

KNOWLEDGE Series



Providing Comprehensive Financial Services:
Corporate Finance | Audit & Accounting | Tax and Compliance | Risk &
Assurance | Debt and Equity Advisory | Investment Advisory | Valuations and
Due Diligence | Company Formations | Banking & PRO services

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UAE Corporate Tax Regime

Well, any tax regime has its own definition of Taxable persons & so does the UAE Corporate Tax. It states that the following will be considered as taxable persons & be subject to UAE CT.



1. Natural Person:

- Any individual who is engaged in the business will be considered as a taxable person. i.e. Sole establishments or proprietorships as well as Individual partners in an unincorporated partnerships will be considered as taxable persons.
- Business will be subject to UAE CT would depend on the activity carried on by such individual meaning whether the individual is required to obtain a commercial license or an equivalent permit from the relevant authority.
- Only individuals carrying on business will come under the CT Regime that means Employment Income & Other personal income earned by UAE /Foreign Individuals such as Dividends, rental receipts, Interest Income will not come within the scope of the proposed CT Regime.
- Notably, only Income earned from the business activity carried out in the UAE will only be taxable for natural persons in comparison to legal persons whose global income will be chargeable under the CT Regime.

2. Legal Person:

- Any Legal Person incorporated in the UAE as well as foreign entities that have a permanent establishment in the UAE or that person has UAE sourced Income will be subject to the UAE CT on its Global Income.

- Legal person incorporated in the UAE will automatically be considered as Resident & worldwide Income of UAE Resident will come under the purview of UAE CT.
- Certain income from overseas will be exempt such as foreign branches & Interest / Dividends/ Capital Gains.
- Now with this definition comes 3 new concepts which is explained as below :

I. Legal Person:

- Legal persons include LLP, Private Shareholding Companies, Public joint stock Companies & other entities established under the laws of the UAE that have separate legal personality.
- For UAE CT Regime, legal persons incorporated in the foreign jurisdiction that are effectively managed & controlled in the UAE will be treated as if they are UAE incorporated entities thus liable to CT in the UAE.**
- Legal persons also includes Limited and general partnerships and other unincorporated joint ventures and associations of persons which will be treated as 'transparent' for UAE CT purposes. This means that they will not be taxpayers in their own right as they are not a separate legal entity but such partnership income will instead 'flow through' and be taxed in the hands of the partners or members only.

II. Permanent Establishment

For Non-Residents to be subject to UAE CT, Taxable Income from their PE in the UAE & UAE sourced Income is to be considered. The PE concept has been designed on the basis of the OECD Model Tax Convention for Non-Residents. Now the activity threshold that will trigger a PE for a foreign company in the UAE will be determined by 2 main tests-

1. Fixed Place of Business Test:

If a Foreign Company has any place of management, a branch, an office (even temporary field or employee home office), a factory, a workshop, real property or any building site such structures or spaces will be considered as a Fixed Place of Business for such foreign Company & thus considered as PE of such Foreign Company. However, **if such Fixed place is used only to store, display or deliver the Foreign Company's goods or keeping stock of goods with the intention of making them available to another person for processing may not be considered as PE of such foreign company.** Also if only preparatory or auxiliary activities are undertaken through such fixed place then also PE concept will not be applicable. Now what is meant by preparatory & auxiliary activities include limited marketing, and promotional activities, performing market research and attending seminars or conventions.

2. Dependent Agent Test:

If the Fixed Place of Business Test is not satisfied we need to check whether the Foreign company falls under this test. This dependent agent test will be met where any UAE based person act on behalf of such foreign company in the UAE & has the authority to conclude contracts in the name of such foreign company. That means acting on behalf of such foreign company without material intervention from the non resident company. However, the PE will not attract where a person carries on the foreign company's business in the UAE in the ordinary course of their own business, meaning where the person does not work exclusively for the foreign company & is a complete legally & economically independent from the foreign company.

III. UAE sourced income:

The UAE CT Regime will have specific rules & guidance to determination of income whether UAE sourced or not. However as per general understanding, income will be considered as UAE sourced income if

- a. its earned from the UAE resident person,
- b. if the payment is attributed to a PE in the UAE of such foreign company
- c. if the income is derived from activities or contracts performed in the UAE or from assets located in the UAE, or rights used for economic purposes in the UAE

The same Rules & Principles of PE & UAE sourced Income will be applied if a FZP earns income from a source in mainland UAE.

