



Dhruva Consultants

September 2025



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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: 150+ team members

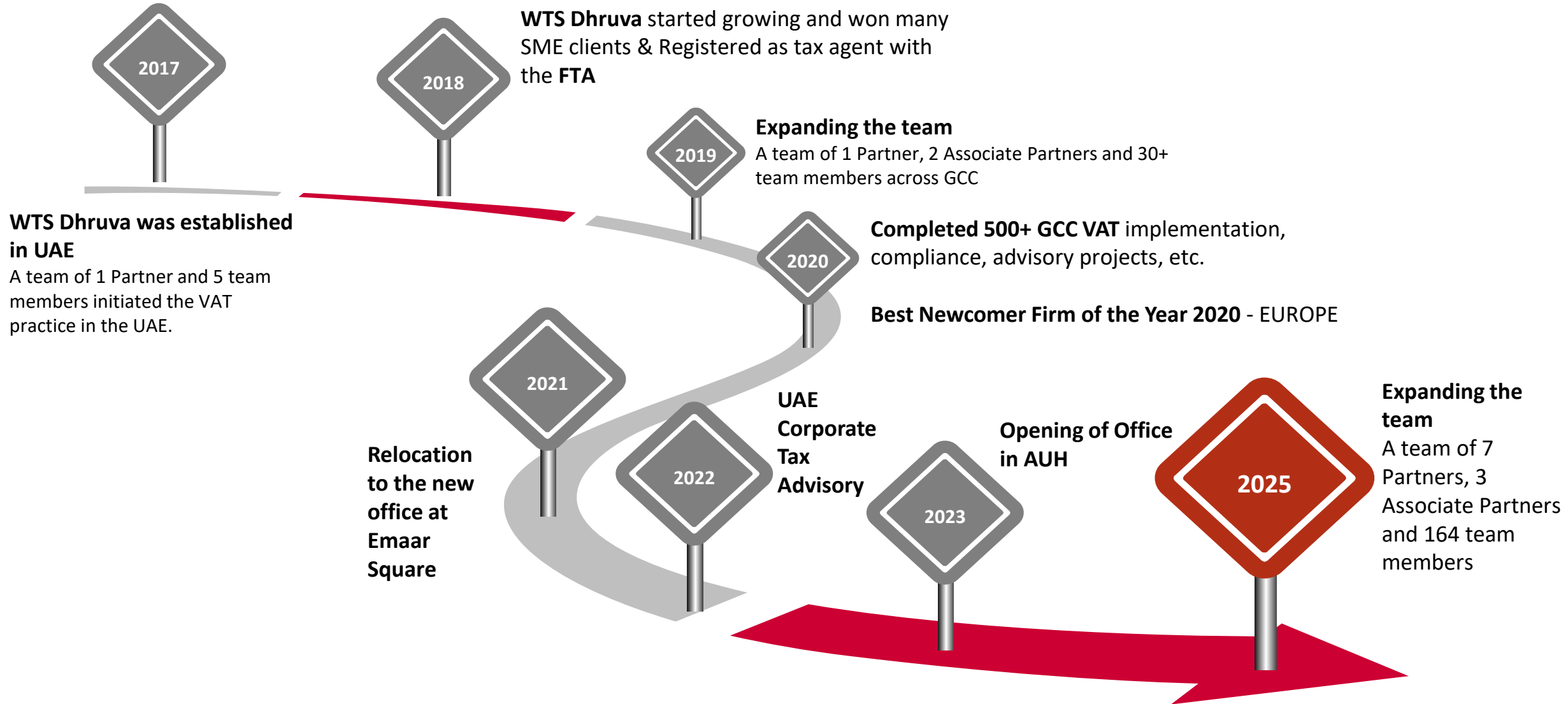
Largest tax boutique firm

Dhruva Consultants is affiliated to Dhruva Advisors - together there are 12 offices across India, Singapore and UAE

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

Diverse team of experts from GCC, Algeria, Egypt, India, New Zealand, Philippines and the UK

