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Message from the Managing Partner



Saeed A. Chaudhury

Dear Crowe Pakistan Team and Valued Clients,

As another successful year came to an end I would like to take a few moments to thank you for your contribution during 2018, and to extend my best wishes to you and your family for the coming year. I appreciate your great work, commitment and dedication, which have been integral to Crowe Pakistan's progress and success.

Since our establishment in 1947 we have adhered to our basic philosophy of servicing the needs of our clients with utmost professionalism, mutual trust and integrity. The Crowe platform has brought about many fruitful collaborations, enabling excellence in our client services and fostering strong personal relationships.

The dynamics of the business are changing and Crowe Pakistan do understand the myriad of complexities and challenges faced by our clients on multiple fronts: strategic, operations, compliance, and reporting. Our achievements and response to the ever evolving and challenging requirements of business and practice makes me feel proud of our consistent strong values and high quality services that have helped our clients to thrive in the challenging times.

I am proud of what the firm has achieved over the last 71 years and confident that 2019 will be an important one for the firm and our clients. I look forward to finding new ways we can help our clients to make smart decisions today that can create lasting value for tomorrow.

I believe that the experience, skill set, dedication and professionalism of our team gives us the competitive advantage to be the provider of choice for clients.

Best of luck and keep up the good work.

Horwath Hussain Chaudhury & Co.
Chartered Accountants

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Crowe Horwath International rebranded itself as Crowe Global



Around 300 member firms rebranded under a unified brand

A harmonization of branding and corporate structure has seen various counseling firms move to solidify their worldwide systems as of late. Prior this year, Crowe Horwath International, the eighth biggest worldwide accounting and professional services network, reported that its around 300 member firms will rebrand under a unified brand. The rebrand saw all member firms embraced the name Crowe Global, mirroring the incorporated idea of the network, alongside what Crowe says are its inexorably firmly shared qualities and center reason.

For a century, Crowe Horwath International has been working with a worldwide customer base crosswise over outskirts. The network as of now brags an aggregate worldwide workforce 36,540 professional, with a joined income in 2017 of \$3.8 billion. As the network competes to keep up its noteworthy character, while planning for further development later on, the move is gone for advancing the network's shared information and worldwide assets, as customer needs advance to require help with digitalization and the steady condition of motion that the universe of geopolitics has right now put global business in.

The rebranding pursued not long after the arrangement of another Global CEO, in the state of David Mellor, who took office toward the start of April, 2018.

Significance of Rebranding from the CEO's View Point

Remarking on the new branding, David Mellor said, "Our members are consistently recognized for their market-leading expertise. Crowe will thrive in a rapidly changing world through our clear strategic vision, new common brand and the commitment of our members."

Mellor added, "We distinguish ourselves by bringing smart decisions that deliver lasting value to clients, talent, and the communities where we live and work. The rebrand provides the perfect platform for our trusted professionals to continue to share knowledge and resources which are of great benefit to the boardroom and in the countries and markets that we service. In future, when you see the Crowe brand name, you can be reassured of the first class quality service that our people deliver on behalf of our clients."

Crowe Pakistan celebrated the brand refresh by officially adapting to this change and organized an event in harmonization with the network.



David Mellor
CEO, Crowe Global



Crowe Global Conference 2018 – ‘We’



Standing in middle, Muhammad Nasir Muneer, Partner Audit & Consulting, Crowe Pakistan at a gala event organized at Crowe Global Conference 2018



Crowe Global organized the 2018 Global Conference in Berlin themed as, ‘We’ in October 2018. Representatives from around 300 member firms attended the conference.