Glimpse into the AML for Dealers in Precious Metals & Stones

Anti-Money Laundering and Combating the Financing of Terrorism and Illegal Organisations identifies dealers in precious metals and precious stones (DPMS) as Designated Non-Financial Business and Professions (DNFBPs) and subjects them to specific AML/CFT obligations under the AML/CFT legislative and regulatory framework of the United Arab Emirates.

AML/CFT OBLIGATIONS FOR DPMS

- Identifying and assessing ML/FT risks
- Establishing, documenting, and updating policies and procedures to mitigate the identified ML/FT risks
- Maintaining adequate risk-based customer due-diligence (CDD) and ongoing monitoring procedures
- Identifying and reporting suspicious transactions
- Putting in place an adequate governance framework for AML/CFT, including appointing an AML/CFT Compliance Officer, and ensuring adequate staff screening and training.
- Maintaining adequate records related to all of the above
- Complying with the directives of the Competent Authorities of the State. The ultimate purpose of these measures is to establish a reliable paper trail of business relationships and transactions, and to trace the true beneficial ownership and movement of assets, in order to prevent DPMS from being exploited for the purposes of money laundering and/or the financing of terrorism, and to aid the Competent Authorities of the State by reporting suspicious transactions.

- Settlement between two FZ (registered in UAE) companies in USD whereby their respective accounts are with different banks operating in UAE as USD settlement will be through international (cross border) wire transfer.
- Settlement between FZ & onshore companies (registered in UAE) under same scenarios as above.

Obtain a copy of the trade license and identification documents (Emirates ID or passport) of the person representing the company which needs to be reported in DPMSR

REGISTER DPMS REPORT ON GOAML PORTAL:

DPMS should register the information in the Financial Intelligence Unit's (FIU's) goAML platform

RECORD KEEPING:

Keep records of all documents and information for a minimum period of 5 years.

TRANSACTIONS TO BE REPORTED IN DPMSR

Transactions with Individuals

- All cash transactions with individuals (residents/visitors) equal or exceeding AED 55,000/- need to be reported in DPMSR

Obtain and verify identification documents (Emirates ID or Passport) which needs to be reported in DPMSR.

Transactions with businesses/entities

- All cash transactions equal or exceeding AED 55,000/-
- All international wire transfers exceeding AED 55,000/-
- All transfers done through exchange houses exceeding AED 55,000/-
- Both entities having accounts with different banks operating in UAE where settlement is in USD.



TRANSACTIONS NOT TO BE REPORTED IN DPMSR

Individuals

- Credit card, cheque or local bank transfers with individuals equal or exceeding AED 55,000/- need not be reported. However, if there is any suspicion arises, it has to be reported under STR (Suspicious Transaction Reporting under GoAML).
- Old gold/ jewellery exchanged for new jewellery if there is no cash transaction equal or exceeding AED 55,000/- such transactions need not be reported.

Businesses / Entities

- All transactions/Settlements via cheque or local bank (wire) transfers.
- Both entities having accounts with the same bank operating in UAE or with different banks operating in UAE where settlement is in

Where settlement is in USD :

1. Both entities having accounts with the same bank operating in UAE.
2. Settlement between 2 Free Zone Co. (registered in UAE) companies in either AED or USD whereby both having accounts with same bank operating in UAE.
3. Settlement between 2 onshore companies (registered in UAE) in USD having accounts with same bank operating in UAE.
4. Trade between related parties whereas one is registered on mainland and other in Free Zone but having accounts with same bank operating in UAE in AED & USD.
5. Barter transactions – Gold to Gold trading : Wholesalers settling with gold bullion against jewellery ("Making charges" is not considered a reportable transaction if there is no buying or selling of precious metals and stones involved).
6. Margin calls, Loans with banks
7. Intra-company transfers
8. Intra-company sale/ purchase
9. If transactions are conducted through LC (Letter or Credit by banks)
10. Transactions with international commercial banks
11. Wire transfer from a mainland company to a company in Free zone (part of the group company, therefore intra company) for the supplies – No reporting is required if it's within the same group.
12. If the payment is made from an account outside the UAE jurisdiction to an account outside the UAE jurisdiction (without being routed through the UAE).