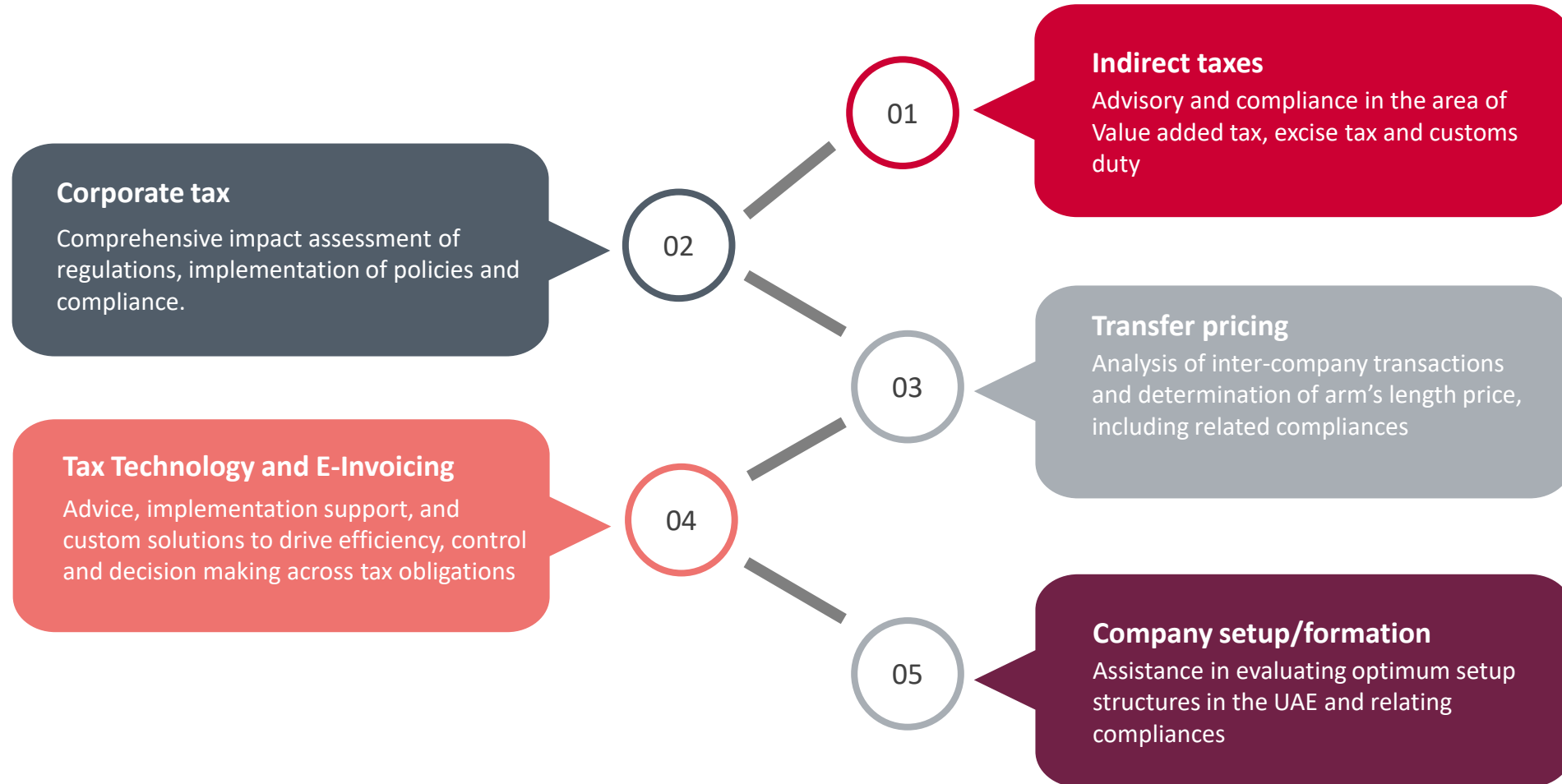
...and our GCC journey





Service offerings

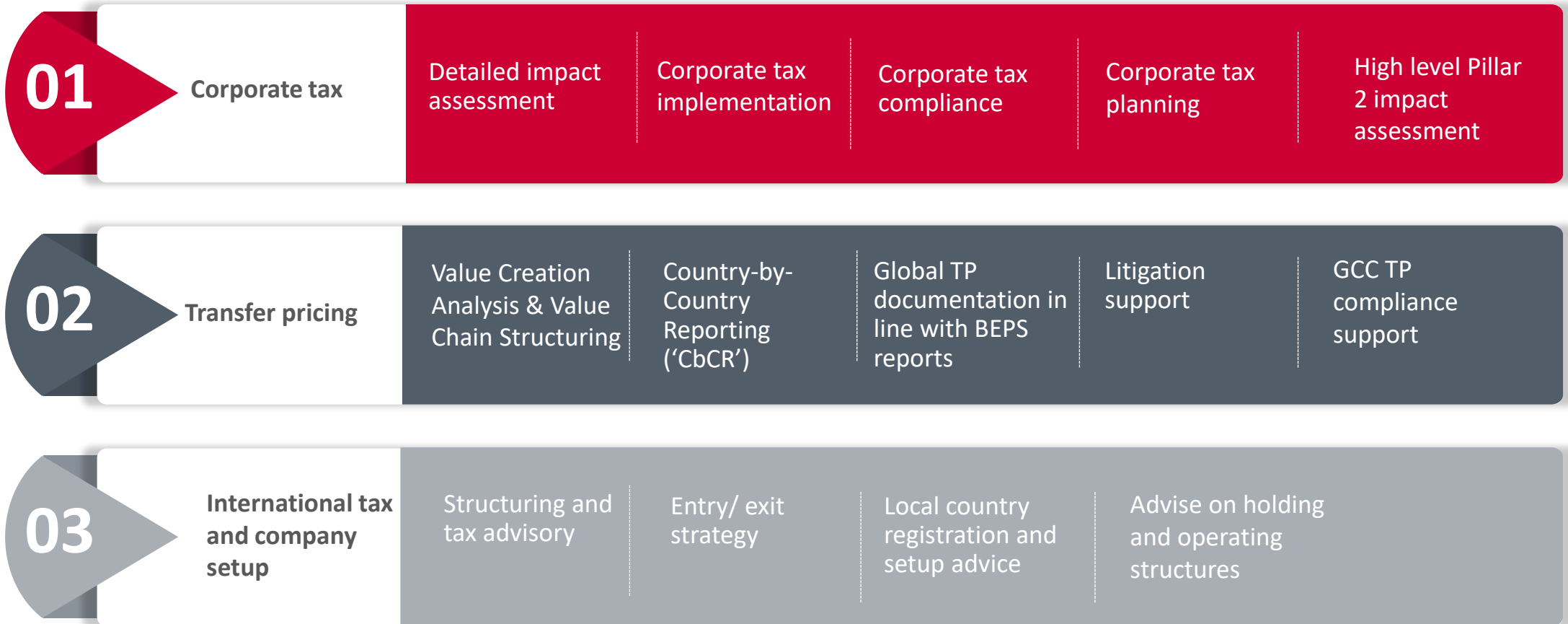
Area of expertise



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
				
				
				
			One of the largest Dubai based retail and hospitality company	

Key credentials

(2/6)

Leisure	E-commerce	Family Groups	Education	Hospitality
		 Ali & Sons SINCE 1979		 ANANTARA AL JABAL AL AKHDAR RESORT
	 Carrefour	 MAJID AL FUTTAIM	 جامعة الشارقة UNIVERSITY OF SHARJAH	 CARLTON HOTELS & SUITES
	One of the largest Dubai based retail and hospitality company		 inspiring young minds	 SHANGRI-LA
One of the largest Dubai based retail and hospitality company		One of the largest Dubai based retail and hospitality company		 MAJID AL FUTTAIM

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

	One of the largest Dubai based retail and hospitality company			
				
				
				

Key credentials

(6/6)

Corporate Tax



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.



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.



