



# Dhruva Consultants

April 2024



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**Our journey**

# The Journey of Dhruva Consultants

**Founded in the year 2017**

Our  
journey  
so far...

**Team of Ex.Big4 professionals: 70+ team members**

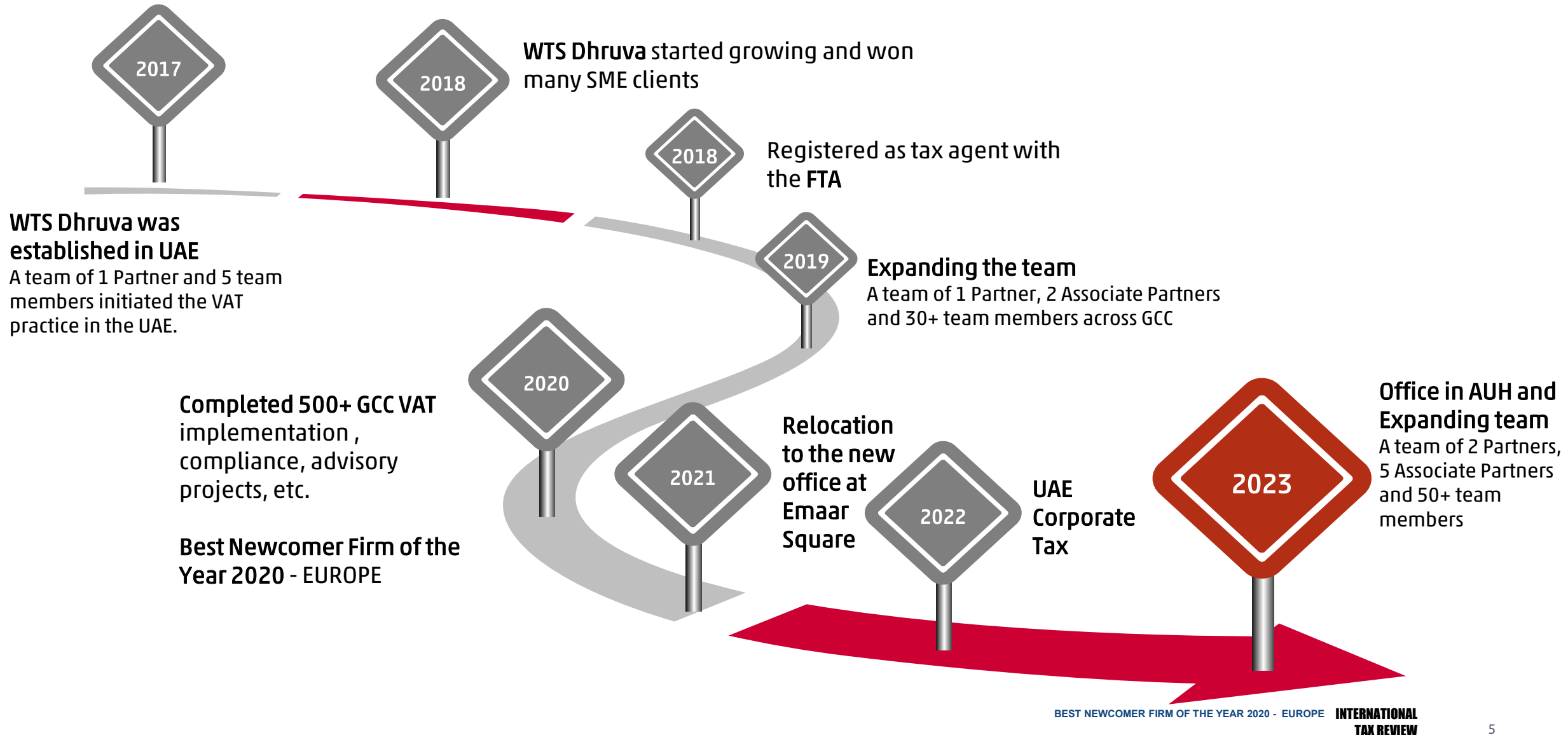
**Largest tax boutique firm outside Big4**