Note:

1. All reporting to be done at the time of receiving or paying the funds.
2. Reporting to be done within 2 weeks of occurring the qualifying transactions



Focus on **SMEs** and **MSMEs**



Human-driven SMEs will be crucial to the country's future development

SMEs in Dubai alone make up of 95 percent of all businesses, produce 42 percent of the emirate's employment opportunities, and contribute 40 percent of the emirate's GDP.

When we take a look at some of the world's largest economic powerhouses, it's perhaps no surprise that they all have one thing in common—thousands of small-to-medium enterprises (SMEs). These SMEs are the backbone of most developed societies, and even in emerging economies, we see the value that smaller, more local companies bring to the table.

As we usher into a new era of automation, we will still require human-driven SMEs to perform the "last mile" of tasks. For example, deliveries and visual checks. In the UAE, there is a plethora of opportunities for SMEs. The government has created a myriad of opportunities for entrepreneurs, investors, and ordinary people to create meaningful businesses quickly and easily.

In the government's own words: "Small and Medium Enterprises (SMEs) get special focus from the UAE government as they are considered vital for promoting economic diversification and growth and because they help in building national human resources."

Latest VAT Amendments to UAE VAT Decree Law



The UAE has introduced the Federal Decree-Law No.18 2022 amending some provisions of the Federal Decree-Law No. 8 2017 on Value Added Tax (the VAT Law). **Although the amended law has been issued on September 26th, 2022, it will come into effect from January 1st 2023.** Apart from the major amendments, a new article on the statute of limitation was added to the UAE VAT Law. Here are

New Article on Statute of Limitations

Article 79 has introduced the statute of limitation to the UAE VAT Law. As per the new UAE VAT Law, the statute of limitation of five years is not relevant to cases in which the Federal Tax Authority (FTA) has issued a notice to audit the taxable person, provided such an audit is completed within four years from the date of issuance of the notice.

In situations where the taxable person files a voluntary disclosure in the fifth year from the end of the relevant tax period, the statute of limitation will be extended by one year. After the lapse of five years from the end of the relevant tax period, a taxable person is not allowed to file a voluntary disclosure.

Changes in Definitions

The new VAT Law in the UAE has made some changes in the definitions of tax-related items. New definitions were introduced for Relevant Charitable Activity, Pure Hydrocarbons, Tax Evasion, Tax Audit, Tax Assessment and Voluntary Disclosure.

Supplies Outside the Scope of VAT

The amended UAE VAT Law contains a new clause added to **Article 7**. It states that the Executive Regulations may stipulate any other supplies (other than the supply of vouchers and the transfer of a business) that are explicitly considered outside the scope of VAT.

Exception from VAT Registration in the UAE

Article 15 of the UAE VAT Law states that:

"The Authority may exempt a Taxable Person from Tax Registration whether a Registrant or not, upon his request if his supplies are only subject to the zero rate".

Date of Supply in Special Cases

Article 26 (1) of the UAE VAT Law is about determining the date of supply in special cases. As per Article 26 (1) of the UAE VAT Law,

"the date of supply of Goods or Services for any contract that includes periodic payments or consecutive invoices shall be the earliest of any of the following dates:

1. The date of issuance of any Tax Invoice
2. The date payment is due as specified on the Tax Invoice
3. The date of receipt of payment
4. The date of expiration of one year from the date the Goods or Services were provided"

Place of Supply in Special Cases

Article 30(8) regarding the place of supply in special cases now includes a major change in transport-related services. **Article 30 (8)** states that:

“For the supply of transportation Services or Transport-related Services, the place of supply shall be where the transportation starts. The Executive Regulation of this Decree-Law shall specify the place of supply for transportation Services and Transport-related Services if the trip includes more than one stop”

Place of Residence of a Principal

Article 33 of the amended UAE VAT Decree-Law defines the place of residence of a principal as the place of residence of the agent. This is different from the current VAT Law, which states that the place of residence of the agent shall be the place of residence of the principal. As per **Article 33**:

“The Place of Residence of the principal shall be considered as being the Place of Residence of the agent in any of the following cases:

1. If the agent regularly exercises the right of negotiation and enters into agreements in favour of the principal.
2. If the agent maintains a stock of Goods to fulfil supply agreements for the principal regularly.”