Holistic approach – support from conceptualization to implementation of advice



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



Handling multi-country compliance



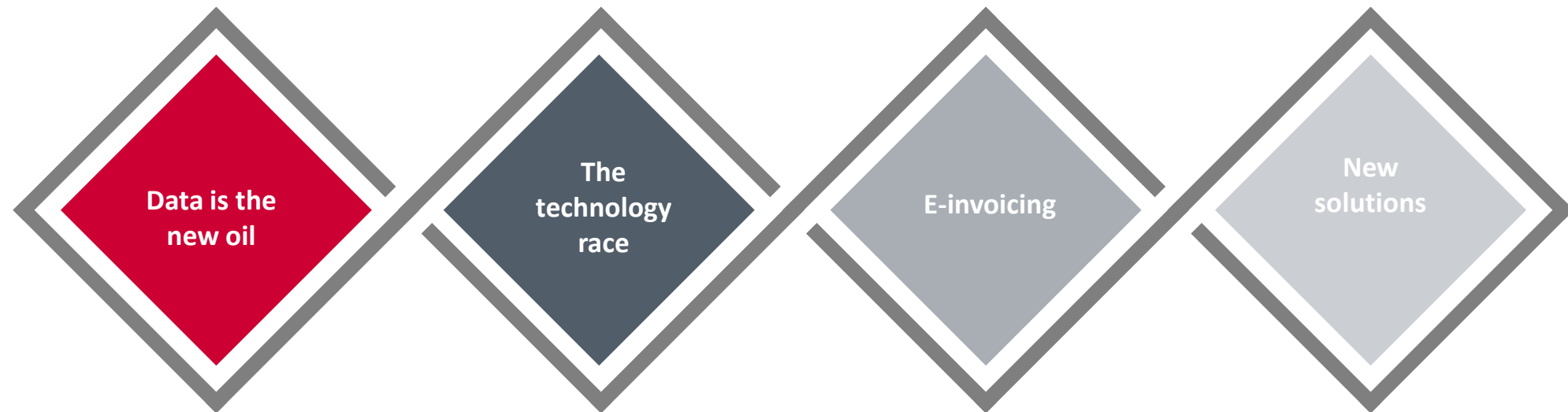
Team of Ex-Big 4 Professionals



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

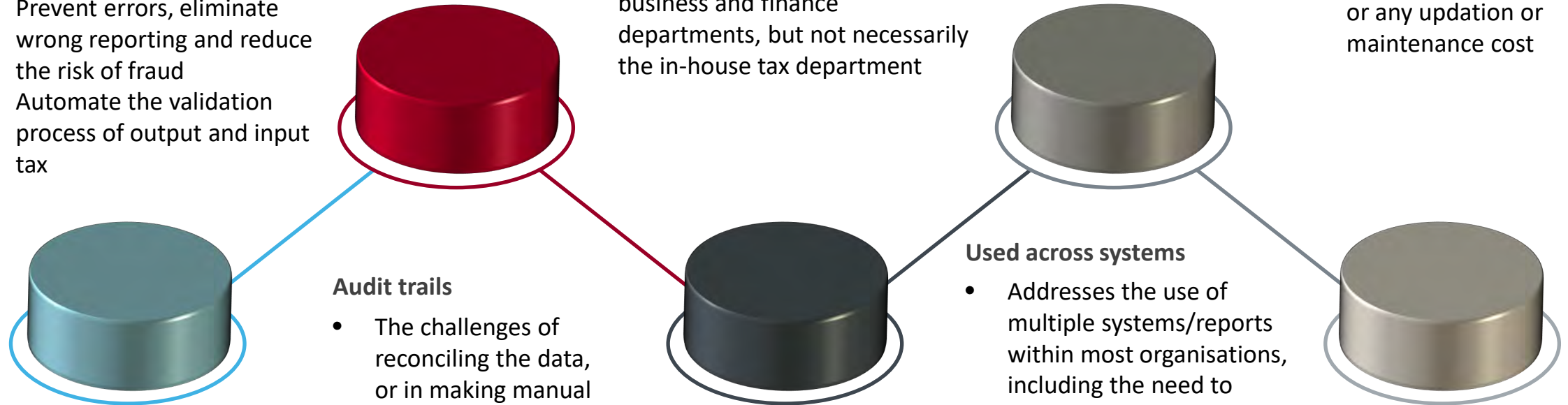
- Avoid significant upfront investment cost or any updation or maintenance cost