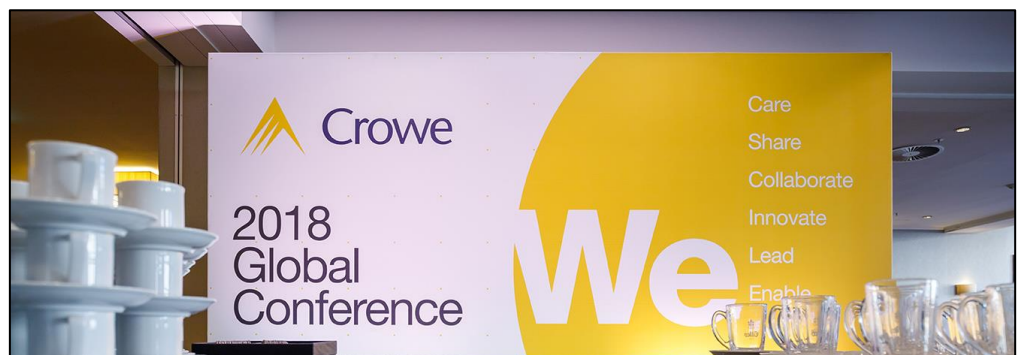
Mr. Nasir Muneer represented Horwath Hussain Chaudhury & Co. in the conference which lasted for three days.

The conference revolved around the strategic priorities and taking them forward, and growing the network through breadth and depth.

‘WE’ was more than just the conference theme, there is a real sense that we are increasingly connected with a common purpose, and the conference gave the opportunity to make new connections, while catching up with old friends.

Ben Saunders, an English polar explorer, endurance athlete, and motivational speaker also shared his life story. The story of Ben made us reflect on the enormous potential we have as a network and what we can achieve together.

The Crowe Global Conference is planned to be held in Sydney, Australia in 2019.



Crowe Global joined the Davis Cup family of sponsors



The ITF announced an agreement with Crowe Global, one of the world's largest accounting networks, to become an international partner of the 2018 Davis Cup by BNP Paribas Final. France and Croatia contested the title decider in Lille on 23-25 November. Croatia won the title by 3-1.

Crowe Global joined the Davis Cup family of sponsors that included title sponsor BNP Paribas, international sponsors Rolex and Adecco, international partner Head, Official Global Media Rights Partner beIN SPORTS, and Davis Cup Final international partner DPD.

ITF President David Haggerty said: "We are pleased to welcome Crowe Global to a strong line-up of sponsors at the Davis Cup by BNP Paribas Final, which provides an opportunity to spread their message on a global stage. Davis Cup continues to build on its prestigious 118-year history in association with premium, global brands, working together to promote tennis around the world."

David Mellor, Chief Executive Officer at Crowe Global, said: "We are delighted to become a partner of the premier international team event in men's tennis. At Crowe, we are committed to helping clients make smart decisions which provide them with lasting value. We recognize the parallel of our ethos within team sports. Professionals reach the pinnacle of their career by consistently making smart decisions under immense pressure."

Crowe Global has over 200 independent accounting and advisory firms in 130 countries. For almost 100 years, Crowe has made smart decisions for multinational clients working across borders. Crowe leaders have extensive knowledge of business, local laws and customs which enables them to provide seamless audit, tax and advisory services. Additionally, the global network plays an active role in shaping the future of the profession through their work with governments, regulatory bodies and industry groups.

Davis Cup by BNP Paribas is the World Cup of Tennis. It is the largest annual international team competition in sport, with 127 nations taking part in 2018. The competition is 118 years old, having been founded in 1900. The title sponsor is BNP Paribas (Official Bank of Davis Cup). International sponsors are Rolex (Official Timekeeper) and Adecco (Official HR Sponsor), while Head (Official Ball) is an international partner. beIN SPORTS is the Official Global Media Rights Partner. In 2019, the all-new Davis Cup by BNP Paribas finals will be hosted at the iconic La Caja Magica in Madrid, Spain. Twenty-four nations will contest the Qualifiers on 1-2 February, competing in 12 locations around the world on a home-and-away basis. The 12 winning teams will join the 2018 semi-finalists plus two wild card teams in an 18-nation Davis Cup season finale.



SECP engaged Crowe Pakistan to conduct Training Sessions on AML/CFT



Crowe Pakistan recently tied knot with Securities and Exchange Commission of Pakistan (SECP) to provide trainings on Anti Money Laundering and Countering Financing of Terrorism (AML/CFT) to various sectors including Insurance, NBFC's, and Capital Market etc.