Value of Supply

Article 36 for the value of supply or import of goods and services between related parties will now override **Article 37** (value of deemed supply). **Article 36** states:

“The value of the supply or Import of Goods or Services between Related Parties shall be considered equal to the market value if all of the following conditions are met:

1. The value of the supply is less than the market value
2. If the supply is a Taxable Supply and the Recipient of Goods or Recipient of Services does not have the right to recover the full Tax that would have been charged on such supply as Input Tax”

Goods Subject to Zero-Rate

Article 45 of the new UAE VAT Law has introduced additional goods that are subject to zero-rate of VAT. This include

“Supply or Import of air, sea and land means of transport for the transportation of passengers and Goods as per the criteria and conditions specified in the Executive Regulation of this Decree-Law (**Article 4**).

Supply of Goods or Services, or Import of Concerned Goods, related to the supply of the means of transport mentioned in Clause 4 of this Article and which are designated for the operation, repair, maintenance or conversion of these means of transport (**Article 5**)

Supply or Import of air or sea rescue and assistance aircraft or vessels (**Article 5**)”

Reverse Charge Mechanism

Clause 3 of **Article 48** states that the domestic reverse charge will apply to Pure Hydrocarbons.

Recovery of Input VAT

Article 55 of the VAT Law now contains two new clauses regarding the recovery of input tax. It specifies the requirements for the taxable person to recover VAT paid or declared on the import of goods or services.

Recovery of Input VAT by Government Entities and Charities

Charitable organisations can also recover input VAT incurred for the provision of relevant charitable activities. As per **Article 57**:

“Without prejudice to the general provisions of Input Tax recovery, Government Entities and Charities entitled to recover the full amount of Input Tax shall be determined in a Cabinet Decision issued upon the recommendation of the Minister, according to the following:

1. Input Tax paid by the Government Entity for the purposes of its Sovereign Activities.
2. Input Tax paid by the Charity for the purposes of its Relevant Charitable Activity.”

Output VAT Adjustment

Output VAT can be adjusted if the taxable person applies an incorrect tax treatment, which is a new scenario in the VAT Law **Article 61 (1)**. However, in such situations, the taxable person must issue a tax credit note to adjust the output tax **Article 62 (2)**.

Payment of Tax

Article 65(4) states that “Any Person receiving an amount as Tax or issuing a Tax Invoice in respect of an amount, must pay such amount to the Authority, and this amount shall be regarded as being similar to Due Tax under the provisions of this Decree-Law.”

Timeline to Issue a Tax Invoice

Article 67(1) states that a tax registrant is required to issue a Tax Invoice within 14 days from the date of supply. Consult with VAT consultants in Dubai to ensure prompt issuance of tax invoices.

Real Estate Business Through a Freezone License in the UAE



Meydan is the visionary concept of His Highness Sheikh Mohammed Bin Rashid Al Maktoum, UAE Vice President, Prime Minister and Ruler of Dubai. Meydan Free Zone's outlook is all about building a future-forward strategy.

To meet the fast-paced UAE market, Meydan has introduced certain activities to boost Real Estate market and coverage.

- Real Estate Development
- Real Estate Mortgage Consultancy
- Real Estate Mortgage Broker
- Buying and selling of real estate
- Real Estate Consultancies
- Real Estate Valuation Services
- Property Inspection Services
- Self-owned Property Leasing & Management Services
- Real Estate Management Supervision Services
- Owner Association Management Services
- Real Estate Survey Services
- Real Estate Registration Trustee
- Real Estate Services Trustee
- Real Estate Public Auction Organizing
- Real estate activities on a fee or contract basis

How?

Obtain a company registration license in the Meydan Freezone with the relative business activities. The license will take approximately 1 week to be issued. After the issuance of the license, the client needs to approach Real Estate Regulatory Agency (RERA) department, undergo the approval process and pay the required fees of the respective activities.

Where?