Audit trails

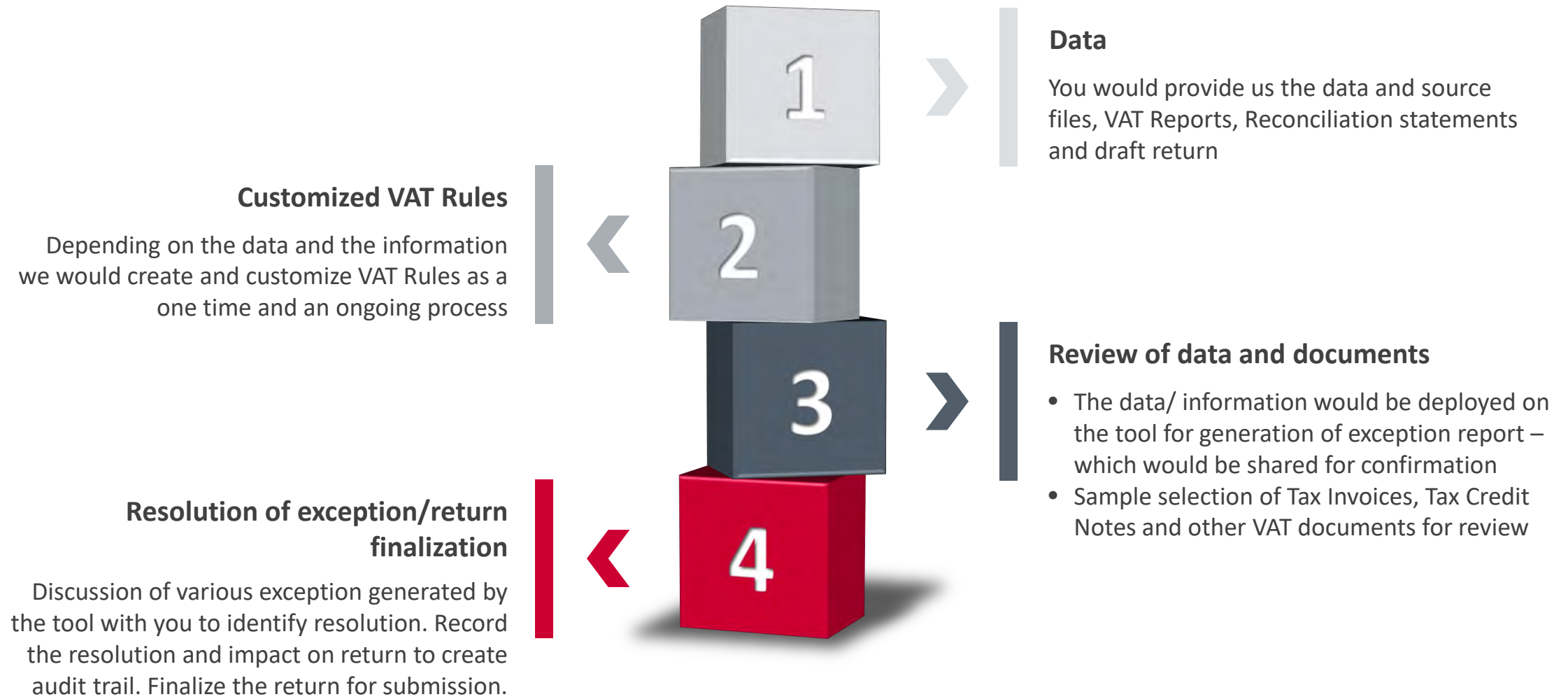
- The challenges of reconciling the data, or in making manual adjustments to the data