Mr. Waleed Khan, Director Risk Advisory was the Training Facilitator for the assignment. Trainings were scheduled to be provided in Lahore, Karachi and Islamabad where audience was presented with practical insight into AML Tools, Techniques and Best Practices, FATF Recommendation, how to develop a Risk Based approach etc.

AML & CFT - Guide for Accountants

The accountancy profession is considered as one of the main professions in combating ML and TF, both locally and internationally. Effective systems and controls can help the professionals and organizations to detect, prevent and deter financial crime, including ML and TF.

The Institute of Chartered Accountants of Pakistan (ICAP/Institute) in consideration of the significance of AML and CFT requirements for the Accountants has prepared Guide titled "Anti-Money Laundering and Counter Financing of Terrorism - A Guide for Accountants" ("The Guide"). The primary purpose of this Guide is to facilitate ICAP members, practicing firms of ICAP members and other related stakeholders to:

- Assist in understanding the accountant related scope and requirements of the Pakistan's AML / CFT legislations and the FATF Recommendations;
- Outline the responsibilities of the accountants flowing from Pakistan's AML/CFT legislations and the FATF Recommendations and provide a high-level approach to fulfill these AML and CFT requirements effectively; and
- Summarize the suspicious reporting and currency reporting requirements under the AML legislation.

HHC being a firm of Chartered Accountants under the Chartered Accountants Ordinance 1961 can be a reporting Practicing firm based on provision of specified services mentioned in "The Guide". The Guide requires practicing firm to effectively comply with the AML and CFT legislations by formulating and implementing AML/CFT compliance program.

"The Guide" is available at: <http://www.icap.net.pk/publications-articles>



2nd Capacity Building Training for USAID and WAPDA Projects on Public Financial Management



The second capacity building training for USAID and WAPDA projects on public financial management was held on May 7-10, 2018. The Audit team from Crowe Pakistan was indulged in this program in leadership of Mr. Amin Ali, Partner Audit & Assurance. Let us go through the highlights of this event;

Mr. Iftikhar Taj gave technical session on good governance which included project management roles i-e planning, monitoring, managing, controlling, reporting and scope, also regarding cost and time involved in project management.

Mr. Salman Yaqub gave session on procurement and related case studies which included procurement vs purchasing, principles of procurement, ethical and unethical practices, Law relating to public procurement, method of procurement and its alternatives, prequalification and case studies.

Mr. Habib Ur Rehman gave presentation on project finance structures and trends, appraisal process, project risk analysis and its impacts, issues and mistakes in complex project appraisals.

Presentation on Budgeting and AG office audit by Mr. Masood Pervaiz which included types of budgets, behavioral aspects, budget credibility- budget formation and control, stages of budgeting process, budgeting of foreign loan/aid/supplier's credit/ grants, foreign exchange budgeting, budgetary framework and control, auditor general function and powers, role of public account committee, nature of audit in public sector, audit cycle and receipt of intimation letter.

Mr. Amin Ali, Mr. Fahad Mufti and Mr. Muhammad Shahid organized a Group activity on project management which was emphasized on phases in project life cycle, public development framework, development of project life cycle and case studies.

A session on withholding tax agents and provincial sale taxes by Mr. Amir Rasheed which included tax categories and its importance, prescribed person, withholding tax reporting, withholding tax on salary payments, tax rates, advance tax on electricity consumption, withholding tax implication on joint venture, payment of tax collected or deducted, withholding tax audit, non-compliance, legal debate, sale tax laws, sale tax rates, value of taxable service, sale tax declaration point, reverse charge mechanism, sale tax mechanism, sale tax supply chain over view, documentation requirement, sale tax return, WAPDA PNTN/ KNTN.

Last but not the least, a session on Fraud Risk by Mr. Waleed Khan which emphasized on the role of corporate governance in risk management and control, enterprise risk management basic concepts and overview of ISO 31000.