Clients can perform these activities in selective zones that are a part of Meydan Freezone, which are located in a prominent location of Dubai such as NAD AL SHEBA.

The client also has an added advantage of owning an office space in the Dubai mainland, upon receiving a special NOC approved by the Meydan authority. With this special NOC, the client can apply for employment visas. For every 5 square meters, a visa quota will be granted. Furthermore, no visa quota or allocation fee would be charged to the client by the freezone.

The client may also perform real estate activities on an international level in countries that approve a UAE-based Meydan license.

New Visa Rules



New visa rules issued by UAE authorities can stop you from flying to and from the country if your passport doesn't mention your name in the desired way. On November 21, 2022, Indian Airlines, including Spice jet, Indigo and Air India Express, notified travel agents across India about UAE's new immigration rule. As per the new guidelines, a traveller must make sure both his/her first name and surname are mentioned in the

What is the new rule issued by the UAE authorities?

As per instructions from UAE authorities, passengers with a single name on their passports won't be issued visas and shall not be allowed to travel to and from the country.

In case, if the visa has been issued already, the passenger with a single name on the passport will be declared an inadmissible passenger (INAD) by the immigration. The rule doesn't apply to those holding legitimate residence permission or a work visa. The new rules have already been implemented on 21st

How will the new visa rules be applied by the UAE authorities?

A notification issued by Air India Express has explained the UAE's new visa rules through a suitable example. For example, if a passenger's name mentioned in the first name section is PARVEEN, and the surname section is blank; or his first name section is blank and the surname section mentions PARVEEN, his visa application won't be entertained by the authorities.

Dh3 billion worth of **housing benefits** to Abu Dhabi citizens



UAE President announces Dh3 billion worth of housing benefits. The package is the third of its kind to be introduced this year, and will cover 1,900 beneficiaries in the emirate.

The UAE President, His Highness **Sheikh Mohamed bin Zayed Al Nahyan**, has ordered the disbursement of Dh3 billion worth of housing benefits to Abu Dhabi citizens.

Coinciding with celebrations for the country's **51st National Day**, the housing package is the third of its kind to be introduced in 2022, and will cover 1,900 beneficiaries in the emirate.

It will include grants for houses and housing loans. Retirees and families of deceased mortgagors will also be exempt from loan repayments.

New family business law in UAE



The Ministry of Economy shared key details of the new UAE federal law on family business.

The Federal Decree Law No. 37 of 2022 is part of the comprehensive Thabat programme that aims to turn 200 family-owned businesses into major companies by 2030, with a market value of over Dh150 billion and annual revenues exceeding Dh18 billion. The Thabat programme was unveiled by Sheikh Maktoum bin Mohammed bin Rashid Al Maktoum, Deputy Ruler of Dubai, and Deputy Prime Minister and Minister of Finance of the UAE, in September this year.

Once the law comes into effect in January 2023, it will provide the legal framework required to ensure the growth of family businesses, help diversify their activities, and facilitate their continuity and longevity through generations.

"The family business sector is a major economic growth driver in most countries and they play a fundamental role in establishing new businesses,

attracting investments and creating job opportunities in various sectors," said Abdullah Bin Ahmed Al Saleh, Undersecretary of the Ministry of Economy.

Al Saleh pointed out that family businesses account for 70 per cent of the private sector companies globally, 60 per cent of the global workforce, and 70 per cent of the global GDP. In the UAE, 90 per cent of the total number of private companies are family businesses, and their investments cover the sectors of real estate, retail trade, tourism, industry, technology, shipping and logistics services.

"Family-owned companies in the GCC countries are relatively young, ranging in age between 40 to 60 years, and generate an annual revenue of nearly \$100 billion, and 50 per cent of the owners of these companies include five shareholders or less."

What does the law state?

