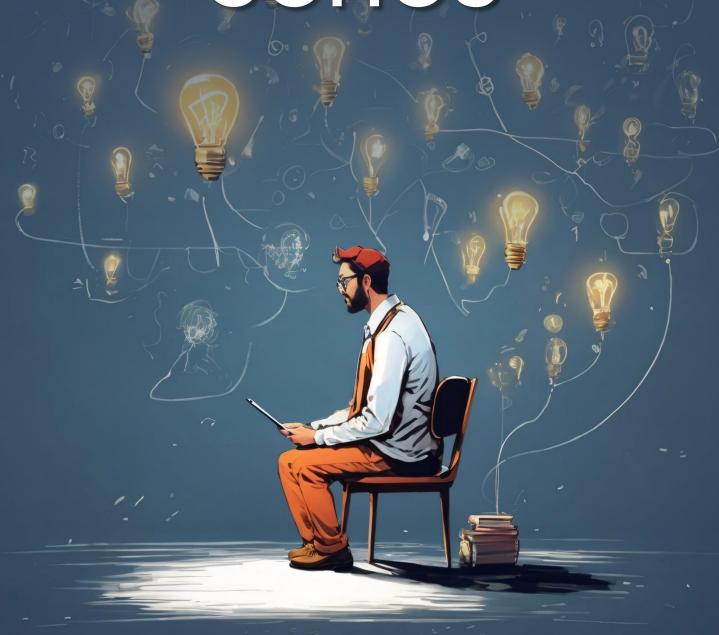




## KNOWLEDGE Series



#### **DECEMBER 2023**

Providing Comprehensive Financial Services:

Corporate Finance | Audit & Accounting | Tax and Compliance | Risk &
Assurance | Debt and Equity Advisory | Investment Advisory | Valuations and
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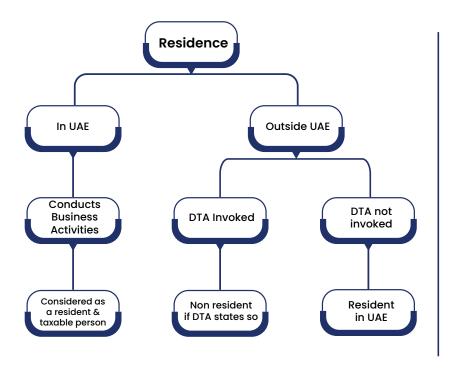
- Taxation On Natural Person-Simplified For You
- New Rules For VAT On Gold And Diamonds
- A Restrictions On Business Relationships Under UAE AML Law
- Contactless Payments And digital Wallets
- Dubai Retirement Visa: Your Quick Guide to A Serene Future
- Surge in Dubai Golden Visa Issuances Driven By Property Rally
- 5 Essential Ratios For Effective Balance Sheet Analysis





# Living Human whether resident in UAE or elsewhere For Minors and Incapacitated: Via Legal Representative

#### **Residential Condition**



#### Considerations

- Conducts Business Activities in UAE
- Turnover exceeds AED 1 Million in a Gregorian Calendar Year
- Wage, Personal Investment Income, and Real Estate Investment not considered



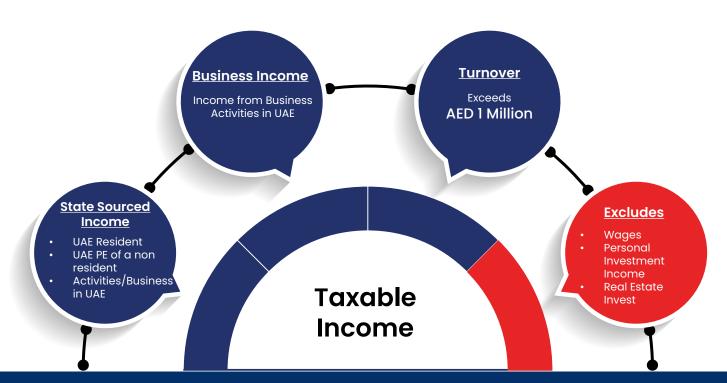


#### **Key Points**

- Business or Business activity conducted, Considered Resident.
- Turnover > AED 1 million

Hence, he is taxable.

#### Taxable Income for Natural Person

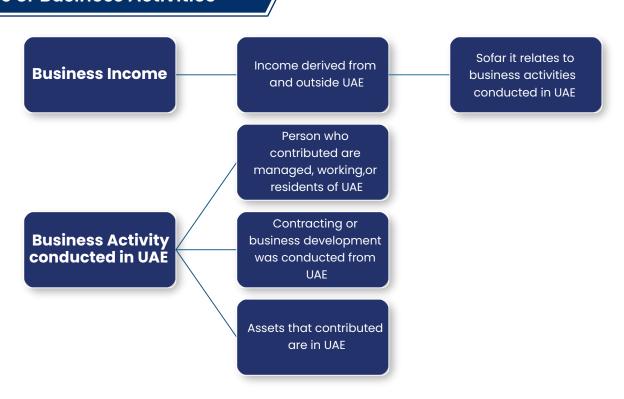




#### **State Soured Income**

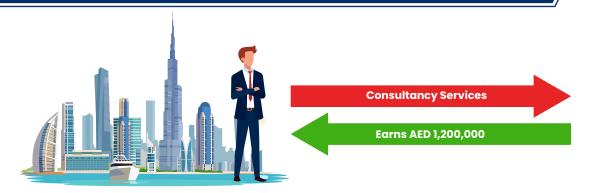


#### **Business or Business Activities**





#### Example: Self Employed, providing consultancy services





Total Turnover: AED 1,200,000 Net Profit: AED 900,000

#### **Key Points**

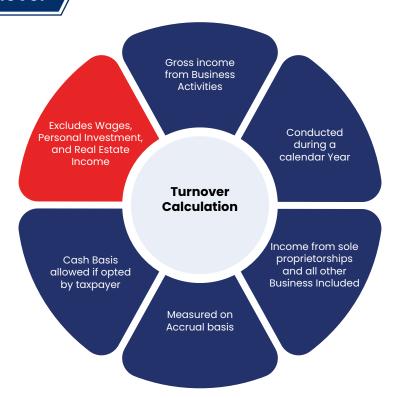
- Business or Business activity conducted, Considered Resident.
- Turnover > AED 1 million

Hence, Subjected to Corporate Tax.