Governance & Strategy Practices: Exploring the New Horizons



Iftikhar Taj Mian
Director Governance & Strategy

Crowe Pakistan has recently developed Governance & Strategy service line with special emphasis on Family Governance and Family owned businesses governance services. As over 90% businesses are family owned in Pakistan, this new service line will help these businesses and families.

Pakistan has seen over decades of business life and mostly second and third generations are in business. Now is the time for families to seriously consider, how to do succession planning for businesses and families.

No one could lead this domain better than Mr. Iftikhar Taj, who is the governance practitioner with over 28 years' industry experience. He has been working in Financial Services, FMCG, Information Technology, Textile, Media, Advertising and Bulk Drug manufacturing sectors in various roles. He has corporate world experience of both local and international markets.

Crowe Pakistan will emphasize on following set of domains under Governance & Strategy practices;

- Corporate Governance
- Family Owned Business Governance
- Family Governance
- Governance Health check
- Board and Committees development
- Board and Committees Evaluation
- Board Orientation
- Director's Orientation
- New Director on boarding
- Governance Dialogue
- Annual Business Planning
- MIS Review
- Digital Governance
- Public Sector Governance
- Complimentary Consultation

The Partners of Crowe UAE visited Crowe Pakistan

Dr. Khalid Maniar, Managing Partner of UAE member firm along with Mr. Zayd Maniar, International Liaison Partner, visited Lahore office on November 9, 2018 and met with Mr. Saeed Chaudhury, Managing Partner of Crowe Pakistan and others. Matters of mutual interest and collaboration were discussed in the joint meetings.

Mr. Zayd Maniar had a meeting with Mr. Amin Ali and Mr. Salman Yaqub on follow up of latest Quality Control Review conducted by Crowe in November 2017. The meetings were concluded over a lunch at Punjab Club arranged by Mr. Saeed Chaudhury in the honor of guests from Crowe UAE.

This is how Dr. Khalid Maniar expressed his gratitude in his recent tweet after meeting with Mr. Saeed A. Chaudhury;



Climate smart agriculture profile launched in Punjab

The Climate-Smart Agriculture (CSA) profile for Punjab province was launched in Lahore in a well-attended ceremony in January 2019. Our senior partner Dr. Abrar Chaudhury led the development of the CSA profile which was commissioned and supported by the Punjab Agriculture Department, Food and Agriculture Organization of the United Nations (FAO) and the International Centre for Tropical Agriculture (CIAT).

Senior government officials from the agriculture department, along with other officers of the department, FAO representatives, CIAT team members, academics and other experts were present at the launch. Speaking on launch, Dr. Abrar emphasized that Pakistan is considered to be one of the most vulnerable to climate change, with serious impacts on agriculture and food security, due to its geographical location.

The CSA profile for Punjab is a step in that direction. The profile highlights climate smart agriculture strategies that can help mitigate and adapt to extreme weather events in Punjab, while at the same time contribute to increased agricultural productivity and food security in the province. It emphasizes the need for agricultural diversification, reducing dependence on cash crops and switching to higher value nutritious crops. It also points out the urgent need to improve water management strategies, increase irrigation efficiency and reduce water wastage. The profile will be instrumental in assessment of provincial policy and institutional environment for CSA, identification of barriers and solutions for province and district-level policy design and implementation, and highlighting financing opportunities for CSA investments at the provincial level.

The next phase of the project will focus on district profiles and creating climate-smart villages across the country.




Dr. Abrar Chaudhury on occasion of CSA Profile Launch Ceremony at Avari Hotel, Lahore.



Standing Left to Right: Mr. Saeed A. Chaudhury, Dr. Abrar Chaudhury, Mr. Waleed Khan, Mr. Nasir Muneer.





