL AFFILIATION



- ✓ J.A.S.B. & Associates, Chartered Accountants is a member of KS International, an Association of independent professional services firms located around the world.
- ✓ KS International was ranked in 2014 as the eleventh largest association of the world in terms of annual revenues. KS International has 76 member firms in 68 countries having 183 offices, 438 partners and more than 4,100 team members. KS International was formed in 1990 by Kingston Smith (UK) and Cabinet Sorel (France).
- ✓ Kingston Smith was established in 1923 and has been ranked in 2014 as the seventeenth largest firm in the UK in terms of annual revenues. Kingston Smith has seven offices in the UK and is managed by sixty partners.

About Us

- ✓ Our member firms offer a personal service that is focused on having a thorough understanding of your particular international needs. Each member firm is an independent legal entity in its own right, the operation of which is controlled in that country. This ensures that each firm has a complete knowledge and understanding of the local culture, which is vital when setting up and carrying on a business.

Our Aims and Objectives

- ✓ Our member firms offer a personal service that is focused on having a thorough understanding of your particular international needs. KS International consists of well-respected firms providing high technical standards and specialised services. Our international association aims to provide commercial and practical advice based on specific needs. Our priority is for the individual partners of member firms to give personal attention to client's needs.



Our Approach

Our members are committed to helping your business succeed by keeping up-to-date with your affairs and offering a high standard of both commercial and supportive advice. The key to our approach is to build a close relationship between partner and client. Our member firms are available to give the right advice at the right time – helping clients to grow, troubleshooting for them in difficult times, and helping them to maximise their success – whether on a national or international level. When high quality specialist services are needed, our member firms have the necessary skills and technical resources to provide them. Qualities you will find in a KS International firm include:

- ✓ A real understanding of your business
- ✓ A firm where the partners are in tune with your needs and aspirations
- ✓ Regular attention and support from accessible partners
- ✓ Commercial realism in the advice you receive
- ✓ Technically reliable responses to your enquiries
- ✓ Additionally, all KS International firms attach great importance to recruiting and training quality staff. To maintain our high standards, member firms run post qualification training programmes for their own personnel.

Our Commitment

Each of the KS International member firms aim to provide the following level of service:

- ✓ Responsibility for all aspects of the client service rests with dedicated partners, managers and supervisors
- ✓ Prompt response to client enquiries and phone calls
- ✓ When advising, we aim to combine high technical standards with commercial realism. In most cases, estimates of fees can be provided in advance of starting work

- ✓ In written communications we aim to avoid technical jargon and non-committal advice
- ✓ To keep up to date with client activities, we offer the facility of pre-planned regular meetings with the partner
- ✓ We attach great importance to continuity of key personnel wherever possible
- ✓ In order to help us maintain and exceed our standards, we always welcome any comments regarding our service.

Our Expertise

KS International member firms can provide the technical skills and expertise often required to advise on international issues, together with local business contacts and information on available opportunities. Our members are therefore in an excellent position to advise you on such subjects as:

- ✓ Setting up overseas branches and companies
- ✓ International tax planning for companies or individuals
- ✓ Offshore structures
- ✓ International audits
- ✓ Advice on commercial aspects of international trading
- ✓ International funding proposals
- ✓ Matters relating to nationality and immigration
- ✓ International corporate finance contacts

SERVICES



JASB offers following Services;

ACCOUNTING & AUDIT,
/ ASSURANCE

TAXATION ADVISORY

CORPORATE &
SECRETARIAL

FINANCIAL / BUSINESS
ADVISORY

RISK MANAGEMENT
ADVISORY

OTHER CONSULTING
SERVICES

EXECUTIVE SEARCH &
RECRUITMENT

HR MANAGEMENT &
ALLIED SERVICES

EXECUTIVE LEASING

SYSTEM
IMPLEMENTATION

SOFTWARE
DEVELOPMENT &
DESIGN

DATA MIGRATION,
MAINTENANCE &
ALLIED

VAT REFUND

FIXED ASSETS
VERIFICATION &
RECONCILIATIONS

MEDIA AUDITS

For detailed **Services** please refer **Annexure A**

OUR EXPERIENCE

Our team comprises of young & experienced Chartered Accountants, Finance & Business Professionals, Marketing Professionals, Engineers, Technology Experts and Lawyers having cumulative versatile experience of their respective fields of more than 80 years.