According to the law, a family-owned company is a company established in accordance with the provisions of the Commercial Companies Law in the country, with most of its shares owned by people belonging to one family. It must be registered in the unified family business registry, which is established under the provisions of this law. Some of the prominent provisions of the decree-law are as follows:

- The establishment of a unified register of family businesses under the supervision and follow-up of the Ministry of Economy.
- The law applies to all family-owned companies that exist in the country, and the owners who own the majority of the shares in the family business. The law also applies to all commercial companies except for public and solidarity companies.
- The law regulates the ownership of family businesses by defining their capital, how the partner disposes of his share, and the mechanism for waiving it, in addition to regulating the right of redemption and evaluation of shares and their categories, as well as the family company's purchase of its shares.
- Cancels the restriction on the maximum number of shareholders in the family company when it is in the form of a limited liability company.
- Formation of a committee in each emirate called the 'Family Business Dispute Resolution Committee'. This is due to the fact that disputes are one of the top reasons that lead to the termination of family businesses.
- The law establishes a set of mechanisms for managing the family business, whether by the director or the board of directors.
- The law clarifies that if any of the partners desires to dispose of his share in the family business, he must present it to the rest of the family partners.

- The family business must distribute a part of its annual profits at the end of each fiscal year to its partners, according to the proportion of each partner's share in the family business, unless the articles of incorporation stipulate otherwise.
- Removes the 'family business' status of a company if people from outside the family own the majority of its shares and have the right to vote in accordance with the provisions of the law.
- The law states that a family business does not cease to exist due to the death, interdiction, bankruptcy or insolvency of one of the partners.
- The law grants the heir the right to remain in the family business as a partner as much as his inherited share or dispose of his share.
- Shares in the family business may not be assigned except in accordance with the conditions stipulated in the law.
- A partner in the family business has the priority right to buy the shares of the other partners, in the event of the bankruptcy of one of the fellow partners.

Al Saleh pointed out that the law forms part of the UAE's comprehensive efforts to outline a roadmap for the growth and prosperity of family businesses in the country and strengthen their operations in various economic and commercial fields, especially in the sectors of the new economy.

He indicated that the law's development phase witnessed a synergy and integration of national efforts, as the Ministry of Economy worked alongside the concerned federal and local authorities and coordinated with family businesses in the country during this stage.

ABOUT

MI CAPITAL

Comprehensive Financial Services

KNOWLEDGE Series

MI CAPITAL Services comprises of a team of experts who work together to serve clients on a broad range of advisory services including: Corporate Finance | Audit & Accounting | Tax and Compliance | Risk & Assurance | Debt and Equity Advisory | Investment Advisory | Valuations and Due Diligence | Company Formations | Banking & PRO Services | 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=PL6Hq2B2kB5C0sansulf-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
- **OTHER TOPICS**
www.micapitalservices.com/company-formation/
www.micapitalservices.com/startup-valuations-more-art-than-science/
www.micapitalservices.com/latest-vat-updates-and-opportunity-to-benefit-from-significant-penalty-waiver-from-fta/



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Sheetal Soni, Founder & Partner

A Qualified Chartered Accountant as well as CFA Charter holder, Sheetal Soni holds over 18 years of rich expertise in Capital Raising, Project and Corporate Financing / Funding, Treasury, Investments, Trade Finance, Financial Modelling, Feasibility Studies, Financial Structuring, M&A and Valuations. Over the years Sheetal has worked with numerous clients across UAE, India, Thailand, Africa, China, Hong Kong, Japan, UK, and Germany. Other leadership roles handled by Sheetal include Executive Committee Member, ICAI Dubai Chapter, while he is also the speaker at various platforms ICAI Dubai Chapter, RDPG-Dubai, KSA IMA Chapter.

MI CAPITAL SERVICES

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

With speeding growth across sectors and industries, as well as increase in high net-worth individuals in the region, large, mid and small-size organizations, especially startups, are now actively seeking Corporate Finance and Investment Advisory services for their growth objectives. Additionally, increased awareness about economies, markets and financial tools are driving discerning businesses and individuals to look for advisory across an array of verticals such as tax, risk management, and transaction services to name a few. However, given the lack of knowledge of comprehensive financial products and involvement of large sums, businesses want to rely on trustworthy financial advising partners for consultation and execution of capital investments.

Headquartered in Dubai, MI CAPITAL Services is a financial advisory company that is driven by ethics of efficiency and time-bound delivery. With a combined professional experience spanning decades and a track record of successfully delivering solutions in diversified market conditions, MI CAPITAL Services has managed to build trust and reliance in the industry for their effective & high-yielding corporate financial services.