Tax Calculation: Net Profit: AED 900,000

- 0% Rate First AED 375,000.
- 9% Rate Rest AED 525,000.

#### **Calculation of Turnover**





#### Example: Natural person conducting business overseas with business activity in the UAE.



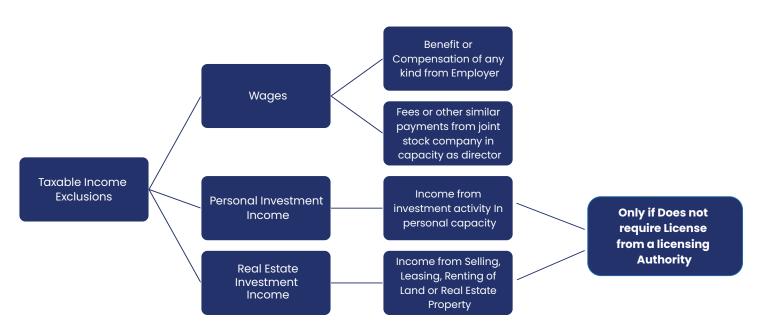
#### **Key Points**

 Income Earned in: Country A: AED 950,000. UAE: AED 100,000

As it is Business or Business activity, Considered Resident.

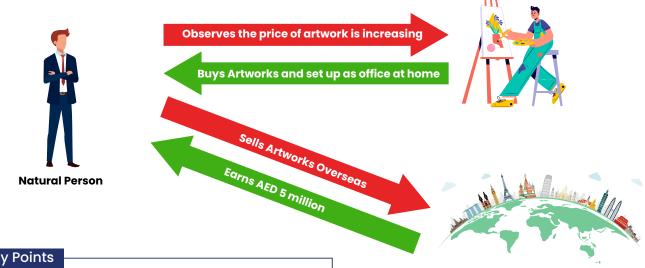
Total Turnover > AED 1 million but Turnover from BA < AED 1 million</li>

#### **Exclusions from Taxable Income**





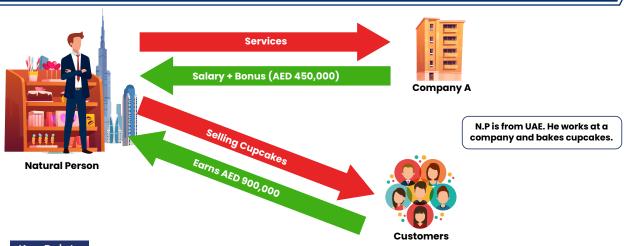
#### **Example: Natural Person Selling artwork**



#### **Key Points**

- Income Earned in: AED 5,000,000.
- Business or Business activity conducted.
- Total Turnover > AED 1 million within Gregorian Calendar year

#### Example: Natural person earning income from sales of goods and wage.



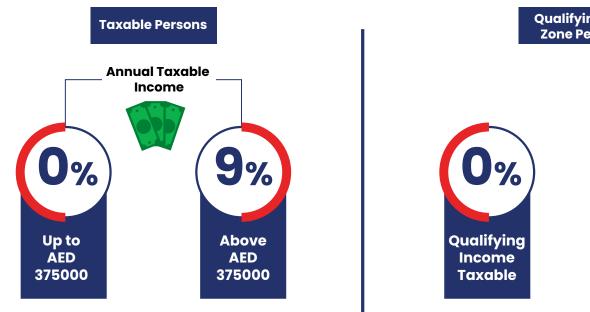
#### **Key Points**

- Income Earned
  - By Wage: AED 300,000 + 150,000 bonus = AED 450,000(Not Taxable)
  - By Selling Cupcakes: AED 900,000, As it is Business or Business activity, Considered Resident.
- Total Turnover: 1,350,000 > AED 1 million but Turnover from B.A is 900,000 < AED 1 million.

Hence, he is not subjected to tax.



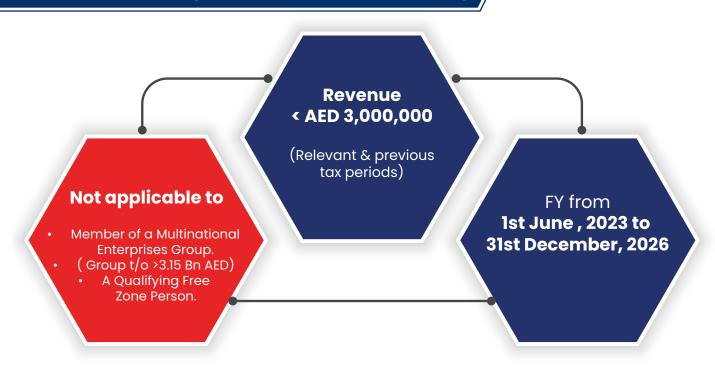
#### The Corporate Tax Rate



Qualifying Free Zone Persons



#### Small Business Relief (Ministerial Decision 73/2023)





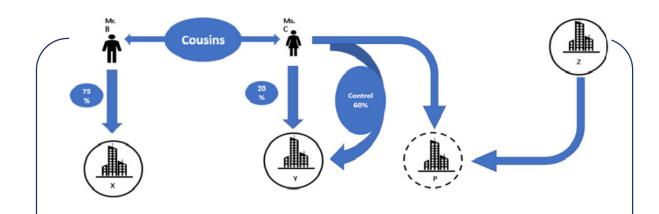
#### **Deductible & Non Deductible Expenses Expenses** Deductible Non Deductible Expenses **Expenses** Incurred wholly & exclusively for business Donations, Grants, Gifts to & not capital in nature 50 % of Entertainment, · Not incurred for non Public entity Amusement or recreational Business Fines, Penalties, other Expenditure for any · Incurred in deriving than amounts paid for customer, shareholders, Exempt Income breach of any contract suppliers or other business Bribes or illicit payment · Losses not connected partner · Dividends, Profit with Primary business (i.e. Meals, Accommodation, distributions Transportation, Admission Amounts withdrawn by Fees, Facilities, etc.) natural person from his business or by partner of Unincorporated Partnership · Corporate Tax paid Input VAT paid Tax imposed outside state **Related Parties for Natural Persons**