Utilizing our knowledge to raise your profile.



We have provided following Services to more than 140 corporate clients:

SERVICE	NUMBER OF CLIENTS
Statutory Audit / Cost Audit / Internal Audit / Media Audit	74
Accounting	34
Tax	66
Corporate & Secretarial	69
Consulting / Advisory	15
Others	05

For details of Our Experience please refer **Annexure B**

MANAGEMENT TEAM

Our core team includes the following:



	Name	Designation	Qualification
1.	Jibran S. Hassan, FCA	Partner	Chartered Accountant
2.	Arsalan S. Vardag, FCA	Partner	Chartered Accountant
3.	Saeed A. Chughtai, ACA	Partner	Chartered Accountant, MBA (UK) & LL.M-Law & Policy (UK), Advocate High Court
4.	Basharat Rasool, FCA	Partner	Chartered Accountant
5.	Shareef-ud-din Khilji, FCA	Director	Chartered Accountant
6.	Muhammad Adnan	Director	Cost & Management Accountant
7.	Ahsan Mahmood	Senior Manager	MBA - Finance
8.	Faheem Ahmed	Manager	ACCA in process
9.	Abaidullah Ansari	Manager	CA Finalist
10.	Qamar Ijaz	Manager	CA Finalist
11.	Zeeshan Jafri	Assistant Manager	ACCA

For brief resume of key management team please refer **Annexure C**

TEAM COMPOSITION

Chartered Accountants

5

ACCA's

7

Cost & Management Accountants

1

Legal Advisors

2

Other Professional Staff

75

Support Staff

14





PRESENCE & CONTACT

ISLAMABAD OFFICE

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SERVICE BASKET

Annexure-A

A.) ACCOUNTING, ASSURANCE & CONSULTING

1. Accounting, Audit, Assurance & Allied

- Statutory Audits;
- Cost Audits;
- Limited Review;
- Agreed upon Procedure Engagements;
- Compilation Engagements;
- Due Diligence Reviews;
- Reconciliations & Verifications etc.;
- Fund Accounting;
- Special purpose audits & other special engagements;
- Book Keeping & Accounting services
- Payroll & employee benefit plan management
- Filing & archiving
- Short/ long-term HR outsourcing for accounting & allied activities
- Advisory services on employees' benefit plans & registrations thereof
- Verification of inventories & investments

2. Taxation Advisory Services

- Strategic Tax Planning

- Corporate Tax Compliance and Assessments including appeals at Appellate Levels
- Expatriate Tax Counseling
- Tax Advisory to Non - Residents specifically covering Avoidance of Double Taxation Treaties
- Indirect Taxation including Sales Tax and Excise Duty
- Filing of Income Tax & Sales Tax Returns
- Other tax matters including getting tax permissions etc
- Representation before taxation authorities

3. Corporate & Secretarial Services

- Corporate advisory services & opinions;
- Pre-incorporation advisory services;
- Incorporation of companies, branches, liaison offices etc.;
- Formation of mutual funds & modaraba, special purpose vehicles;
- Registrations with regulatory authorities;
- Secretarial practices & corporate, statutory & regulatory compliances;
- Conversion of companies from one form to others;
- Public listing & floatation of shares & securities;
- Corporate structuring & re-structuring;
- Acquisitions & mergers;
- Liaison office services and branch setups;



SERVICE BASKET

Annexure-A

- De-listing of shares & securities;
- Liquidations (Winding-up);
- Formation & registrations of partnerships, Partners' inductions, retirements, liquidations & ancillary registrations/ de-registrations
- Drafting & registration of commercial, trade & shareholders agreements;
- Reviewing and commenting on commercial deeds and agreements;
- Documentations & registrations for property acquisitions, transfers, gifts & disposals

4. Financial / Business advisory

- Corporate strategy planning;
- Development of business plans;
- Development of financial projections;
- Preparation and analysis of Feasibility Studies;
- Mergers, Acquisitions, Listing /Delisting etc.;
- Transaction advisory services; and
- Corporate Finance etc.