**Dhruva Consultants is a part of Dhruva Advisors with 8 offices across India ,  
Singapore and the UAE**

**Part of the WTS network having member firms in over 100 countries.**

**Diverse team of experts from Algeria, Egypt, India, New Zealand, Philippines,  
UK, MENA itself.**

## ...and our GCC journey

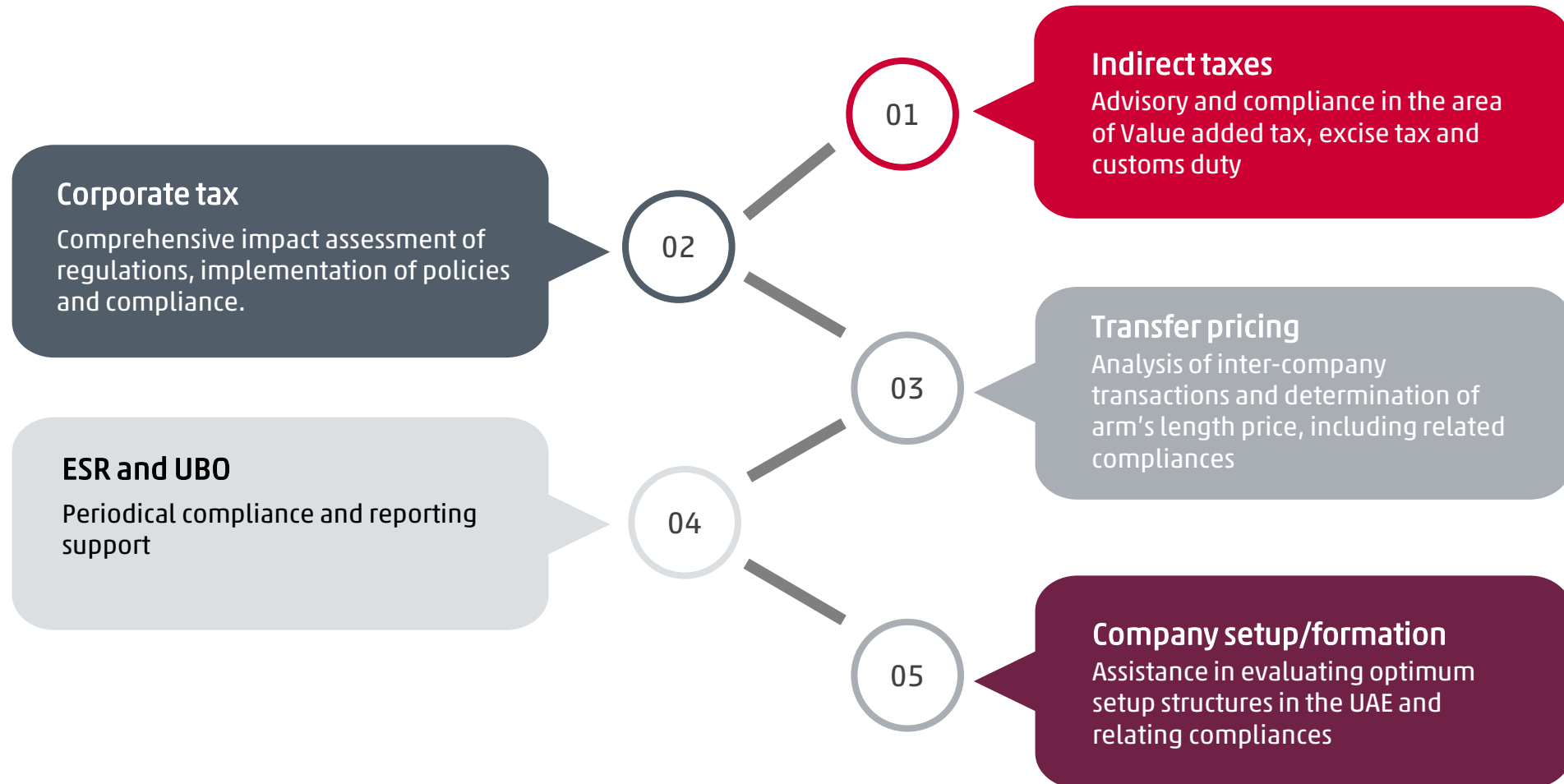






**Service offerings**

# Area of expertise

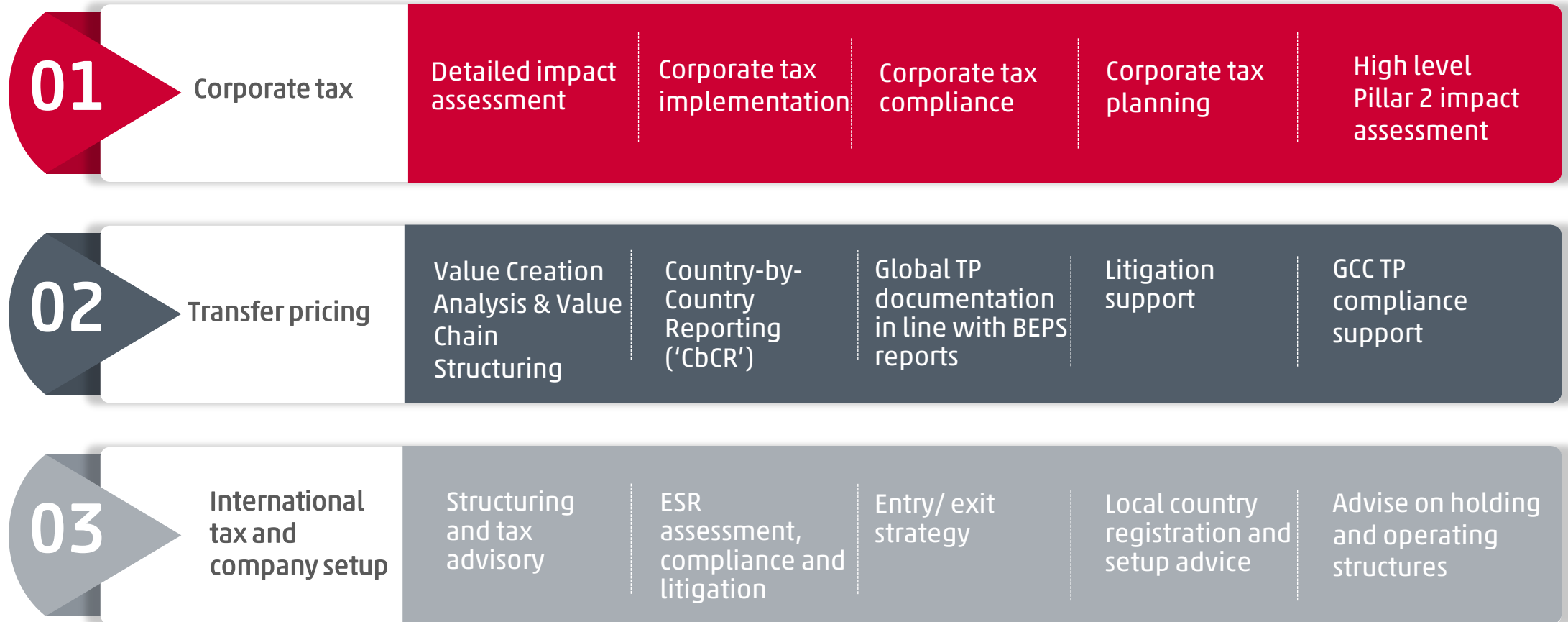


# Service offerings – VAT, Excise Tax and Customs





# Service offerings – Corporate tax and Transfer pricing





**Key credentials**

# Key credentials

(1/6)

Healthcare	Real Estate	Energy	Retail	Financial services
				
				
				
				

# Key credentials

(2/6)

Leisure	E-commerce	Family Groups	Education	Hospitality
				
				
				
				



# Key credentials

(3/6)

Engineering	Luxury	Technology	Construction	Others
	Large luxury brand for watches and accessories			
	Large luxury brand - women's clothes & accessories			
				
				

# Key credentials

(4/6)