## Natural Persons Considered Related if relationship is within fourth degree of Kinship or affiliation Juridical Persons Relationship is identified on 2 basis Based on Ownership Based on Control

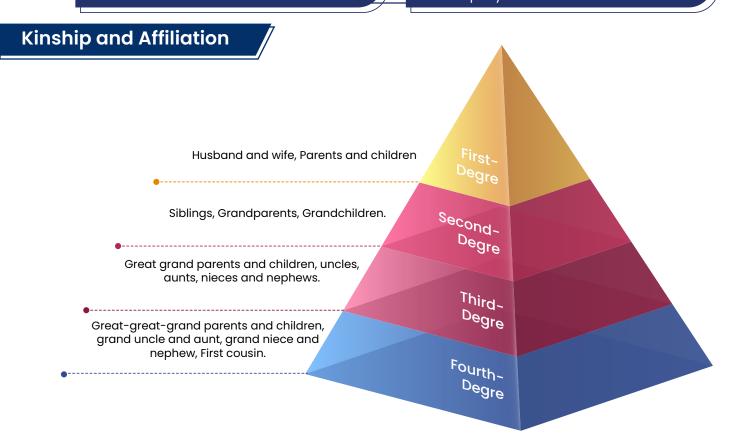




#### **Related Parties for Natural Persons**



- Mr. B and Mrs. C are related.
- Mr. B and company X are related, as he owns > 50%.
- Mr. B and company Y are related, as he is related to Mrs. C, and she has control > 50% in company Y.
- Mr. B and Company Y are related, as he is related to Mrs. C. Company Y and Ms. C are in same incorporated partnership.
- Mrs. C and company X are related, as she is related to Mr. B, and he owns > 50% of company X.
- Mrs. C is related to Company Y, despite owning only 20% of its shares, as she holds more than 50% of the voting rights.
- Ms. C and Company Z are Related Parties as partners in Unincorporated Partnership P, making Ms. C a Connected Person of Company Z.





#### Compliances

#### **Tax Registration**

- Registration
   Requirement: Turnover >
   AED 1 million
- If registered person opens a new business, Same number will be used.
- If turnover doesn't exceed 1 million in subsequent year, deregistration Is not permitted

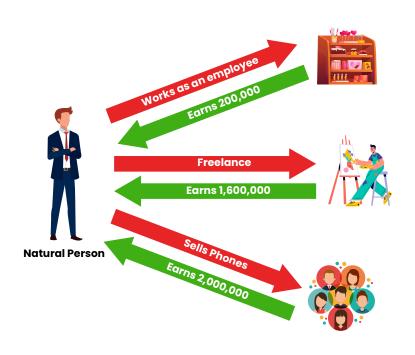
#### **Tax Deregistration**

- Cessation of business
  - File an application with FTA within 3 months of cessation of all activities.
  - If new activity is commenced in same year of cessation, application is suspended
- Death of a Taxable Person
  - Tax prior to death settled from estate value before distribution.
  - If discovered post-distribution, heirs settle outstanding tax based on their respective shares.

#### Accounting standards & Financial Statements

- SFS as per IFRS if
   Turnover does not
   exceed AED 50 Million
- Cash basis of accounting if turnover does not exceed AED 3 Million
- Aggregation of all business activities subject to corporate tax.
- Turnover exceeds AED 50 Million: prepare and maintain audited financial statements
- Financial Year: Jan-Dec

#### Example: N.P receiving wage and conducts B.A in the UAE



#### Tax Calculation:

- Turnover: 1,600,000 (freelance) +2,000,000(selling phones in UAE & Overseas) = <u>AED 3,600,000</u>
- Expense: 400,000(Freelance)+ 1,400,000 (Selling phone) = AED 1,800,000.
- Tax Income: 3,600,000-1,800,000 = AED 1,800,000.
- Tax Rate: AED 375,000 \* 0% = 0

AED 1,425,000\*9% = AED 128,250.



#### **New Rules For VAT On Gold And Diamonds**

The introduction of VAT in UAE has been a major change for every kind of business in UAE. However, for the gold and diamonds sector, which is one of the vital national economic sectors, the introduction of VAT has hit the sector badly. Under VAT, businesses purchasing gold and diamonds were required to pay VAT at the time of purchase. This VAT paid could be recovered by them only at the time of filing of returns. Due to this, businesses dealing in gold and diamonds were facing severe cash flow and liquidity issues. The FTA, having recognized these issues, has decided to apply the **REVERSE CHARGE MECHANISM** on the purchase of gold and diamonds by registered businesses.

Previously, when a business registered under VAT supplies gold and diamonds to another registrant, the supplier was liable to collect VAT on the supply from the recipient. The recipient was eligible to recover input tax on the supply only at the time of filing of VAT return. This led to Cash flow issues for registered businesses purchasing gold and diamonds.

With the new rule coming into effect, now when a business supplies gold and diamonds to a person registered under VAT, who is purchasing the goods for resale, or to produce or manufacture gold and diamond-based products, the supplier is not required to charge VAT on the supply. Instead, the recipient must account for the VAT due on the supply and report this VAT due in their VAT return. The recipient can also recover VAT on the supply in the same VAT return, provided it meets the conditions for input tax recovery.

#### Special reverse charge mechanism

A registered supplier supplying Gold Items defined under Article 1 of Cabinet Decision No. 25 of 2018, shall not charge VAT on the supply if all following conditions are met:

- The recipient is a VAT registrant.
- A written declaration obtained by the supplier from the recipient confirming all the follows:
- The recipient will use the Gold Items to produce or manufacture other Gold Items, or to re-sell the Gold Items received.
- The recipient registered for VAT on the date of supply.
- The recipient shall account for the VAT on the Gold Items supplied to him.

If all the above conditions are met, the recipient shall apply the special reverse charge to the supply and be responsible for all the tax obligations related to that supply.

However, the new Public Clarification (VATP029), emphasises that the special reverse charge mechanism under Cabinet Decision No. 25 of 2018 only applies to goods and not to any related services.

#### NEW VAT PUBLIC CLARIFICATION: GOLD-MAKING CHARGES

According to Cabinet Decision No. 25 of 2018, if the conditions of a special reverse charge mechanism are met, VAT registrants supplying gold are not required to impose VAT on the supply of gold or gold products. VAT in respect of the gold is accounted for by the registered recipient through the special reverse charge.

