



Invitation

**Smart decisions.  
Lasting value.**

**VAT TECHNICAL MASTERCLASS  
WEDNESDAY 10 APRIL 2019  
THE ADDRESS HOTEL  
DUBAI MARINA**

## Overview

Since its introduction on 1st January 2018, VAT has transformed the way businesses are managed in the UAE. The FTA has issued guidelines and public clarifications to support companies in being in compliant with these laws and regulations.

Despite of this effort and as in any other jurisdictions with VAT, there are still unclarities of interpreting and implementing the laws in the day-to-day transactions. This workshop is designed to address and give general guidance for the participants to navigate these uncertainties as well as mitigate the risk of being penalized by the FTA. During our full day VAT Technical Masterclass, our tax specialists will give the insight of these challenges based on the real-life cases faced in various industries.

## Who should attend?

This masterclass is aimed for Chief Financial Officers, Managing Directors, Directors, Managers and those charged with governance of Value Added Tax.

## Agenda

08:00 Breakfast and Registration

08:45 National Anthem and Welcome Address – Zayd Maniar/Crowe Global

09:00 VAT Reality Check- Post 15 months of VAT Implementation in UAE

- Challenges on account of deficiencies in Accounting Software's to be fully VAT Compliant.
- Challenges on documentary evidence for various types of transactions required to be maintained under VAT.
- Challenges on appropriate structuring and documentary evidence for demonstrating transactions classified as 'Out of Scope of VAT'.
- Challenges on assessing VAT implications for various types of transactions for/with Designated Zone Companies.
- Challenges on assessing VAT implications for various types of transactions in Oil & Gas Industry.

- Actions taken by FTA over past 15 months since implementation of VAT in UAE.
- Way forward for businesses with respect to VAT Compliance in their respective companies.

Workshop leader: Mayank Sawhney

10:00 Coffee Break

10:30 Tax Agency

- What is a Tax Agency?
- Why does FTA recognize Tax Agency?
- What are the requirements to be registered as a Tax Agent?

Tax Agent

- Who is a Tax Agent?
- When does business need a Tax Agent?
- How can a Tax Agent help the clients in dealing with the FTA?

Tax Software

- How can a Tax software help the clients in maintaining their accounting records?
- Accounting software compatibility with VAT

Case Study

- Health Care
- Tourism

Workshop leader: Binit Shah / Omar Saleh

11:45 Bahrain VAT and UAE FTA updates

Panel discussion: Shweta Jain, Rohit Agrawal, Mr Haroon Juma, CEO, Simply Solved LLC(TBC)

- Voluntary disclosure, Refunds and Reconsideration
- System readiness and validation tools
- Ongoing compliance challenges for SME's
- Preparation for FTA audits

Moderated by: Vivek Batra

13:15 Lunch

14:15 VAT on Mixed Supplies (Provider of Taxable and Exempt Supplies)

- Challenges and Risk Mitigation
- Apportionment methods – Standard and Alternative Method
- Annual wash-up requirement
- Selected industry case studies:
  - Financial Service
  - Real Estate

Workshop leaders: Markus Susilo & Michel Ruitenberg

15:30 Q & A

16:30 Vote of Thanks

#### **Fee And Registration:**

AED 750+VAT per person – payable with cheque, bank transfer, or cash prior to the event, Seats are limited, and we kindly ask you to register at the earliest to [uae@crowe.ae](mailto:uae@crowe.ae). This is a private event and registration is required.

**Venue:** The Address Hotel, Dubai Marina

## Speakers Profile

### Markus Susilo, Partner, Crowe

Markus Susilo has 10+ years of experience in the financial services industry in the UAE, other GCC countries and Western Europe. During his career in the western European countries, he has supported companies in managing their multi-jurisdictional tax compliances. During his assignment in Austria, he has been involved in dealing with VAT compliance requirements from the set-up to the ongoing activities, such as filing return and payment. With the introduction of VAT in the UAE, he has been a regular VAT column contributor to Khaleej Times.

### Michel Ruitenberg – Director-Tax Service, Crowe

Michel has 8+ years of experience in Indirect Tax in various countries. In his career he has worked for PwC, Unilever and Crowe NL in which he has assisted in VAT implementation, registration and advisory projects covering all industries. From August 2017 Michel has decided to focus on GCC VAT implementation and recently moved to UAE to strengthen the team of Crowe MAK.

### Vivek Batra, FCA- Partner Advisory Services (Finance & VAT), Crowe

A Chartered Accountant, FCA (ICAI, Delhi, India) with over 23 years diverse professional experience having worked in India, Europe, Singapore, Nigeria and in the UAE since year 2000 in senior finance advisory roles, international taxation and VAT. He is working as a Partner with Crowe since 2013 specializing in Corporate finance, GCC VAT, M&A, Due diligence, CFO ai services, Business Valuation and Feasibility Services.

Diverse industry expertise in finance and VAT, advising clients for restructuring and compliance in the Marine and Shipping sector, Retail, International Trading, Education, Real estate & Contracting, Property development, Manufacturing, Start-ups and major E-commerce players.

### Binit Shah, Partner – Tax, Crowe

Binit Shah is a partner in consulting division of Crowe UAE, with 25 years' experience on to implement various controls and checks in ERP systems in India and UAE. He is heading Tax Agency with an Tax Agent in his team to cater client requirement with FTA. Developed software to file and generate tax return from client data. Also help client to make their system compatible with VAT reporting system at the time of filing and FTA Audit.

## Mayank Sawhney, CA,CS,CFA – Partner, Tax Advisory Services

He comes with more than 19 years of professional work experience having worked at Senior Management positions for top notch consulting firms. He has also worked at Senior Management positions for Government of Dubai as well as listed corporates like DAMAC Holdings and Crompton Greaves. He is an accomplished Indirect Tax Expert having got a significant experience in handling all kinds of Indirect Taxes such as VAT, GST, Excise and Customs in UAE, other GCC countries and India. He has been one of the pioneer VAT Experts in UAE over the course of past 2 years and has carried out hundreds of VAT Impact Assessment, VAT Implementation, VAT Advisory and VAT Compliance assignments for Clients across the industry sectors.

He has also been providing advisory services on other indirect, direct and international tax structuring. A member of the Indirect Tax Core Committee of ICAI for UAE, responsible for co-authoring ICAI's Background Study Material on VAT and training Chartered Accountants in UAE on various aspects of VAT as part of ICAI's VAT Certification Courses. A Tax Expert on the panel of the leading UAE based and International Media Publications such as Khaleej Times, Gulf News, S&P Global Market Intelligence with his articles and thought leadership views on VAT, Other Taxes and Financial Advisory Services. A VAT Knowledge Partner for various FTA Approved Accounting Software's. He has been a prominent speaker on Indirect Taxes in over 100 conferences, seminars, trainings & webinars in UAE, GCC and India, over the course of past 2 years.

**Haroon Juma, CEO of Simply Solved (Special guest for the Panel Discussion)** - is a leading IT enabled tax solutions provider specializing in finance, business process outsource and solutions to over 100 small to large enterprises in GCC.

Haroon holds a BSc Hons Chemistry for Kings College London, Diploma Finance & Accounting from the Kingston University and an MBA from Henley Management College (UK).

He has over 25 years global experience with the track record of delivery in Consulting & advisory, IT delivery, ERP, Cloud and applications development gained in technology, major consulting, advisory, IT services and outsourcing organizations. He has advised on several UAE and KSA clients specifically on the transactional analysis, functional and technical specifications for the development and configuration of ERP to comply to UAE VAT legislation requirements including strategy, roadmap and delivery of business and IT transformations.