## Government/ Semi-Government

				
		<p>Largest Abu Dhabi based investment management company</p>		
				

# Key credentials

(5/6)

## Corporate Tax

## Key credentials

(6/6)

### Corporate Tax

 <p>TIMES SQUARE CENTER</p>	 <p>MOTIVATE MEDIA GROUP</p>	 <p>ADNEC مركز أبوظبي الوطني للمعارض Abu Dhabi National Exhibition Centre</p>	 <p>JUMBO</p>	 <p>QMM</p>
 <p>مواصلات الإمارات Emirates Transport</p>	 <p>aldahra</p>	 <p>ADMMI شركة أبوظبي البحرية التجارية الدولية Abu Dhabi Maritime &amp; Mercantile International Co.</p>	 <p>أكسيوم تليكوم اوسل بلا حدود axiom telecom Maximum Communication</p>	 <p>المتحدة للطباعة والنشر United Printing &amp; Publishing</p>
 <p>برجيل burjeel a burjeel holdings company</p>	 <p>the ENTERTAINER™</p>	 <p>مطار أبوظبي ABU DHABI AIRPORT</p>	 <p>MCN</p>	 <p>Redington</p>
 <p>بيانات BAYANAT</p>				





**About us**

## Not consultants, but your partners...



### Partner led service

We believe that you would need a substantial senior personnel level involvement from your tax advisors. The fact that we commit maximum Partner face-time indicates the strength of our desire to work with you and facilitate strong and regular communications at a senior level. We are committed to building a trusted and enduring partnership with you that combines cutting edge empirical techniques, highly experienced professionals and our commitment to meet your goals, work requirements and deadlines



### Partner sign-off

In addition to the engagement leadership, we commit a second Partners' sign-off on key technical positions. We feel that the same will add value and all technical positions would be subject to a four-eyed review from partners during the engagement.



### Customized updates

The number of tax developments around the world in a given week, can be daunting and unnecessary to deal with, if they do not impact the Group.

Given our thorough knowledge of your business and global footprint, we would filter the tax developments impact your business and customize alerts to inform you of the potential tax impact on your business and the recommended remediation – which will take the pressure off your tax function



### Fresh perspective

We will bring you a fresh perspective. We will look at each exercise objectively. We will add value by revalidating existing assumptions and bring new ideas backed by research so that you are able to take commercial decisions through an effective tax risk management strategy.

## Not consultants, but your partners...



### Sharing industry best practices

Our team has an outstanding track record of working with global, listed groups. The engagement leadership is supported by a strong core team with substantial experience in the region. Further, we are currently supporting 110+ GCC clients, amongst which 65+ are GCC based groups across retail, entertainment, real estate, businesses, e-commerce, healthcare, manufacturing, finance, free zones, oil & gas, SWFs, family owned, etc.



### Holistic approach – support from conceptualization to implementation of advice



### Combined experience of team deployed of 100+ years in indirect tax.



### Handling multi-country compliance



### Strong project management

Considering the tight timelines and the number of stakeholders involved, we believe that the success of this project rests on ensuring that we work shoulder to shoulder with you in the middle east and are maintain effective communication throughout the engagement. For this, we commit a dedicated PMO for each business entity. These will be your single point of contact and will ensure immediate attention to any queries and quick turnaround.