However, if the supplier charges separate considerations for the gold and related making service, or reflects the price of these components separately, the supplier is required to impose VAT on the service component.





#### **Restrictions On Business Relationships Under UAE AML Law**

The United Arab Emirates is leading the way in tackling anti-money laundering in the region, with new regulations and a crackdown on financial crime.

Recently, the Basel Institute of Governance's AML Index shows that the countries at highest risk of money laundering are Africa and the Middle East. According to the index, Jordan ranks at 41 for money-laundering risk out of the 110 nations ranked, Egypt 58, Saudi Arabia 60, and Bahrain 85. The United Arab Emirates is the worst Middle East performer of all, with a ranking of 32.

However, over the past 12 months, the UAE has made some very positive moves on anti-money laundering (AML) and countering the financing of terrorism (CFT). And the most recent change brought into effect was with respect to the restrictions imposed on business relationships.

With this change, the AML regulations in the UAE now restricts Financial Institutions, Designated Non-Financial Businesses and Professions (DNFBPs), and Virtual Assets Services Providers (VASPs) from establishing a business relationship under the following situations:

- When the person is designated person under the UAE Local Terrorist List or UNSC Consolidated List or any other relevant Sanctions List.
- When the person is uncooperative and hinders the completion of the Customer Due Diligence process.
- Circumstances where the proposed customer is a legal person or legal arrangement, and its Ultimate Beneficial Owners (UBO) cannot be identified.
- Regulated entities are prohibited from setting up a business relationship with a shell or fictitious bank (that does not have any physical presence or employees for carrying out actual business operations)
- No business relationship or account can be established on an anonymous basis or using numbers or pseudonyms.

Onboarding customers under the above-mentioned circumstances would lead to increased money laundering/terrorism financing risk and thus be subject to non-compliance with AML regulations.





#### **Contactless Payments And digital Wallets**

Contactless payments operate either through cards or through mobile apps and digital wallets. These payments typically use either radio-frequency identification (RFID) or near field identification to communicate with readers and can only do so at a distance of roughly two to four inches, helping to ensure payment is always intentional.

Digital wallets, often referred to as e-wallets, are secure virtual containers that store payment information digitally. They allow users to store multiple payment methods, loyalty cards, and even identification documents in one centralized location. This eliminates the need to carry physical cards and streamlines the payment process, making it a breeze to complete transactions on the go. On the other hand, contactless payments leverage technologies like NFC to enable swift and secure transactions with a simple tap. This article explores how these innovations are redefining the landscape of financial transactions.

#### Benefits of Digital Wallets

At the heart of digital wallets lies the promise of streamlined transactions. By allowing users to store payment methods, loyalty cards, and even identification documents digitally, these wallets simplify the payment process and eliminate the need for physical cards. Imagine leaving your bulky wallet behind and paying for your purchases with a simple tap of your smartphone.

In the digital realm, robust security measures underpin the ecosystem, ensuring that transactions remain secure. Payment information stored in digital wallets is encrypted, ensuring that sensitive data remains inaccessible to unauthorized parties. Additionally, many digital wallets incorporate biometric authentication methods, such as fingerprint recognition or facial scanning, adding an extra layer of protection.

Digital wallets function as versatile platforms, seamlessly integrating various payment methods into a unified ecosystem. Whether you're making online purchases, paying bills, or transferring funds to friends and family, digital wallets provide a unified platform for managing your financial activities. This eliminates the need to repeatedly enter payment information across different platforms, simplifying the transaction process.

#### Advantages of Contactless Payments in Modern Commerce

From retail to public transportation, contactless payments have gained momentum across industries. Their advantages extend beyond efficiency. In the wake of health concerns, contactless payments have gained even more traction due to their contact-free nature. By minimizing physical interaction, these payments offer a hygienic way to conduct transactions, a crucial consideration in today's world

#### Different Digital Wallets Mobile Wallets

Mobile wallets, accessible via smartphone applications, allow users to store payment information, loyalty cards, and even digital versions of identification documents. The convenience of making payments with a simple tap or QR code scan has contributed to the popularity of mobile wallets. They offer an integrated solution for payments, loyalty programs, and even digital boarding passes.

#### E-Wallets

E-wallets specialize in online transactions, offering a secure and straightforward method to make purchases on the internet. These wallets often come equipped with enhanced security features to safeguard users against online fraud. E- wallets also provide the advantage of securely storing payment information and facilitating quick transactions without the need to manually input card details for every purchase.





#### Dubai Retirement Visa: Your Quick Guide to A Serene Future

#### Eligibility Criteria:

Residents aged 55 and above can apply for a 5-year long-term visa and sponsor their spouses and children.

#### **Eligibility Conditions:**

Minimum 15 years of work experience in or outside the UAE, or age 55 or above at retirement.

Choose one of the following options:

Minimum yearly income of Dh180,000 or Dh15,000 monthly.

Dh1 million savings in a 3-year fixed deposit.

Dh1 million in property.

Minimum investment of Dh500,000 each in a 3-year fixed deposit and property (totaling Dh1 million).

#### **Application Process:**

Choose Your Option:

Savings Option: Dealt with by the General Directorate of Residency and Foreigners Affairs (GDRFA).

Property-Based: Handled by the Dubai Land Department (DLD).

#### How to Apply:

GDRFA: Visit https://smart.gdrfad.gov.ae, select 'Individuals' login, and register for a new application. DLD: Visit the DLD office in person.

Required Documents:

Passport copy of applicant and dependents.
Marriage certificate copy (if sponsoring spouse).
Copy of current visa and Emirates IDs for applicants and dependents (if UAE residents).
Additional Documents:

#### Option 1 (Income-Based):

Proof of income.

6-month bank statement showing a minimum deposit.

#### Option 2 (Savings-Based):

Proof of retirement.

Stamped bank letter stating Dh1 million in a 3-year fixed deposit.

#### Option 3 (Property-Based):

Copy of title deed showing property in Dubai valued at Dh1 million.

#### Option 4 (Property-and-Savings-Based):

Copy of title deed (property in Dubai valued at Dh500,000).

Stamped bank letter stating Dh500,000 in a 3-year fixed deposit.