5. Risk Management Services

- Internal Audit
- Review of Internal Control System

- Development of Internal control system
- Development of polices & procedural manuals
- Review of operational & accounting Manuals (SOPs)
- Implementation of accounting software and development of customized Chart of Accounts
- Forensic reviews
- Forensic Investigation

6. Other Consulting Services

- Developing and delivering in-house trainings customized to meet client requirements
- Open-audience trainings conducted for the professional development of personnel belonging to various organizations.
- Conducting Training Needs Assessments (TNA) for organizations, to help them in identifying the skills gap of their employees.
- Conducting a Post-training Effectiveness Evaluation
- Devise a comprehensive Training Strategy for clients' organizations.
- Starting a training implementation plan.



SERVICE BASKET

Annexure-A

B.) HUMAN RESOURCES SERVICES

1. Executive Search & Recruitments

- Executive search & allied services including placement of adds, collection of CVs, short listing and interviews
- Placements of staff
- CVs data processing etc.
- Conducting IQ & aptitude test of the candidates
- Interview of candidates

3. Executive Leasing

- Placement of staff on our payroll with complete HR solution
- Customized executive leasing solution including use of dedicated platform
- Assistance in hiring & other related services

2. HR Management & Allied Services

- Salary surveys;
- Development of HR policies & procedural manuals;
- Review of HR policies & procedural manuals;
- Salaries & perqs benchmarking studies;
- Retirement plan advisory;
- Preparation of question papers;
- HR retrenchment plans & related advisory;
- Staff performance reviews etc.
- Payroll & Perqs management;
- Leave management;
- HR Audits



SERVICE BASKET

Annexure-A

C.) INFORMATION TECHNOLOGY SERVICES

1. System Implementation

- Need Assessment
- Assistance in vendor selection
- Assistance in system selection
- Assistance in implementation
- Supervision of implementation phase
- System audits & security reviews

2. Software Development & Design

- System Design including system documentation
- Assistance in selection of language, platform etc
- System documentation
- System development in various platforms
- Web site development

3. Data Migration, Maintenance & Allied

- Data migration
- Digitization of documents
- Archiving of digitized documents

D.) OTHER SERVICES

1. VAT Refund

- Refund of VAT from 21 Countries
- Refund of VAT on Hotel Accommodation, Conferences, Meals, Transportation etc.
- Premium Service of refund within 5 days

2. Fixed Assets Verification

- Fixed Assets Verification
- Tagging
- Reconciliation with accounting records

3. Media Audit

- Complete Media Audit including TV, Radio, Digital.
- Review of media contracts
- Benchmarking of Costs
- Benchmarking of Media Performance



OUR EXPERIENCE

Annexure-B

S. No	NAME OF CLIENT	Sector	Local / International	Audit / Cost Audit / Internal Audit / Media Audit	Accounting	Tax	Corporate & Secretarial	Consulting / Advisory	Others
1	A Better Life	NPO	Local	-	x	x	x	-	-
2	AA Exchange (Private) Limited	Financial & Banking	Local	-	-	x	x	-	-
3	AAN Associates	Consulting	Local	-	x	-	-	-	-
4	ABC Engineering & Developers	Construction	Local	-	x	x	-	-	-
5	ACF International	NPO	International	x	-	x	-	-	-
6	Acted Pakistan	NPO	International	x	-	x	-	-	-
7	Adal Trust	NPO	Local	x	-	-	-	-	-
8	AGP (Private) Limited	Pharmaceutical	Local	-	-	-	-	x	-
9	Air Cdre Rizwanullah Khan Shaheed Memorial Trust	NPO	Local	x	x	x	x	-	-
10	Al-Abbas Fabrics (Pvt) Ltd	Textile	Local	x	-	-	-	-	-
11	Al-Hassan Engineering & Construction (Pvt) Limited	Construction	Local	-	-	x	-	-	-
12	Al-Hassan Systems (Private) Limited	IT & Telecom	Local	-	-	x	x	-	-
13	All Pakistan Exchange Companies Association	Financial & Banking	Local	-	-	-	x	-	-
14	Amjad Mototr Xperts	Automotive	Local	-	x	x	-	-	-
15	APITT Solutions (Private) Limited	Services	Local	-	-	-	x	-	-
16	Associated Consultancy Centre (Private) Limited	Consulting	Local	-	-	x	x	-	-
17	Aurora Solutions (Private) Limited	IT & Telecom	Local	-	x	x	x	-	-
18	B.R.R. Guardian Modaraba	Financial & Banking	Local	x	-	-	-	-	-