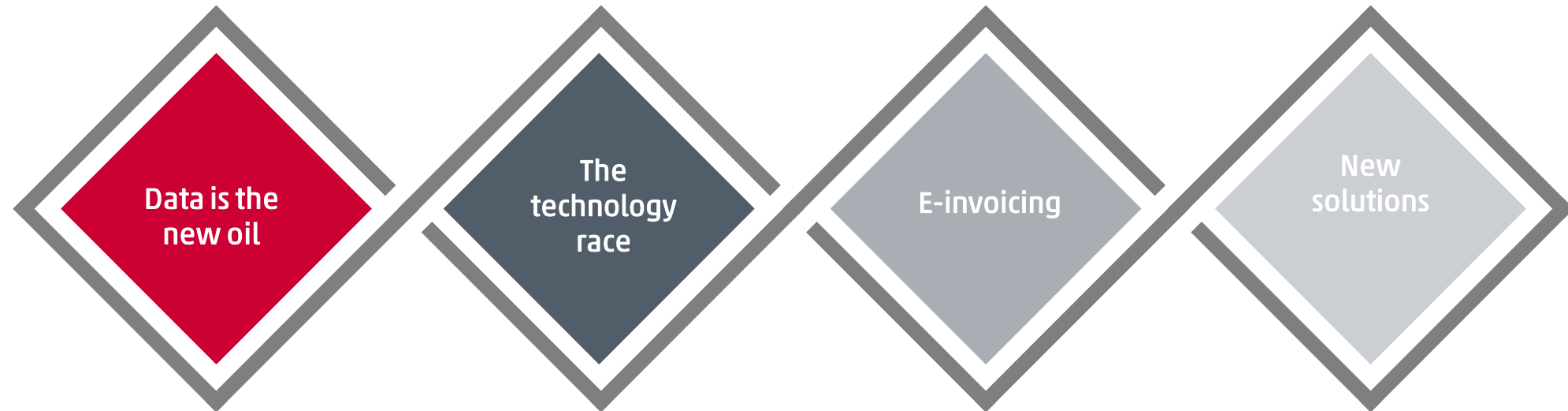
### Team of Ex-Big 4 Professionals



### Free from any audit conflicts

Given that Dhruva Consultants only provides tax services, we are free from any audit conflicts. Therefore, we can provide all tax services without any conflicts and regulatory restrictions

## Use of technology



Regulators and governments understand that tax data provides intelligence

Tax authorities will build systems to obtain transaction level data on real-time basis to carry out data and analytics testing to determine whether the business is complying. In the technology race, the tax authorities will win

Government-regulated invoicing systems will grow significantly – the requirement to integrate these with taxpayer’s systems could increase compliance costs

With the advent of technologies such as artificial intelligence, machine learning, etc. review of data/information could be real time and more efficient



# How can technology help?

## Accurate reporting

- Greater efficiency and accuracy in return reporting
- Prevent errors, eliminate wrong reporting and reduce the risk of fraud
- Automate the validation process of output and input tax

## No impact on existing systems

- Continuation of historical practices where ERP systems were configured for the benefit of the business and finance departments, but not necessarily the in-house tax department

## Cost efficiencies

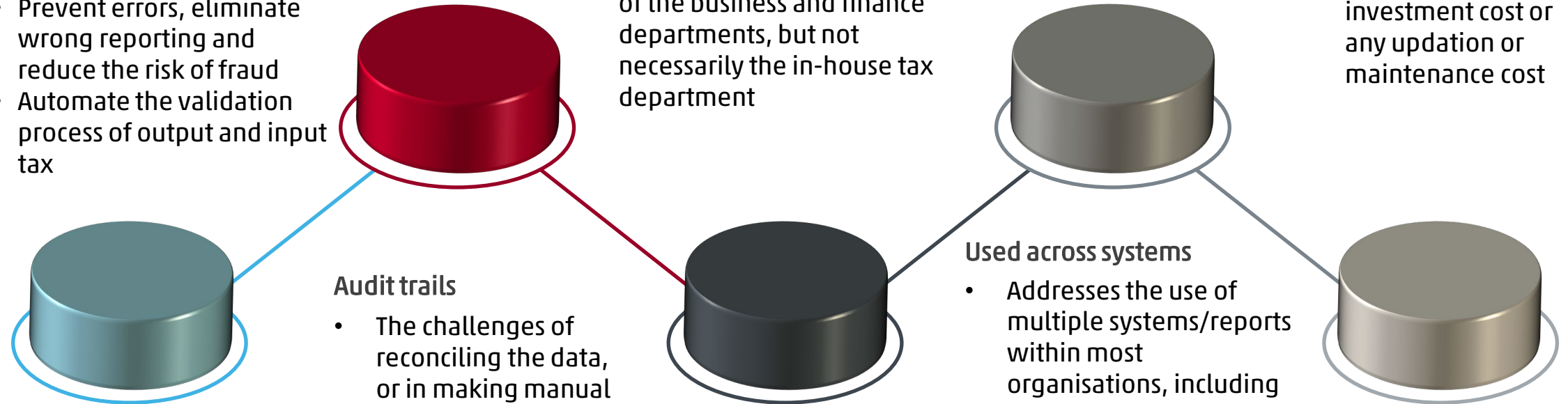
- Avoid significant up-front investment cost or any updation or maintenance cost