#### Cost:

If approved, a total of Dh3,714.75 per applicant covers visa-related expenses, including entry permit, visa status adjustment, residency stamping, Emirates ID, medical examination, and management fees.

This retirement visa offers a fantastic opportunity for individuals to enjoy their post-retirement years in Dubai. Make sure to choose the right option based on your financial circumstances and follow the application process meticulously for a smooth transition.





#### Surge in Dubai Golden Visa Issuances Driven By Property Rally

Dubai has witnessed an impressive 50% surge in the issuance of 10-year residencies in the first half of 2023, fueled by a thriving property market post-pandemic. The escalation in apartment and villa prices, surpassing Dh2 million, has become a key criterion for securing a 10-year Golden Visa in various areas across the emirate.

Prime locations such as Downtown, Palm Jumeirah, and Dubai Hills have experienced substantial price hikes due to robust demand from local, regional, and international investors, along with residents. Notably, even townhouse launch prices have exceeded the Dh2 million mark this year, compared to Dh1.5 million in recent years.

#### Benefits of the Golden Visa:

- Long-term, renewable residence visa for 5 or 10 years.
- No sponsorship requirement.
- Permitted stay outside the UAE for over 6 months without visa invalidation.
- Ability to sponsor family members, including spouses and children of all ages.
- Unlimited sponsorship of domestic helpers.
- Family's stay in the UAE remains valid until the end of the permit duration, even in the event of the primary visa holder's passing.

#### **Record Increase in Visa Issuances:**

Dubai's Golden Visa, highly coveted among foreigners, has seen an impressive 50% surge in issuances during the first half of 2023.

#### **Application Process and Requirements:**

Property investors with assets valued above Dh2 million can apply for the Golden Visa by initiating a property evaluation through the Dubai Land Department (DLD). The evaluation process, conducted via DLD's Real Estate Services Trustee Offices and the Dubai REST app, requires the submission of necessary documents.

After document submission, the DLD will evaluate the property for a fee of Dh4,000, plus Dh10 each for knowledge and innovation fees. This fee can be conveniently paid via credit card, cash, or ePay. The property owner can expect to receive the evaluation certificate via email within 1 to 8 business days.

Crucially, investors have the flexibility to apply for long-term residency by aggregating the values of two or more properties, providing a versatile pathway to meet the Dh2 million requirement. This streamlined process enhances accessibility for a broader spectrum of property investors aiming to secure the esteemed Golden Visa status in Dubai.





#### **5 Essential Ratios For Effective Balance Sheet Analysis**

When delving into the financial health of a company, the balance sheet serves as a crucial roadmap. To decipher the intricate details it holds, astute investors and analysts employ various ratios, each offering a unique perspective on a company's stability and efficiency. Here, we unravel five key ratios that illuminate the nuances of balance sheet analysis:

#### 1. Quick Ratio:

Assessing Solvency and Debt Repayment Speed

Goal: Evaluate a company's solvency and its ability to swiftly settle short-term debts with readily available assets.

Formula: Quick Assets / Current Liabilities (Quick Assets defined as Current Assets minus Inventory)

#### 2. Inventory Turnover:

Unveiling Inventory Efficiency

Goal: Gauge the number of months a company's inventory remains on its balance sheet.

Formula: Cost of Goods Sold / Average Inventory (Utilizing the Cost of Goods Sold over the past 12 months provides a snapshot of how many months the inventory is expected to last.)

#### 3. Asset Turnover:

Optimizing Asset Deployment

Goal: Examine the capital expenditure required for every dollar earned, offering insights into operational efficiency.

Formula: Turnover / Net Tangible Assets

#### 4. Cash Conversion Cycle (CCC):

Efficient Cash Flow Management

Goal: Analyze the duration required to convert cash from purchasing inventory to receiving cash from sales.

Formula: Days of Inventory Outstanding + Days Sales Outstanding - Days Payable Outstanding

(Days of Inventory Outstanding is calculated as Average Inventory for a month / Cost of Goods Sold \* 365, and similar calculations for Days Sales Outstanding and Payable Days.)

#### 5. Working Capital: Navigating Daily Operations Financing

Goal: Measure the capital allocated to sustain day-to-day operations, with an eye on potential capital release for investments.

Formula: Current Assets - Current Liabilities

Each ratio serves as a financial compass, guiding analysts through the labyrinth of a balance sheet. While the Quick Ratio offers a snapshot of short-term solvency, Inventory Turnover unveils efficiency, and Asset Turnover scrutinizes the effectiveness of asset utilization. Meanwhile, the Cash Conversion Cycle demystifies cash flow dynamics, and Working Capital illuminates the capital intricacies within daily operations.

Understanding the nuances of these ratios empowers investors and analysts to make informed decisions, paving the way for a comprehensive evaluation of a company's financial standing. The interplay of these metrics provides a holistic view, enabling stakeholders to navigate the intricate landscape of balance sheet analysis with confidence.





#### KNOWLEDGE Series

MICS is a team comprising of experts who work together to serve clients on a broad range of advisory services including: Corporate Finance I Audit & Accounting I Tax and Compliance I Risk & Assurance I Debt and Equity Advisory I Investment Advisory I Valuations and Due Diligence I Company Formations I Banking & PRO Services I Startup Advisory and Funding.

Our team has decades of combined experience and a track record of successfully delivering solutions in diversified market conditions. Our presence in the region and deep relationships with the eco- system allows us to provide our Clients with efficient business solutions across various industries and client segment.

#### **OTHER USEFUL RESOURCES**

- UAE Corporate Tax Simplified:
  - www.youtube.com/watch?v=Tp9fKHQaTn8&list=PL6Hq2B2kB5C0sansu1f-Ng\_NUm\_rvH4cs
- Understanding Corporate Tax in the UAE (webinar): www.youtube.com/watch?v=8C9Ta0hp0kQ
- Proposed UAE Corporate Tax Regime Simplified (By MI Capital Services): www.youtube.com/watch?v=O5KdVbETdo4
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#### **OUR Previous Webinars**

















### GLIMPSE OF TAX PARTY









Last Tax Free day celebrated on 31st May 2023

## OPENING OF OUR NEW OFFICE











## OPENING OF OUR NEW OFFICE













#### **Client testimonials**

74

"The team was really professional, timely and made sure that customer satisfaction is always the priority"

77

"Highly recommend MI Capital and will surely deal with them if any new

opportunity comes up in the future"

77

"Very success driven team. Once promised a job, they always deliver.
Highly recommend working with them"

77

OVER
50+ FIVE
STAR REVIEWS
FROM SATISFIED
CLIENTS

 $\star\star\star\star\star$ 

44

"The experience was amazing; they always try the best to meet your demands at the earliest convenience."