OUR EXPERIENCE

Annexure-B

S. No	NAME OF CLIENT	Sector	Local / International	Audit / Cost Audit / Internal Audit / Media Audit	Accounting	Tax	Corporate & Secretarial	Consulting / Advisory	Others
19	Beyond Solutions (Private) Limited	IT & Telecom	Local	-	-	x	x	-	-
20	BMA Asset Management	Financial & Banking	International	-	-	-	x	-	-
21	British Club	NPO	International	-	-	-	-	-	-
22	British Commissariat	NPO	International	-	-	-	-	-	-
23	Captain Muazzam Ali Shaheed Hospital	NPO	Local	-	x	x	x	-	-
24	Care International	NPO	International	-	-	x	-	-	-
25	Catholic Relief Services	NPO	International	-	-	x	-	-	-
26	Celmore Technologies (Private) Limited	IT & Telecom	Local	-	x	-	x	-	-
27	China State Construction Engineering Corporation Ltd - Pakistan Branch	Construction	International	-	-	x	-	x	-
28	China State Construction Engineering Corporation Pakistan (Pvt) Ltd	Construction	International	-	-	x	-	-	-
29	China Xinhua Oil - Pakistan Branch	Oil & Gas	International	-	-	-	-	-	-
30	Clix (Private) Limited	IT & Telecom	Local	-	-	x	x	-	-
31	Cluster Enterprises (Private) Limited	Real Estate	Local	-	-	-	x	-	-
32	Competition Commission of Pakistan (CCP)	Regulator	Local	-	-	x	-	-	-
33	CompTel Communications OY	IT & Telecom	International	-	-	-	-	-	x
34	Concurrent Systems Pakistan (Pvt) Limited	IT & Telecom	International	-	-	x	-	-	-
35	Crescent Standard Modaraba	Financial &	Local	x	-	-	-	-	-



OUR EXPERIENCE

Annexure-B

S. No	NAME OF CLIENT	Sector	Local / International	Audit / Cost Audit / Internal Audit / Media Audit	Accounting	Tax	Corporate & Secretarial	Consulting / Advisory	Others
36	CYMMT	Banking NPO	International	-	-	x	-	-	-
37	Dawood Engineering (Private) Limited	Automotive	Local	-	-	-	-	x	-
38	DSI Corporation (Pvt.) Ltd	Textile	Local	-	-	-	-	x	-
39	DSI Pakistan (Pvt.) Ltd	Textile	Local	-	-	-	-	x	-
40	E Patronus (Private) Limited	IT & Telecom	Local	-	-	-	x	-	-
41	EBCO Store	Retail	Local	x	-	-	-	-	-
42	Edixen Solutions (Private) Limited	IT & Telecom	Local	-	x	x	x	-	-
43	Energy Processing Services (Private) Limited	Oil & Gas	Local	-	-	-	x	-	-
44	Engineers Foundation	NPO	Local	-	-	-	-	-	-
45	Enrgo Fertilizers Limited	Chemicals	Local	-	-	-	-	-	-
46	Fidelity Information System (FIS)	IT & Telecom	International	-	x	-	x	-	-
47	First Dawood Investment Bank Ltd	Financial & Banking	Local	x	-	-	-	-	-
48	Fisheries Development Board (FDB)	Public Sector Entity	Local	-	-	x	-	-	-
49	Frontier Diagnostic Centre	Healthcare	Local	-	x	x	x	-	-
50	GCC Diagnostic Centre	Healthcare	Local	-	x	x	x	-	-
51	Government Holding (Private) Limited	Oil & Gas	Local	-	-	-	-	-	-
52	Green Gate Enterprises	Healthcare	Local	-	x	x	-	-	-
53	Gulzar-i-Qabail Travel & Tours (SMC-Pvt) Ltd	Travel & Tourism	Local	-	x	x	x	-	-