Used across systems

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



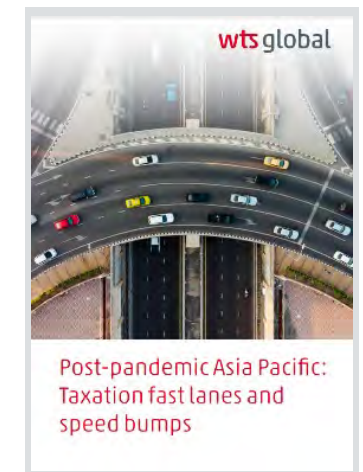
4 step process for compliance



Thought leadership



Thought leadership





Team profile

Team profile



NIMISH GOEL
Partner
VAT & Excise

- 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



KAPIL BHATNAGAR
Partner
Corporate Tax & TP

- Over 20 years of experience in Transfer Pricing, PE attribution, MAP, Inbound & Outbound entry/ exit strategies and various planning assignments
- Serviced corporates on complex transactions including royalty planning, IP transfer, structuring of overseas operations, marketing intangibles, setting up TP policies and ensuring BEPS related compliances
- Expertise in sectors including Oil & Gas, Energy, Aviation, Construction, Automobile, Pharmaceuticals, Education, Retail and FMCG

Team profile



RAKESH JAIN
Partner
Corporate Tax

- Leveraging two decades of tax expertise across the UAE, Oman, and India, he now leads a corporate and international tax team in Dhruva, serving both local and multinational clients in the UAE.
- Specializes in inbound and outbound investment structuring, free-zone taxation, foreign collaborations and joint ventures, as well as permanent establishment, treaty interpretation, and Pillar Two/BEPS advisory.
- Brings a multi-sector perspective, with proven track record across family offices, funds, energy, financial services, healthcare, media, transport, and manufacturing.



SANDEEP KUMAR
Partner
Corporate Tax &
International Tax

- A seasoned tax professional with close to 16 years of experience (8 years in the GCC), He specialize in UAE Corporate Tax and International Tax advisory.
- His experience spans working with diversified conglomerates and multinational corporations across the UAE and Oman, providing insight into tax issues unique to the region.
- Focussing on understanding business structures, uncovering tax efficiency mechanisms, and delivering value through tailored optimization strategies.

Team profile



VLAD SKIBUNOV
Partner
VAT & Excise

- 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



GEET SHAH
Partner
VAT & Excise

- Over 14 years of experience in advising multinational and domestic clients on complex indirect tax matters, including VAT and GST implementation, compliance, tax structuring, and due diligence across India, UAE, Bahrain, and Oman.
- He has led VAT impact and implementation projects across sectors like Retail, Hospitality, and Real Estate for major conglomerates and family businesses.
- He also advises on complex transactions and supports clients with FTA audits, appeals before the TDRC, and court proceedings with legal counsel.



UJJWAL PAWRA
Partner
VAT & Excise

- Over 14 years of expertise in Indirect Tax, with extensive work in diverse industries, such as real estate, healthcare, automobiles, consumer electronics, and logistics
- Provided comprehensive VAT advisory for GCC clients including optimizing tax structures for significant conglomerates and large-scale VAT transaction mapping, ensuring compliance and correct VAT treatment
- Conducted due diligence, tax health checks, and secured large refunds for multinational clients.

Team profile



HANY ELNAGGAR
Associate Partner
Corporate Tax

- 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



SHIRAZ SALEEMI
Associate Partner
GCC-VAT

- Over 13 years of multi-jurisdictional tax experience across UK, EU and GCC, including VAT implementation, advisory and compliance.
- Has advised government clients with benchmarking and best practices across global VAT/GST jurisdictions including Singapore, Malaysia and Australia.
- Sector expertise includes, government and public sector, financial services and real estate.



MANISH BANSAL
Associate Partner
GCC-VAT

- Over 16 years of multi-jurisdictional experience in Indirect Tax, advising multinational organizations across India and the Middle East.
- Manish is a subject matter expert on Real Estate Transaction Tax (RETT) in KSA.
- Expertise spans tax advisory on VAT/ GST implementation, transaction structuring, tax optimization, and implementation strategies. He has also supported clients through complex indirect tax issues related to restructuring, mergers and acquisition due diligence.
- His sectoral expertise includes real estate and construction, power and utilities, financial services (including investment funds) and e-commerce.

Team profile



SRINATH S
Knowledge &
Solutions Lead

- 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

Contact us

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