77

44

"The work MI CAPITAL does is reliable and was completed ahead of schedule"

77

- 4 4

"Their high level of professionalism is spot on"

77







FOCUS

MI CAPITAL SERVICES: Bringing a touch of innovation to financial needs of Global Giants with exceptional services in field of Corporate Financial Services, International Tax Structuring and Transaction Support Services

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MI CAPITAL Services was built with an aspiration to rule the business adde and help the interesting set the inflat business appear the every juntume. Doily, the company is a growing team boosting of 25+ qualified professionals (CEA, CEA, MBAs) delivering best in-class comprehensive financial services across prominent areas like corporate finance, audit, tax and compliance, rick, debt and equity, and much more.

Well-known at the best becines conformation in World – URE offers splendid opportunates to enterprise and supring startups to set up have been. Thanks to the Goodse commercial and federal zur structure and business of fereight genetic meners. Competitive text facilitates at URE offers whether and relocations for composites. URE has led the MEMA (Moddle East and North Africa) region for least 12 years and is a universal monetury base for approximately over 1,500 international companies.

exploring business opportunities here. No tatiffs are levied on personal income and corporate tas is only applicable to oil companies and froeign basis branches: The administration of taxes in the UME is governed by Federal Tax Authority. It is noteworthy that UME's 47+ fee zones budistate comptions in Personal income tax, Value-added Tax, Lypial gains tax, Corporate Tax and Withholding Tax to boot freejin investment; "yang Sheeds Jost."

Global Business Mult: Clied as one of the world's richest nations with its GDP per capital almost 20% higher than Organizations for Economic Co-generation and Development Accepting to recent data Foreign Development (meet them STr.) billion is 55% billion in 2020 and increased to 5302. billion in the PT 2021-2022. Que to its promising fiscal future, promotions via 2006 of MAINS reconsequence such that CTP, via house also IEEE.

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Registering a future of growth: Currently, MI CAPITAL Services operates from their office in UAE and India, with a roadmap to build their presence in 3 more major financial citic covering Europe and America in near future.

The team is shill all worth for growing belows, extra team for an elf URL and II CMID. Therein plants are expectedly in business considering the boom that the start up calme he witnessed in the past describe. Your firm of teining makes the are instituted with the system. The following the contraction of the stages the set of the start of t



#### **MI CAPITAL**

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MICAPITAL Services: Britisping a touch of innovation to financial needs of Global Clarist with Exceptional Services in field of Corporate and Strategic Finance Audit & Accounting | Tax and Compiliance | Riski & Assurance | Debt and equity Advisory | Investment Advisory | Valuations and Due Diligence | Startup Investing | Company Formations | Banking & Police Services

services across prominent areas like corate finance, audit, tax and compliance, drift and posite, and much more

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legistering a fature of growth: Currently to CAPITAL Services operates from the offices in UAE and notin, with a reaching to used their presence in 3 more major noncial otics severing Europe and America.

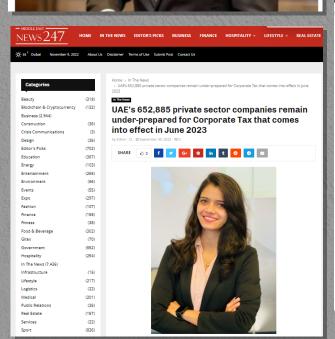
The time is which all the create where the control of the control

Our latest feature on **Forbes** 











1 أكتوبر، 2022 Off 2022







A Qualified Chartered Accountant as well as GPA Charter holder, Sheet al Soni holds over B years of rich expertise in Capital Basing, Project Francis Modeling, Feasibility Studies, Treasury, Investments, Tande Finance, Treasury, Investments, Tande Finance, Treasury, Investments, Tande Finance, Treasury, Investments, Tande Finance, Valuations. Over the years Sheetal has worked with numerous clients across UAE, India, Thailand, Africa, Chrina, UAE, India, Thailand, Africa, Chrina, Order Ieaderhip roles handled by Sheetal include Executive Committee Member, India Dalva Chapter, While he is also KCAI Dubal Chapter, While he is also Longer and Chapter (Lapter, BBPG-Dubai, KSA IMA Chapter.

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MI CAPITAL Services provides solutions to dients throughout the entire M&A deal life cycle including Valuations, Due Diligence, Term shee negotiations, and other transaction support activities for both buy side and cell ide

#### MI CAPITAL SERVICES

Making Trust-worthy Corporate Financial Advisory Solutions Accessible through Experience & Innovation

Industries, as well as increase in higher the region, targe mid and small-size organizations, open and and small-size organizations, open and and small-size organizations, open and size of small-size organizations, open and size of small-size organizations are organizations. Additionally, increased and anticolar small-size of sma

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Statisticated and asset in Certificates by McP. Next Statistical and asset Statistical and asset Statistical and asset Statistical Asset Statist

vestments, International Tax Advisory. He possess 7 years of Experience in the field of International Advisory and Structuring and has served many government organizations has leaded in India.