**Food and Agriculture Organization
of the United Nations**

Climate-Smart Agriculture for Punjab, Pakistan

Climate-smart agriculture (CSA) highlights

- A** Pakistan is ranked among the top ten most climate vulnerable countries in the world in the Global Climate Risk Index. In the past decade Punjab has experienced severe droughts, followed by devastating floods. This unpredictable cycle of climatic extremes has severely impacted agriculture production and the supporting irrigation systems. Proactive Climate-Smart Agriculture (CSA) is needed to counter many of these adverse climatic threats.
- A** Punjab houses over half of the country's population with 110 million inhabitants. With a population growth rate of over 2%, this number is set to rise. The current production systems will have to shift from over dependence on cash crops to higher value and more nutritious crops, to meet the nutrition needs of its people.
- P** Agriculture is important to the Punjab economy, contributing approximately one-quarter of provincial GDP. The province also accounts for two-thirds of the total national agriculture output. The sector employs over 16 million people or 45% of the Punjab labour force and is the main employment source of nearly three-quarter of the female labour force. Agriculture offers significant opportunities for economic growth.
- A** Of the total agricultural area in Punjab 90% is dedicated to five major cash crops (cotton, wheat, rice, sugarcane and maize) and fodder, leaving the remaining 10% available for horticulture and high value crops such as oil seeds, lentils and vegetables, important for food and nutrition security. Agricultural diversification might therefore help balance the economic, social, and health needs of the province.
- A** Punjab covers arid to semi-arid plains region of Pakistan. It is water stressed. Roughly 94% of the total water in Pakistan (mainly in Punjab) is directed towards agriculture, of which half goes to waste. Investment is urgently needed to improve water management strategies, increase irrigation efficiency and reduce water wastage.
- A** The province has developed a comprehensive agriculture policy that recognizes climate change as a threat to agriculture production and water use. It promotes research-based approaches in agriculture to reduce poverty and malnutrition through improved markets, land and water management, focusing on food security and empowerment of women and youth. However, implementation of the policy is weak and requires stronger integration with other policies, institutions and funding to support uptake of CSA practices.

A Adaptation **M** Mitigation **P** Productivity **I** Institutions **S** Finance

SECP's Act on Limited Liability Partnership

Limited Partnership Act, 2017

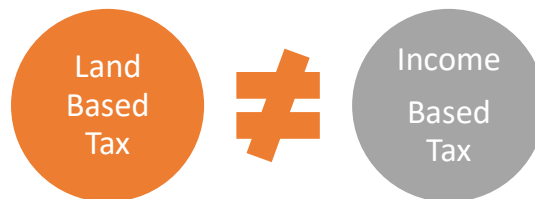
Limited Liability Partnership recently introduced in Pakistan through the Limited Partnership Act, 2017 merges the flexibility of a general partnership with the advantages of a limited liability company. LLP fills the need for another type of corporate structure in addition to general form of partnership, sole proprietorship and a limited liability Company. It provides protection for the partners from the joint liability created by another partner which includes misconduct and fraudulent activities but also adverse business decisions taken on a unilateral basis. The LLP manages to retain the flexibility of a general partnership which makes it ideal for firms operating in the services sector. The LLP will enable person to benefit local professionals to also benefit from a more flexible and efficient corporate structure making them more competitive and dynamic.

For details: <https://www.secp.gov.pk/document/limited-liability-partnership-act-2017/?wpdmdl=28151>

Tax on Agricultural Income

Tax System

Constitutionally tax on agricultural income comes under the domain of provincial revenue authorities; therefore, such income is exempt from the federal tax regime. Generally, the tax from agriculture sector is collected as a land based tax in preference to income based tax.



The provincial governments usually face severe criticism, for their poor collection of tax on agricultural income; and also accused of sparing landowners from this tax which, if enforced effectively, can boost the revenue significantly.

Agriculture Taxation System

It is believed that the land based tax system is relatively an efficient system as land records are well maintained with respective provincial boards of revenue. On-going computerization of land records further facilitates this system.