OUR EXPERIENCE

Annexure-B

S. No	NAME OF CLIENT	Sector	Local / International	Audit / Cost Audit / Internal Audit / Media Audit	Accounting	Tax	Corporate & Secretarial	Consulting / Advisory	Others
54	Haleem Ghar	Hospitality	Local	-	x	-	-	-	-
55	Handicap International	NPO	International	-	-	x	-	-	-
56	Harris Communications International Inc	IT & Telecom	International	-	-	-	x	-	-
57	Hastex Corporation	Construction	Local	-	-	x	-	-	-
58	Hayat Wali Co (Private) Limited	Healthcare	Local	-	x	x	x	-	-
59	HealthNet TPO	NPO	International	-	-	-	x	-	-
60	Helping Hand for Relief & Development (HHRD)	NPO	International	-	-	x	-	-	-
61	Home Builders & Developers (Pvt) Ltd	Construction	Local	-	x	x	x	x	-
62	Hycarbex Inc (Khi & PSh block)	Oil & Gas	International	-	-	-	-	-	-
63	Ijara Holding (Pvt) Ltd	Services	Local	-	-	x	x	-	-
64	IMMAP Pakistan	NPO	International	-	-	x	-	-	-
65	Imran and Kamran Hajj Services (Private) Limited	Travel & Tourism	Local	-	-	-	x	-	-
66	International Fund for Agriculture Development (IFAD)	UN	International	-	-	-	-	x	-
67	IT Networking Tech Masters (Private) Limited	IT & Telecom	Local	-	-	-	x	-	-
68	Johnson Controls Pakistan (Pvt.) Limited	Pharmaceutical	International	-	x	-	-	-	-
69	Kalsym Systems (Private) Limited	IT & Telecom	International	-	-	x	x	-	-
70	Kamal Systems (Private) Limited	IT & Telecom	Local	-	x	x	x	-	-



OUR EXPERIENCE

Annexure-B

S. No	NAME OF CLIENT	Sector	Local / International	Audit / Cost Audit / Internal Audit / Media Audit	Accounting	Tax	Corporate & Secretarial	Consulting / Advisory	Others
71	Karot Power Company (Private) Limited	Power	International	-	x	x	x	-	-
72	KASB Bank	Financial & Banking	Local	-	x	-	-	x	-
73	K-Electric Limited	Utility	International	-	-	-	-	-	x
74	Khaleej Diagnostic Center (SMC-Pvt.) Ltd	Healthcare	Local	-	x	x	x	-	-
75	Kron Telecommunication Technologies (Private) Limited	IT & Telecom	International	-	x	x	x	-	x
76	Leap Media (Pvt) Ltd	Media	Local	x	x	x	x	-	-
77	Livestock & Dairy Development Board	Public Sector Entity	Local	-	-	-	-	-	-
78	MAHL Hydro Power Company (Private) Limited	Power	International	-	-	-	x	-	-
79	Malteser International	NPO	International	-	-	x	-	-	-
80	Mercy Corps Pakistan	NPO	International	-	-	x	x	-	-
81	MID Coil (Private) Limited	Manufacturing	International	-	-	-	-	x	-
82	Mines Advisory Group (MAG)	NPO	International	-	x	x	x	-	-
83	Mir Communications (Private) Limited	IT & Telecom	Local	-	-	x	x	-	-
84	MISONS General Contracting & Trading Co	Construction	Local	-	-	-	x	-	-
85	Mobilink	IT & Telecom	International	x	-	-	-	-	-
86	MOL Pakistan Oil & Gas Co. B.V.	Oil & Gas	International	-	-	x	-	-	-



OUR EXPERIENCE

Annexure-B

S. No	NAME OF CLIENT	Sector	Local / International	Audit / Cost Audit / Internal Audit / Media Audit	Accounting	Tax	Corporate & Secretarial	Consulting / Advisory	Others
87	MOQAH FOUNDATION	NPO	Local	-	x	-	x	-	-
88	National Highway Authority	Public Sector Entity	Local	-	-	-	-	x	-
89	National TB Control Program	NPO	Local	-	-	-	-	-	-
90	National Testing Service	Services	Local	-	-	x	-	-	-
91	Net IT Matrix	IT & Telecom	Local	-	x	x	-	-	-
92	NKC (SMC-Pvt) Ltd	Services	Local	-	-	-	-	-	-
93	Novo Nordisk Pharma (Private) Limited	Pharmaceutical	International	x	-	-	-	-	-
94	OBS Healthcare (Pvt.) Ltd	Pharmaceutical	International	-	-	-	-	x	-
95	OBS Pakistan (Private) Limited	Pharmaceutical	International	-	-	-	-	x	-
96	OBS Pharma (Private) Limited	Pharmaceutical	International	-	-	-	-	x	-
97	Oxfam GB	NPO	International	-	-	x	-	-	-
98	Oxfam Novib	NPO	International	-	-	x	-	-	-
99	Packet Bracket (Pvt) Ltd	IT & Telecom	Local	-	-	-	x	-	-
100	Pakistan Chamber of Engineers	Association	Local	-	-	-	-	-	-
101	Pakistan Coalition for Education	NPO	Local	-	-	-	x	-	-
102	Pakistan Engineering Council	Regulator	Local	-	-	x	-	-	-
103	Pakistan Islamic Medical Association	NPO	Local	-	-	-	-	-	-
104	Paksat International (Pvt) Ltd	IT & Telecom	Local	-	-	x	x	-	-
105	Pesto Labs (Private) Limited	IT & Telecom	Local	-	-	x	x	-	-
106	Polish Oil and Gas	Oil & Gas	International	-	-	-	-	-	-
107	Port Qasim Authority Pakistan	Public Sector Entity	Local	-	-	-	-	x	-