MI CAPITAL Services now has team of 25+ qualified professionals (CFAs, CAs, MBAs) delivering best in class comprehensive financial services in following areas: Corporate Finance, Audit & Accounting, Tax and Compliance, Risk & Assurance, Debt and Equity Advisory, Investment Advisory, Valuations and Due Diligence, Company Forma-

Talking about the factors that are driving growth in the acqualitors consulting space in Asia, Sheetal mentions, Mengers & Acqualitors in Naia-Seaffir remains rottors, Mengers & Acqualitors in Naia-Seaffir remains rottors, Naia-Seaffir remains remain

#### Strategic Support for Growing Businesses

is and private sector corporates, Mel-Carporates, Meland Startps, with "Attaget financial" antisets, Throughout their professional careers, the founding members analyzed that CEOs and CFOs are capable of handling experienced teams to manage operational finance of managements of the management of the management of the finance material is valuation, financial modelling, feesibility studies, pre-energer registations, post-energer inregation etc. they feet the need of sectors from the experienced advisors. Therefore, the team at MC Capital Service has designed an effective blueprict holls of CFOs

Shedding light on the support strategy utilized to help client, Prateek mentions, "To help companies grow through effective advisory MI Capital Services has developed a 39 support strategy, First being people." we hire and nurture qualified professionals to help deliver best and nurture qualified professionals to help deliver best results. Second being 'process'. Well managed international best practice processes that include financial ded diligence, pre-merger negotiations, and post-merger in-tegration. And the tind virtue being 'product' - A hypical tegration. And the tind virtue being 'product' - a Spraid to the strategy of the



M&A process involves understanding of business, work ing out valuation models, carrying out detailed due diligence, negotiations, drafting term sheets, and drafting agreements. We see each step involved as a product an work on delivering the best quality "product" to help for a efficient and reportful MAD a proper.

#### On A Path of Unstonnable Growth

Announcement of the Control of the C

Sheetal sheds light on how MI CAPTAL Services plan on epanding its business in light of the boom that the start-up culture has witnessed in the past decade. "Again mor contribute to the new age and evolving start-up aim to contribute to the new age and evolving start-up cocyptem in the region. The Global Startup Ecosystem has witnessed a dismatic growth in the past one decad the contribution of everlooping countries that have come forward to create nest gen technological advancement and wealth creation opportunities. We at MI CAPTAL Services have developed a proprietary finisted plastrom contribute to the startup ecosystem with a number of Initial Carlotting Startup strong and startup in the startup consistent with a number of Initial Carlotting Startup strong and startup in the case strong in the startup consistent with a number of Initial Carlotting Startup strong and startup in the startup in the startup consistent with a number of Initial Carlotting Startup strong and startup strong

#### Business Outlook

recognizes

#### MI CAPITAL SERVICES

as one of

Business Outlook MERGERS & ACQUISITIONS & CONSULTANTS FROM ASIA &

This certificate is awarded for the stellar performance in the industry. It works as a testament to the competence and excellent application of industry standards & methods combined with a strive towards brilliance.



Emmanuel Christi Das Managing Editor





Meeting with SRTI Park



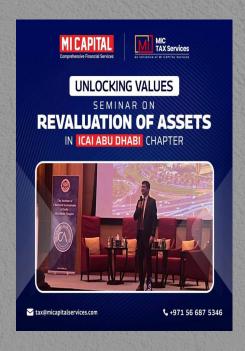
Meeting with **AstroLabs** 





























## MI Capital Services Guides on how UAE is the Solution for your Global Business Set-up

Well-known as the best business destination in World – UAE offers splendid opportunities to enterprises and aspiring startups to set up base here. Thanks to its flexible commercial and federal tax structure and business-friendly environment. Competitive tax facilitates at UAE offers rebates and relaxations for corporates.

UAE has led the MENA (Middle East and North Africa) region for last 12 years and is a universal monetary base for approximately over 1,500 international companies.

#### NOMINAL TAXATION

UAE's attractive tax system is the primary reason various enterprises are exploring business opportunities here. No tariffs are levied on personal income and corporate tax is only applicable to oil companies and foreign bank branches. "The administration of taxes in the UAE is governed by Federal Tax Authority. It is noteworthy that UAE's 47+ free zones facilitate exemptions in Personal income tax, Value-added Tax, Capital gains tax, Corporate Tax and



Withholding Tax to boost foreign investment," says Sheetal Soni.

#### **GLOBAL BUSINESS HUB**

Cited as one of the world's richest nations with its GDP per capita almost 80% higher than Organisations for Economic Co-operation and Development. According to recent data Foreign Direct Investment rose from \$17.9 billion to \$19.9 billion in 2020 and increased to \$20.7 billion in the FYI 2021-2022. Due to its promising fiscal future, approximately 90% of MENA conglomerates and their CEOs are based in UAE.

#### INFRASTRUCTURE & CONNECTIVITY

Middle eastern nation has invested \$11 billion in the Etihad Rail Project and \$5.9 billion in hyperloop connectivity project connecting the cities of Abu Dhabi and Dubai. Reputed international airlines like Lufthansa, British Airways, Air Canada, and US Airlines operate 24-hour hour clock operations in UAE. The national flag carrier of UAE, the Emirates too connects all the major cities in the world to The Emirates.

"UAE has continuously invested in creating best infrastructure, putting flexible tax laws and opening markets for international trade, making it as the best business destination for entrepreneurs across the globe," says Prateek Toshniwal.

For more information, contact: +91 9909968889, +971 585789015 Email: prateek@micapitalservices.com sheetal.soni@micapitalservices.com





Part 1-TaxablePersons&BasisofTaxation

https://youtu.be/Tp9fKHQaTn8

Part 2- Exempt Persons Free Zone Persons

https://youtu.be/I7 BpTYJL8E

Part 3-Calculation of Taxable Income

https://youtu.be/HKhC3OWzq44

Part 4 - Transfer&Set Off of Lossesand Calculation of Corporate TaxLiability

https://youtu.be/qcZg5wDM5FE

Part 5-Groups&TaxGroups

https://youtu.be/f4rJmR89WEQ



## Mi Capital opens doors to India's US\$88.23 bn affordable housing market for GCC investors

July 26, 2018



Sheetal Soni, CEO - Mi Capital











MI CAPITAL Services at Startup event in INDIA and recognition and meeting with IFZA Authorities













MI CAPITAL Services presentation about "Doing Business in the UAE" at the Italian Trade Delegation









MI CAPITAL Services attends meeting held by Mr. Jai Ram Thakur in Himachal Pradesh



MI CAPITAL Services at UAE Business Leaders meeting with CM of Andhra Pradesh Mr. Chandra Babu Naidu







#### **Meeting with Advisory Board**



Thank you **Mr. Ala Khannak** For visting & guiding us always.



#### **OUR TEAM**





#### **Board Advisor**



Khalid Abdulla Janahi

- Chartered Accountants in England and Wales, Mr. Janahi holds a BSc in Computer Science and Accountancy from the University of Manchester, UK
- 18 years of experience in business advisory services.
- Chairman of Faisal Private Bank (Switzerland), DMI Administrative Services and Islamic Investment Co. of the Gulf (Bahamas) Ltd.