The following different systems are in vogue globally to tax the agriculture sector:



Land Tax

- Flat Acreage Tax
- Progressive Acreage Tax
- Flat Capital Value Tax
- Progressive Capital Value Tax



Output Tax

- Flat Gross Produce Tax
- Progressive Gross Produce Tax



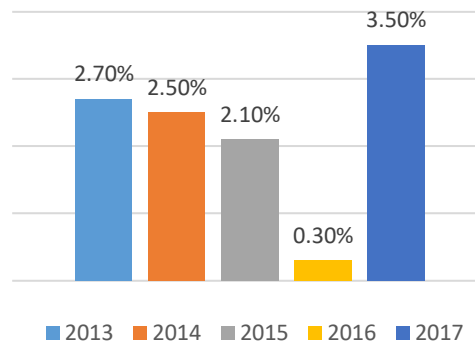
Tax on Agriculture Income

Revenue less allowable deductions



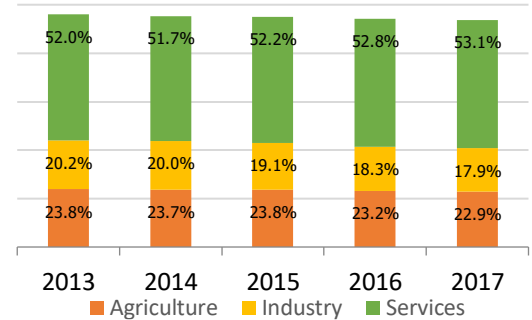
Statistics of Agriculture Sector

Agriculture Sector GDP Growth



Source: The Pakistan Economic Survey 2016-17

Sector Wise Contribution to GDP



Source: World Bank Statistics

Background – Punjab Agricultural Tax



Under the Constitution of Pakistan, the taxation of agricultural income is a provincial tax matter and the legislation for taxation of agricultural income has been put in place in the provinces way back in late 90s.

Basis of Taxation

Tax on agricultural income is required to be paid in whichever is higher proportion:

- On the basis of cultivated area – (the First Schedule)
- Agricultural income derived – (the Second Schedule)

DO YOU KNOW?

THE TAXATION OF AGRICULTURE SECTOR IS MUCH MORE COMPLICATED IN COMPARISON WITH TAXATION OF BUSINESS INCOME, CORPORATION TAX ETC

The taxpayers contested income based tax as a parallel tax to other levies i.e. abyana, malia etc.

Lahore High Court granted stay against recovery of income based tax from farmers

FIRST SCHEDULE RATES

Not exceeding 12½ acres	Nil
Exceeding 12½ acres, but not exceeding 25 acres	Rs.150 per acre
Exceeding 25 acres	Rs.250 per acre

SECOND SCHEDULE RATES

Where the total income does not exceed Rs.80,000	Nil
Where the total income does not exceed Rs.100,000	Rs. 5,000/- plus 7½ % of the amount exceeding Rs. 100,000
Where the total income exceeds Rs.100,000/ but does not exceed Rs.200,000	Rs.12,500 plus 10% of the amount exceeding Rs.200,000
Where the total income exceeds Rs.200,000/- but does not exceed Rs.300,000	Rs.22,500 plus 15% of the amount exceeding Rs.300,000

Is Agriculture Hard-to-Tax

The taxation of agriculture sector is much more complicated in comparison with taxation of business income, corporation tax etc. therefore, agriculture is a hard-to-tax sector everywhere. But in developing countries like Pakistan the task becomes even harder as such activity is altogether undocumented and even enjoy legal protections.

Tax on agricultural income, which went effective in its new form on July 1, 2015, was challenged by a number of landholders on the ground that they were already paying different land-based levies like *Abyana*, *Malia* etc. The stay was granted by the Lahore High Court on such grounds.

Legislative Measures by Board of Revenue, Punjab

Restricting the Tax Collection on Income Basis

On October 17, 2016 the Board of Revenue Punjab issued an executive order restricting the collection of agricultural tax on an income basis. A relevant excerpt of the executive order is as under;

“During a meeting constituted by the government to deliberate upon the issues of agricultural farmers, held on 15-10-2016 under the chairmanship of the Minister of Law & Parliamentary Affairs. It was decided that income based assessment and collection of agriculture income tax under second schedule of the Punjab Agricultural Income Tax Act 1997 should be withheld till further orders. However, the land based assessment and collection of agriculture income tax under the First Schedule of the Act ibid should be continued. “

Collection of Tax on Higher of Area or Agricultural Income

On September 29, 2018 an executive order has been issued that envisages charging of income based tax or land based tax under 'whichever is higher formula' as per foregoing applicable slab rates.