## Audit trails

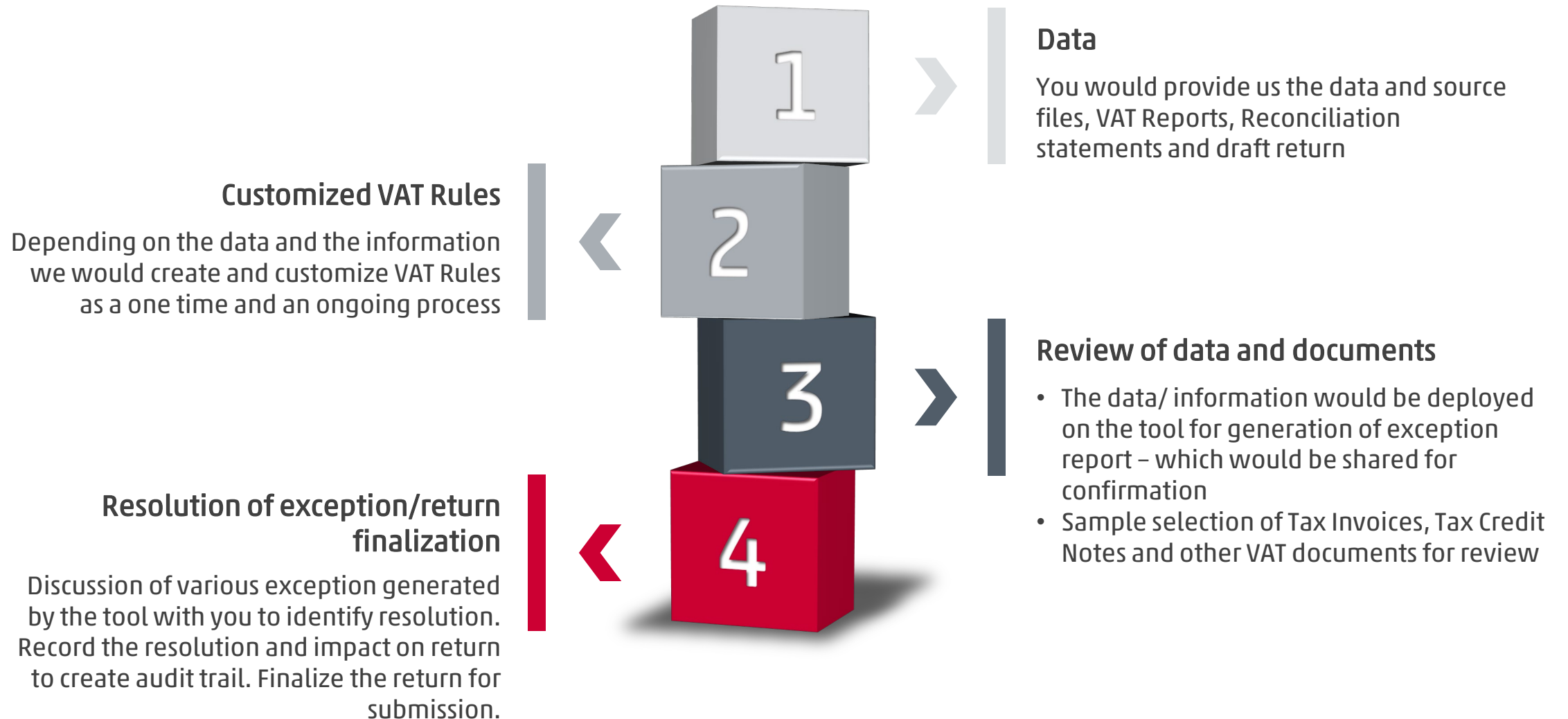
- The challenges of reconciling the data, or in making manual adjustments to the data