OUR EXPERIENCE

Annexure-B

S. No	NAME OF CLIENT	Sector	Local / International	Audit / Cost Audit / Internal Audit / Media Audit	Accounting	Tax	Corporate & Secretarial	Consulting / Advisory	Others
108	Private Power and Infrastructure Board (PPIB)	Public Sector Entity	Local	-	-	-	x	-	-
109	Rawal Dairies (Private) Limited	Agriculture & Dairy	Local	-	-	-	x	-	-
110	REAT Network	NPO	Local	-	-	-	x	-	-
111	Red Carpet Visa Consultants (Private) Limited	Services	Local	-	-	-	x	-	-
112	Roche Phama Limited	Pharmaceutical	International	-	-	-	-	-	x
113	Rozan	NPO	Local	-	-	-	-	-	-
114	SAF International	Oil & Gas	Local	x	-	-	-	-	-
115	SEAMS	Services	Local	-	x	-	-	-	-
116	SERONIC (SMC-PVT) LTD	IT & Telecom	Local	-	-	-	x	-	-
117	Service and Development	NPO	Local	x	x	x	x	-	-
118	Services International Trust	NPO	Local	x	x	x	-	-	-
119	Shaheen Insurance	Insurance	International	x	-	-	-	-	-
120	Shanghai Investigation Design & Research Institute Co	Services	International	-	-	-	x	-	-
121	Silvatex (Pvt) Ltd	Construction	Local	x	-	-	x	-	-
122	Slogix (Private) Limited	IT & Telecom	Local	-	-	-	x	-	-
123	SOUL Sanctuary (SMC-PVT) LTD	Services	Local	-	-	-	x	-	-
124	Swat Relief Initiative	NPO	Local	x	-	-	-	-	-
125	Tanvir Traders (Private) Ltd	Trading	Local	-	-	x	x	-	-
126	TELPAL Networks (Private) Limited	IT & Telecom	Local	-	-	-	x	-	-
127	The Asia Foundation	NPO	International	-	-	-	x	-	-



OUR EXPERIENCE

Annexure-B

S. No	NAME OF CLIENT	Sector	Local / International	Audit / Cost Audit / Internal Audit / Media Audit	Accounting	Tax	Corporate & Secretarial	Consulting / Advisory	Others
128	The Diabetes Centre	NPO	Local	x	x	x	-	-	-
129	TirichMir Stone Creations (Private) Limited	Manufacturing	Local	-	-	-	x	-	-
130	Top GIS Solutions (Private) Limited	IT & Telecom	Local	x	x	x	x	-	-
131	Toyota Point Motors (Pvt) Ltd	Automotive	Local	x	-	x	x	-	-
132	Trade Development Authority of Pakistan	Public Sector Entity	Local	-	-	-	-	x	-
133	TranzBox (Pvt) Ltd	IT & Telecom	Local	x	-	x	x	-	-
134	Tranzgreen (Pvt) Limited	IT & Telecom	Local	x	-	x	x	-	-
135	Triquest (Private) Limited	IT & Telecom	Local	-	x	x	x	-	x
136	Tullow Oil Plc	Oil & Gas	International	-	-	-	x	-	-
137	Tullow Pakistan (Developments) Limited	Oil & Gas	International	x	-	-	x	-	-
138	Twin Excel (SMC Pvt) Ltd	Services	International	-	-	-	x	-	-
139	United Arab Shipping Agencies (Pakistan) (Pvt.) Ltd	Shipping	International	x	-	-	-	-	-
140	Universal Service Fund (USF)	IT & Telecom	Local	-	-	x	-	-	-
141	VT Solutions (Private) Limited	IT & Telecom	Local	x	-	x	x	-	-
142	Wazi Khel (Private) Limited	Travel & Tourism	Local	x	x	x	x	-	-
143	World Vision Pakistan	NPO	International	x	-	x	-	-	-
144	Zencore Technology (Private) Limited	IT & Telecom	Local	x	-	x	x	-	-