Agricultural Income as a Whiten Source to the Extent of Payment of Provincial Tax on Agricultural Income

Under the Income Tax Ordinance, 2001 the source of investment to the extent of payment of provincial tax on agricultural income is protected from the probe and is deemed as a whitened source of income.



The Consulting Arm of Crowe Pakistan attended the ERP Conference 2019



Picture Frame, Gift Bag given to visitors from HCC

HCC just participated in an ERP conference where 12 companies of different ERP systems also participated. Excellence Delivered and Abacus were also present in this exhibition. However, our stall stood out from others only because of smart marketing tactics suggested by Mr. Iftikhar Taj (Director Governance & Strategy).



We offered following items through our stall;

- Live printing of Visitor's pictures
- Refreshment in the form of Hot Coffee and Tea.
- Displaying of the picture for the customer.
- Small presentation running on the LCD (Designed by Mr. Shahzad).
- HCC badges



News coverage of HCC team in local news paper

The hall was divided into two parts. Half the hall housed the ERP organizations like us. The other side of the hall housed the ERP conference where IT experts from different area of IT domain gave presentation. Mr. Iftikhar Taj and Mr. Haider Ali Khan were guest speakers on the conference.

In the end we would like to thank our participants, Mr. Mohsin, Mr. Haider, Mr. Shahzad, Miss Mahrukh, Mr. Abid and our valuable interns who managed the whole event. We would like to thank the whole sales and marketing team for making the event a success. Mr. Shahzad took the lead role in rolling out this event.

Last but not least, some humble words of gratitude for the firm's partners especially to Miss Tania, Mr. Saeed Chaudhary, Mr. Nasir Muneer and Mr. Iftikhar Taj without his ideas these things would not have been implemented.

Fawad Farooq Malik, our article ship student, won CASA North Elections 2018

The Chartered Accountants Students' Association (CASA) North Elections 2018-2019 and AGM for the financial year ended on June 30, 2018, held on December 29, 2018. Crowe Pakistan nominated Mr. Fawad Farooq to represent the firm. Fawad took the role with all the grace and sheer responsibility. His strong campaigning helped him won the elections and becoming the student associate. We congratulate Fawad on this success.



Professional Grooming Activity Organized by ICAP



The Institute of Chartered Accountants of Pakistan (ICAP) organized Professional Grooming Activity on January 19, 2019 at ICAP Lahore to groom and nurture our trainee students in a wide array of areas which could be pivotal for their professional and training duration. From personal grooming aspects of personality, presentation, positive attitude, dressing and effective communication to work study life integration, first year challenges and preparation of exams discussed in the sessions.

Mr. Amin Ali talked about ups and downs in life, he advised the entire participants to keep continues the efforts and look for the best. He further stated that building network and connecting with people from a different background is very important for career growth.



A panel discussion was conducted by Shahid Iqbal Khattak, Chairman CASA North. First year challenges in training and its solutions was the topic of the panel discussion in which speakers shed light on prevailing challenges faced by trainees during training and discussed pragmatic solutions. Shahzaib Sanwal, Senior Manager EY Ford Rhodes, Amin Ali, Partner Horwath Hussain Chaudhury & co., Ali Saif Cheema, Secretary NRC ICAP, Rizwan Bashir, Managing Partner Rizwan & Company and Fouzia Quttab, Internal Auditor Hameed Latif Hospital were the panelists.

The guest of honor, Mr. Iftikhar Taj, Vice President ICAP shared that the extracurricular activities can help students succeed in much more than just their academic endeavors. He further mentioned that mentoring is important, not only because of the knowledge and skills students can learn from mentors but also because it provides professional socialization and personal support to facilitate success in professional life and beyond.



LIFE AT CROWE PAKISTAN



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