## Used across systems

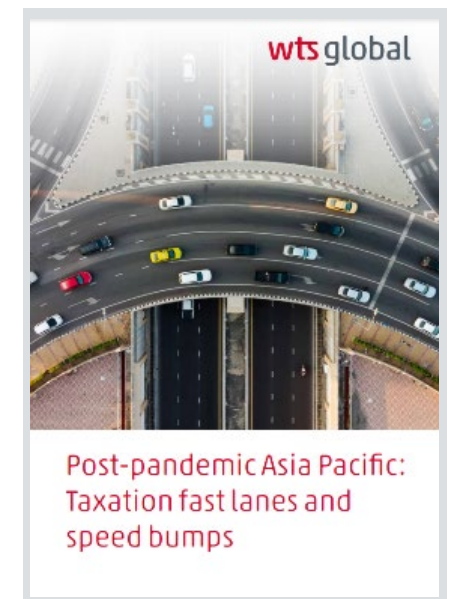
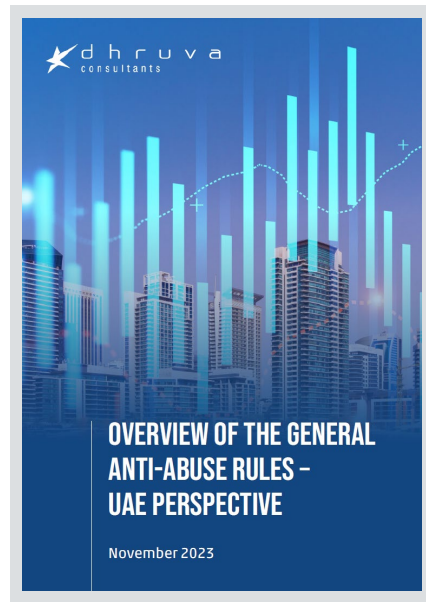
- Addresses the use of multiple systems/reports within most organisations, including the need to maintain legacy systems



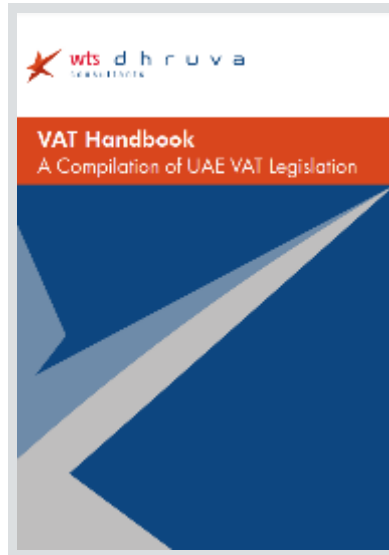
# 4 step process for compliance



# Thought leadership



# Thought leadership







**Team profile**

## Team profile



**NIMISH GOEL**  
Partner | VAT & Excise  
Dhruva Consultants

- Over 15 years of experience in Indirect Tax Compliance and Structuring
- Handled multi-country VAT Implementation and Advisory Projects
- Expertise in Real Estate, Telecom, Healthcare and Oil & Gas sector



**K VENKATCHALAM**  
Partner | Corporate Tax  
Dhruva Consultants

- Over 34 years of experience in Corporate and International Taxation
- Advised clients on Domestic and cross-border Taxation and Interpretation of Tax Treaties
- Expertise in Automotive, Engineering, Pharmaceutical, Trading and IT sectors

## Team profile



**KAPIL BHATNAGAR**  
 Partner  
 Corporate Tax & TP  
 Dhruva Consultants

- Over 14 years of experience in Transfer Pricing, PE attribution, Inbound & Outbound entry/ exit strategies and various planning assignments.
- Serviced corporates on Indirect Tax advisory and VAT/Excise Audits and Litigation Disputes
- Expertise in Chemicals, Pharmaceuticals, Metal and Mining, Automobile, Engineering, Consumer Goods