Established in 2018, MI CAPITAL Services was founded by Mr. Sheetal Soni and later joined by Mr. Prateek Toshniwal as partner. Sheetal is a Charter holder and Chartered Accountant who comes in with 18+ years of experience in the field of Corporate Finance, Strategic finance, Investments, Debt Advisory, M&A, Private Equity Advisory, Project Financing, Trade and Working Capital Financing, Alternative Finance, Treasury, Financial Management and Controls, Financial Modelling, Valuations and Feasibility studies. Prateek Toshniwal is a Chartered Accountant with rich experience in the field of debt finance, Startup Advisory and Investments, International Tax Advisory. He possesses 7 years of Experience in the field of International Advisory and Structuring and has served many government organizations back 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 Formations, Banking & PRO services.

Talking about the factors that are driving growth in the acquisitions consulting space in Asia, Sheetal mentions, "Mergers & Acquisitions in Asia-Pacific remains robust despite strong geopolitical and financial headwinds. Majority of the global M&A deals in Q2 2022, affecting the Technology, Media & Telecom (TMT) sector, were driven by several themes including AI, cloud, cybersecurity, carbon emissions, renewable energy, ESG, and big data. M&A can be a painful process for clients and they feel the need of qualified and experienced professionals to help through the process. This is where MI CAPITAL Services comes in with our experienced team and professionally manages the overall process on behalf of the clients be it sell side or buy side."

Strategic Support for Growing Businesses

MI CAPITAL Services caters to the needs of Large public and private sector corporates, Mid-Corporates, SMEs and Startups with "strategic financial" matters. Through-out their professional careers, the founding members analyzed that CEOs and CFOs are capable of handling experienced teams to manage operational finance of the organization, however when it comes to strategic finance matters like valuation, financial modelling, feasibility studies, pre-merger negotiations, post-merger integration etc. they feel the need of external qualified and experienced advisors. Therefore, the team at MI Capital Services has designed an effective blueprint to help CFOs with such support services.

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 3P support strategy. First being 'people' - we hire and nurture qualified professionals to help deliver best results. Second being 'process' - Well managed international best practice processes that include financial due diligence, pre-merger negotiations, and post-merger integration. And the third virtue being 'product' - A typical

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



Prateek Toshniwal, Partner

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

On A Path of Unstoppable Growth

Although MI Capital Services is relatively a young entity, however, the firm has been able to scale and capture decent market share in a very short span of time. The credit goes to the guidance provided by their highly reputed and veteran Advisory 800 and passion to perform within experienced partners. Currently, MI CAPITAL Services operates from their offices in UAE and India, with a roadmap to build their presence in 3 more major financial cities covering Europe and America in near future.

Sheetal sheds light on how MI CAPITAL Services plans on expanding its business in light of the boom that the start-up culture has witnessed in the past decade. "Apart from driving market share in traditional M&A space, we aim to contribute to the new age and evolving start-up ecosystem in the region. The Global Startup Ecosystem has witnessed a dramatic growth in the past one decade with over 1000+ Unicorns and the reason behind it is the contribution of developing countries that have come forward to create next gen technological advancements and wealth creation opportunities. We at MI CAPITAL Services have developed a proprietary fintech platform called "Funding Possibilities," with this we wish to contribute to the startup ecosystem with a number of initiatives which will help startups from angel stage till IPO, signs off Sheetal."

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Business Outlook

recognizes

MI CAPITAL SERVICES

as one of

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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