Ala Khannak

- A fellow CA from Institute of Chartered Accountants in England & Wales (ICAEW). Graduate in Economics. American University of Beirut (AUB).
- Monitoring and controlling Investments & Responsible for many Investment & Corporate Banking as well as Treasury functions.
- Worked with many Organizations at a senior level.



Dr. Jamil El Jaroudi

- The first chief Executive Officer of Bank Nizwa, the first Islamic Bank in Oman.
- Holds an MBA from Columbia University in New York and a PhD in Finance from Kellogg School of Management
- He was named 'Islamic Finance Personality of the Year' at the 4th Annual Global Islamic Finance.



#### **Partners**



Sheetal Soni, CFA, FCA

- CFA Charter holder as well as Qualified Chartered Accountant 16+ years of accomplished experience.
- Expertise in Capital Raising, Project and Corporate Financing/Funding, Treasury, Investments, Trade Finance, Financial Modeling, Feasibility Studies, Financial Structuring, M&A and Valuations.



Prateek Tosniwal, FCA

- Strong accounting professional with a Bachelor of Commerce (BCom) focused in International Business/Trade/Commerce from Narsee Monjee College of Commerce and Economics.
- Experienced Senior Tax Accountant with a demonstrated history of working in the financial services industry.
- Chartered Accountant with experience in Financial Reporting & Accounting.



Shweta Soni

- Shweta is an experienced professional, with 4-years of experience.
- Her work at MI CAPITAL Services includes researching on various regulations and their impact on companies, preparing marketing collaterals such as Information Memorandum (IM), Investment Decks, Information packs and so on.



#### **Directors**



Khaleefa AlQubaisi

- Graduated from The American University from Washington, Mr.
   Khaleefa is a veteran leader serving as a Chief Financial Officer at ADNOC.
- He has rich experience of more than 17 years in finance and audit and has been working as a senior leader for the company.



Mohammad Saleem
ED - Client Coverage

- 33 years' experience in the Banking sector.
- Experience across Project & Corporate Financing/Funding, Trade Finance, Equipment Financing under the Lease Structure & many more.
- Identifying new opportunities and cross selling various products for the bank.



Ramdin Osman Director - Mauritius

With 17 years of experience in the consultancy industry working as a Managing director at Allfinanz Consulting Ltd, Mr. Osman brings rich experience in Corporate Finance, Business strategy, Mergers and Acquisition and Investment Banking. He has worked with various companies ranging from industries like FMCG, Real estate, IT, health tech etc.



Rachit Poddar

- Mr. Rachit is a second generation Entrepreneur & Investor. He is also Co-Founder at IVY Growth Associates and through that have invested in more than 40 startups.
- He is the President of Della Leaders Club, Surat Chapter and member of esteemed global organizations like TiE, Institute of Directors London etc.



Sumay Banerjee

- Commercial banking and corporate finance professional.
   MBA (Finance) with post graduate diploma in Strategy 16 years of banking & finance experience.
- Key strengths are in relationship based banking , marketing and identifying new business opportunities across local and international markets



## OUR TEAM



Shubhangi Tosniwal, CA, CPA

- Shubhangi is a Chartered Accountant, Financial Advisor and Start Up Consultant.
- Former Corporate Financial Advisory
- Services Officer with 7+ years experience. Qualified CPA Australia Graduate with 12th rank from St.Xaviers College, Kolkata.



Natasha Gupta

- Natasha is heading Human Resource department and assist senior management in managing HR policies, programs and in meeting the company's strategic requirements.
- She is a commerce graduate and has experience in developing recruitment strategies, overseeing staff benefits, and



Karishma B. Suwarnakar, CA

- Karishma is a Chartered Accountant. She is heading the Accounting, Auditing, Direct, Indirect Taxation & Compliance Department.
- She also assists in Financial Modelling, Valuations, Due Diligence & Corporate Finance, Advisory.
- She also have been working on Transfer Pricing, International Taxation & Structuring.



Tarun Agarwal, CA

 Tarun is a highly skilled professional who specializes in conducting independent and objective assessments of an organization's financial records, internal controls, and Innancial records, internal controls, and compliance with applicable laws and regulations. Tarun has led various tax and compliance related projects for entities from industries like Oil and gas, Environmental Consultancy Services, IT services etc.



Rajvi Jariwala, CA

Rajvi is a highly skilled and accomplished Chartered Accountant with more than 4 years of experience in various domains of accounting, auditing and finance. Her expertise lies in incorporation advisory, structuring and corporate compliance. She brings rich experience in industries like steel, shipping, pharmaceuticals, textile etc.



Siddharth Singhvi, CA

- Manager Audit

  Chartered accountant with 5 years of expertise in statutory audits, internal audits & corporate financing.

  Currently working as a professional consultant advising clients on the global structuring, international taxation advisory & Conducting statutory & internal audits for clients across the Middle East & India in different sectors such as precious metals, Oil & Gas, Service industries, Real estate.



Samisha Ambre, CA

- Samisha is high skilled with 3 years work experience which includes advising multiple listed entities on optimizing their capex and working capital spends.

  Currently she is working on valuations, feasibility study, M&A transactions spanning across GCC and in different sectors such as Packaging, Pharma, Service industries andRealestate.

#### **Executive Team**



Kushal Kumar, CA



Amish Mukesh Ramgarhia, CA





Jassim Karim, CMA



Arshad VM, CMA



Sabik Mon MT, CMA





Umer Faroog





Linomon K L



Muhammed Shamlan



Nibin Benny



Pushpa Naik



Remva Sahadeven



Aquila Noel



Vivek Kumar Dubey



Mary Grace Sigue



Manjunath Umapathi



## Our New Initiative BANKING POSSIBILITIES Business Banking Simplified An Initiative of MI CAPITAL Services

- Connections with 40+ banks worldwide
- Guaranteed opening of a Business IBAN account
- Priority lane and Fast Track
- The highest success rate in the UAE
- Free recommendations
- Single application

- Free Banking Profile
- Online status tracking
- Accept High-Risk businesses
- Accepting Non-UAE Owners
- Personal introduction with bankers responsiblefor opening your account









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