**RAKESH JAIN**  
 Partner  
 Corporate Tax  
 Dhruva Consultants

- Over 18+ years of experience in Big 4 firms across the Middle East and India
- Advised on tax matters relating to inbound and outbound investment structuring, economic and free zones, foreign collaborations and joint ventures
- Expertise in oil and gas, financial services, healthcare, media, transportation, logistics, manufacturing, and services



**VLAD SKIBUNOV**  
 Partner  
 VAT & Excise  
 Dhruva Consultants

- Over 16 years of work experience in Middle East, UK & New Zealand
- Advised a number of GCC governments and businesses on the implementation of the VAT
- Expertise in Logistics, Consumer Business, Public Sector and Hospitality

# Team profile



**GEET SHAH**  
Associate Partner  
VAT & Excise  
Dhruva Consultants

- Over 8 years of work experience in the Middle East, UK & New Zealand
- Advised a number of GCC governments and businesses on the implementation of the VAT
- Expertise in Retail, Hospitality, Leisure & Entertainment, Real Estate



**HANY ELNAGGAR**  
Associate Partner  
Corporate Tax  
Dhruva Consultants

- Over 25 years tax experience in various industries and multiple jurisdictions including Middle East, Africa & Turkey
- Extensive experience in direct and indirect tax, international tax planning, TP, CbC reporting, BEPS, PE profit allocation, ZAKAT, tax audit, tax appeals and is a VAT implementation leader for GCC.
- Expertise in Automotive, Pharmaceutical, Power industries



**SANDEEP KUMAR**  
Associate Partner  
Corporate Tax  
Dhruva Consultants

- Over 14 years tax experience in modern tax solutions, across the spectrum of Direct and International Tax
- Expertise in corporate tax advisory and compliance, having worked in the GCC.
- Expertise in Energy/Natural Resources, Telecom, EPC, Hospitality, Manufacturing, Consumer/Retail and Logistics.



**SRINATH S**  
Knowledge & Solutions Lead  
Dhruva Consultants

- Over 35 years of experience in VAT/Excise Implementation
- Serviced corporates on Indirect Tax advisory and VAT/Excise Audits and Litigation Disputes
- Expertise in Retail, Automobile, Real Estate and Hospitality sector



**UJJWAL PAWRA**  
Associate Partner |  
VAT & Excise  
Dhruva Consultants

- Over 10 years tax experience in various industries and multiple jurisdictions including Middle East
- Extensive experience in direct and indirect tax, international tax planning, TP, CbC reporting, BEPS, PE profit allocation, ZAKAT, tax audit, tax appeals and is a VAT implementation leader for GCC.
- Expertise in Healthcare, Hospitality, Government, Manufacturing

## Contact us

### Dubai

#### Dhruva Consultants

207, Emaar Square, Building 4,  
PO Box 127165,  
Dubai, UAE  
Tel: +971 4240 8477

### Abu Dhabi

#### Dhruva Consultants

1905, Addax Tower City of Lights,  
Al Reem Island,  
Abu Dhabi, UAE  
Tel : +971 2678 0054

### Singapore

#### NeoDhruva Consultants Pte Ltd.

#16-04, 20 Collyer Quay,  
Singapore 049319  
Tel: +65 9144 6415

### Mumbai, India

1101, One World Center,  
11th floor, Tower 2B, 841  
Senapati Bapat Marg,  
Elphinstone Road (West),  
Mumbai - 400013  
Tel: +91 22 6108 1000/1900

### Ahmedabad, India

402, 4th Floor, Venus  
Atlantis, 100 Feet Road,  
Prahladnagar,  
Ahmedabad - 380 015  
Tel: +91 79 6134 3434

### Delhi-NCR, India

305-307, Emaar Capital  
Tower - 1, MG Road, Sector 26,  
Gurgaon  
Tel: +91 124 668 7000

### Kolkata, India

4th Floor, Unit No 403,  
Camac Square,  
24 Camac Street, Kolkata  
West Bengal - 700016  
Tel: +91 33 6637 1000

### Pune, India

305, Pride Gateway,  
Near D-Mart, Baner,  
Pune - 411 045  
Tel: +91 20 6730 1000

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