PARTNER's PROFILE

Annexure-C

Mr. Jibran S. Hassan, FCA
Partner

Mr. Jibran is a Fellow member of the Institute of Chartered Accountants of Pakistan and has rich experience of over 19 years at a senior level both locally and internationally. He started his professional career from A. F. Ferguson & Co., Chartered Accountants (a member firm of PricewaterhouseCoopers).

He served with Kinnevik Group (Sweden). Kinnevik which is today one of the largest listed investment companies in Europe with total assets of \$ 7 billion. Over the past 30 years Kinnevik has set up numerous entrepreneurial new businesses within media, telecoms and business services. Mr Jibran carried-out assignments in many countries including USA, UK, Holland, Luxemburg, Denmark, Finland, Cambodia, Senegal, Tanzania, Bolivia, Guatemala and Peru.

Mr. Jibran holds extensive accounting & audit experience of multinational, public/ non-public companies, in manufacturing, trading, oil & gas, real estate, software and development sectors in accordance with US GAAP, IFRS, SEC& Int'l Auditing Guidelines.

Mr. Arsalan S. Vardag, FCA
Partner

Mr. Arsalan has to his credit a meritorious professional experience spread over 20 years. He has developed great insights by working at senior level not only in Pakistan but also at international level. He has been exposed to high profile assignments both in the private and public sectors.

He started his career with A. F. Ferguson & Co., Chartered Accountants (a member firm of PricewaterhouseCoopers) and has worked as International Internal Auditor for an Investment Group (Kinnevik Group Sweden) in Europe, Asia and Africa. He has also worked in Pakistan's Bestway Group as Head of Internal Audit.

Mr. Arsalan gained public sector experience by working at Pakistan's Privatization Commission, Ministry of Privatization & Investment as Transaction Manager.

Thereafter he joined the Infrastructure Project Development Facility, Ministry of Finance as Senior Advisor Projects. The focus of this public sector entity was to develop Public Private Partnerships in Pakistan.



PARTNER's PROFILE

Annexure-C

Mr. Saeed A. Chughtai, ACA
FPA, MBA- UK, CMILT – UK, LLM (Law & Policy) - UK
Partner

Mr. Saeed has a professional experience spread over a period of 20 years. He has worked on high caliber professional assignments in Pakistan and Europe. His experience is complimented by a host of international academic qualifications and certifications.

He started his professional career at Deloitte Touche Tohmatsu International's Pakistan practice, where he was provided with an opportunity to work on energy and petroleum sector companies, in addition to a number of USAID and Swiss-Aid funded projects. He was also seconded to Deloitte's London office, where he worked on a wide variety of assignments.

He has also served with Bahria Foundation, a welfare trust of Pakistan Navy as GM Finance and with Tullow Pakistan (Developments) Ltd, an E&P company listed on the UK and Irish stock exchanges as Cost Controller. He has worked in the U.K as a volunteer Board member for a credit union. His energy sector experience is complimented by Energy, Oil & Gas and Minerals specific qualifications in Management and Law.

Mr. Basharat Rasool, FCA
Partner

Mr Basharat has been decorated with ICAP's Gold Medal in Financial Reporting. He started his professional career with A. F. Ferguson & Co., Chartered Accountants (a member firm of PricewaterhouseCoopers). In addition he has also served at Deloitte Touche Tohmatsu in managerial capacity for two years before reverting back to PWC as a Manager Assurance & Business Advisory Services.

He was responsible for managing a large audit portfolio of different sector of the businesses such as financial institutions, manufacturing, trading etc. His professional career comprises a blend of versatile experiences. His exposure to the professional working environment of two of the big four international auditing firms has sharpened his professional acumen. He embodies a professional experience of 18 years.



CORPORATE PROFILE