Events | Media Presence | Recognitions

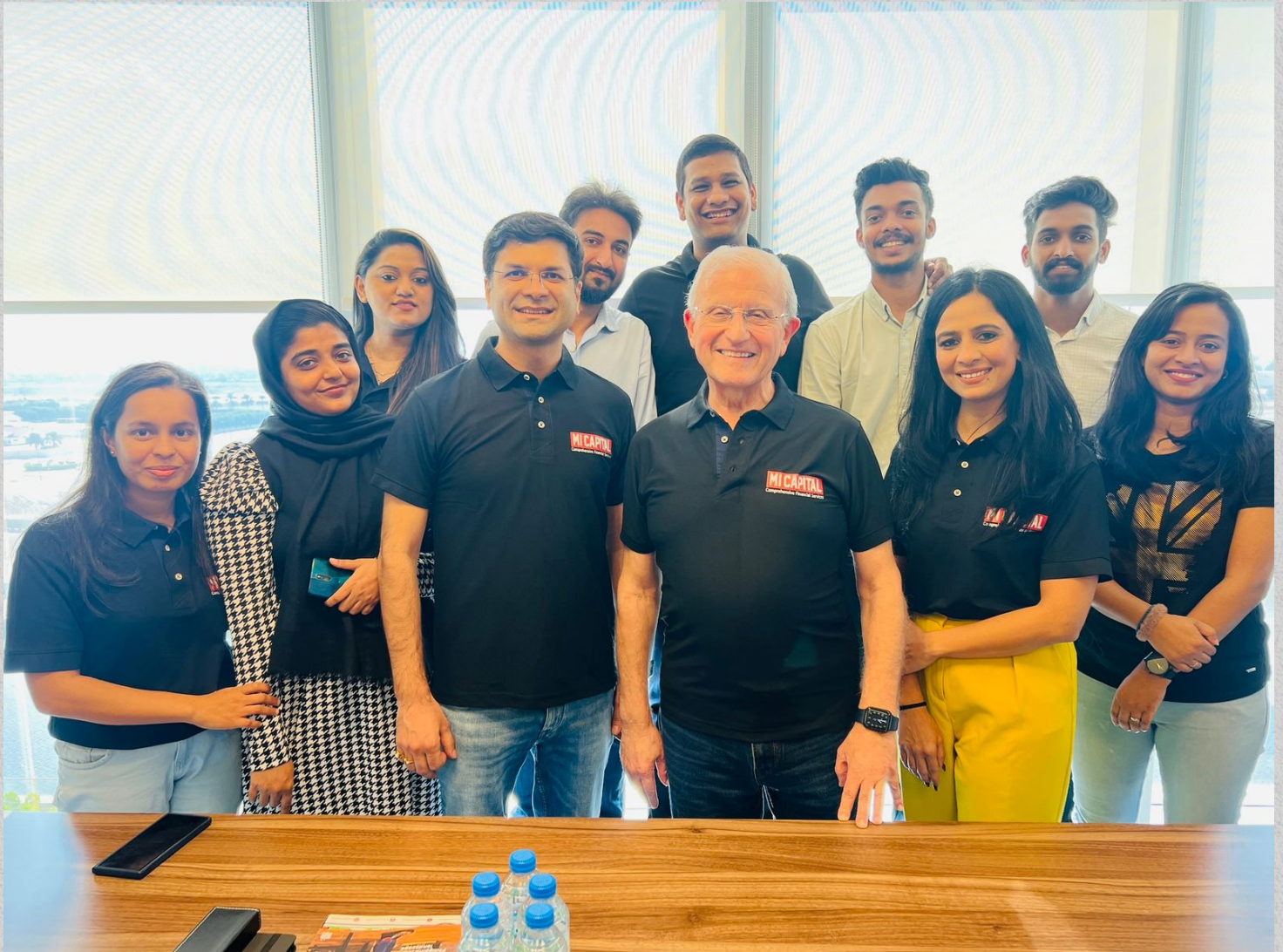


Meeting with **SRTI Park**



Meeting with **AstroLabs**

Meeting with Advisory Board



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

OUR TEAM



CFA, CA Sheetal Soni
Partner



CA Prateek Toshniwal
Partner



Shubhangi Toshniwal
Head of Advisory Services



Sumay Banerjee
Associate Director



Mohammad Saleem
Executive Director -
Client Coverage



Shweta Soni
Head of
Corporate Services



Bharat Bajaj
Banking &
Mortgage Head



CA Karishma Suwarnakar
Head of Accounts &
Taxation



Palak Gupta
Marketing Head
India



Aquila Noel
Banking Analyst



CMA Ali E.
Accounts Officer



CMA Shanaj KP
Accounts Officer



Darpana Sarmalkar
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Development Manager



Shadiya P.
HR & Admin Officer



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Head of Incorporation



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Namrata Dighe
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Yash Jhavar
Corporate Tax
Associate



Nilufar Kausar
Business Development
Manager



Anuj Tosniwal
Branding & PR Head

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 responsible for opening your account