

## IMRAN AYUB, FCA, FCCA

**Tax Senior Manager from KPMG Qatar and Bahrain with 16 years of experience in big 4 global network tax firms**

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| <b>Executive Summary</b> | <ul style="list-style-type: none"> <li>Competent, smart and <b>trusted advisor</b> to companies, corporations and government institutions in taxation, compliance, reporting and other business matters, having highest standards of <b>integrity and professionalism</b>.</li> <li>Fellow Member of Association of Chartered Certified Accountants (<b>FCCA</b>) from United Kingdom and Fellow Member of Institute of Chartered Accountant of Pakistan (<b>FCA</b>).</li> <li><b>16 years</b> of experience in Tax and Corporate Services including 11 years in KPMG Qatar and Bahrain and 5 years in EY Pakistan.</li> <li>Excellent understanding of <b>FATCA, CRS, CbCR</b> and <b>BEPS</b> action plans along with a decade long experience in <b>MESA tax and regulatory environment</b>.</li> <li>Advanced knowledge of <b>IFRS</b>, accounting, finance and deferred taxation, regional as well as international tax developments.</li> <li>Dealing with Tax Authorities and discussing new tax developments as well as representing multinationals for <b>tax audits, tax refunds, tax exemptions</b> etc.</li> <li>An executive and decision maker who can work well in diversity and has great ability for <b>business planning</b>, business understanding, <b>problem solving</b> mind-set in complex business scenarios, communication, developing teams and helping them maximize their potential.</li> </ul> |
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## Career Achievements

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| 2013 - 2018 | <ul style="list-style-type: none"> <li>Participated in the <b>World Bank booklet</b> "Doing Business" for the years 2015-2019.</li> <li>Tax due diligence for acquisition of online retail business in Qatar and Middle East by a major 'American e-commerce company' with <b>valuation above USD 500 Billion</b>.</li> <li>Participated and represented KPMG in <b>Reform of 'Taxation System in Qatar'</b> along with other Big 4.</li> <li>Representing and <b>leading new IFRS</b> (9, 15 and 16) impact on taxation of companies and <b>guiding Qatar Tax Authorities</b> to adopt an approach that is more pragmatic in the absence of any clear guidance in the current tax laws.</li> <li>Successfully <b>obtained withholding tax refunds</b> for many clients including a French 'oil and gas services company, a US SEC 'advertising company', a Swiss freight forwarding company.</li> <li>Led tax <b>restructuring project</b> of a major telecommunication group in Qatar, coordinating and managing the engagement with other offices including Tunisia, UAE, Kuwait, Qatar, Malta, Netherlands and Singapore as well as recommending most suitable tax structure.</li> </ul> |
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## Professional Qualifications

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| 2007 | Chartered Accountant, FCA                            | Pakistan       |
| 2011 | Association of Chartered Certified Accountants, FCCA | United Kingdom |
| 2013 | Master of Commerce (Honorary Degree)                 | Pakistan       |

## Detailed Professional Experience

2008 – date

**KPMG, Qatar and Bahrain**

Senior Manager, Tax

Oct 2013 – To Date

Assistant Manager / Manager, Tax

Feb 2008 – Sep 2013

I am leading the tax advisory practice of the firm, and responsible for advising multinational and major domestic clients on various tax and corporate matters; and development of policies and procedures for running an effective tax practice. Here, I am responsible for:

- Discussing and sharing knowledge with the Qatar Tax Authorities on recent developments such as FATCA, CRS, CbCR, BEPS, IFRS and VAT.
- Playing a key role in new IFRS impact on taxation of companies, updating their tax framework, documentation requirements to fulfill any tax audits, lobbying with the Qatar Tax Authorities to achieve best outcome for the clients upfront.
- Assisting clients in effectively managing their CbCR obligations and helping them analyze and validate data to identify outliers and trends, as well as providing insights based on experience with other multi-nationals.
- Assisting US companies in tax reconciliations from US GAAP as well as analyzing and disclosing income tax risks and completing FIN 48 (Accounting for uncertainty in income taxes).
- Cost optimization and best utilization of tax team. Various initiatives in this regard include secondment and hiring of temporary staff for peak compliance period, use of information technology to reduce cost, establishing policies and procedures to standardize and automate various processes.
- Developing tax team, preparing tax-training curriculum, conducting trainings, coaching and mentoring team for serving clients in the best and most practical manner.

My areas of expertise include:

- Tax due diligence reviews
- Tax planning and tax structuring
- Corporate tax advisory and compliance
- Assistance in and preparations of tax audits including tax litigation
- Negotiating rulings with the tax authorities
- Preparing tax budgets, presentations for partners' and other management reports
- Global mobility services (including personal taxation)
- Value Added Tax, Customs, Excise and other indirect taxes' advisory and compliance services.

My experience on international taxation includes advising clients on:

- Transfer pricing, tax efficient structures, thin capitalization
- Financing issues from tax perspective
- Implications of double taxation treaties
- Exit taxes and withholding tax issues etc.

Some of my key clients include:

- Amazon
- Hewlett Packard
- IBM
- Vodafone

- Ooredoo
- GE
- Engie (formerly GDF Suez)
- Maersk
- Total
- Shell
- Qatargas
- Weatherford
- Inditex (Zara)
- Louis Vuitton (Bvlgari)
- Kering (Gucci, Saint Laurent)
- Marriott
- HSBC

## 2003 – 2007

### Ernst and Young, Pakistan

Manager, Tax

Mar 2007 – Dec 2007

Associate, Tax

Feb 2003 – Mar 2007

Most of my five years stay in the firm, I managed and supervised the tax division and was reporting directly to Tax Partner. I performed the followings major tasks:

- Tax planning, tax optimization
- Tax due diligence reviews
- Corporate tax compliance and reporting
- Assisting companies in their tax audits
- Preparation and presentation of income tax appeals before income tax authorities
- Personal tax planning, compliance and reporting, advising on tax optimal salary structure etc.
- Obtaining WHT exemption/lower rate certificates under the treaties
- Review of rules and trust deeds of provident funds, gratuity funds etc.
- VAT – planning, advisory, compliance and reporting services
- Other indirect taxation services including federal excise and customs duty.

My one year's audit and assurance experience include:

- Preparation of parent company's and group financial statements
- Evaluation of internal controls and recommendations on improvement
- Preparation of management letters highlighting weaknesses in internal controls environment
- Review of work performed by audit team.

## Personal Details

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| Nationality:   | Pakistani                         |
| Date of birth: | 20 April 1982                     |
| Languages:     | English, Urdu, Hindi (Speak only) |

**References available on request**