



YOUSUF ADIL

PACE ALIGNED ...

Built on Legacy, Aligned with progress

Leading with precision

WWW.YOUSUFADIL.COM





MISSION

To become the first choice of the most sought-after clients and talent

VISION

To be the standard of excellence in professional service delivery

VALUES

Lead the Way

Serve with integrity

Take care of each other

Foster inclusion

Collaborate for measurable impact

Established in 1972, YA has evolved into a prominent professional services firm in Pakistan. Serving 500+ audit clients, encompassing multinational and local companies, the firm maintains a substantial presence in the manufacturing, services, commercial, financial, and public sector domains within Pakistan

ESTABLISHED

YA maintains a presence across all four major cities in Pakistan, boasting a dedicated workforce exceeding 1000 professionals. Our team comprises qualified individuals, seasoned professionals, business graduates, IT experts, HR specialists, and legal professionals, ensuring a diverse and skilled workforce

ONE OF THE LARGEST FIRM IN PAKISTAN

YOUSUF ADIL has been ISO 27001 certified since 2017. Aligned with TUV AUSTRIA procurement standards, our firm is fortified by ISO 27001 for Information Security Management Systems & upholds a steadfast commitment to the IFAC Code of Ethics, setting a global standard. YA is among the very few ISO 27001 certified firms in Pakistan, ensuring secure data storage & transmission

ISO 27001 CERTIFIED FIRM

Satisfactory Quality Control Review (QCR) rating from Institute of Chartered Accountant of Pakistan (ICAP)

QUALITY

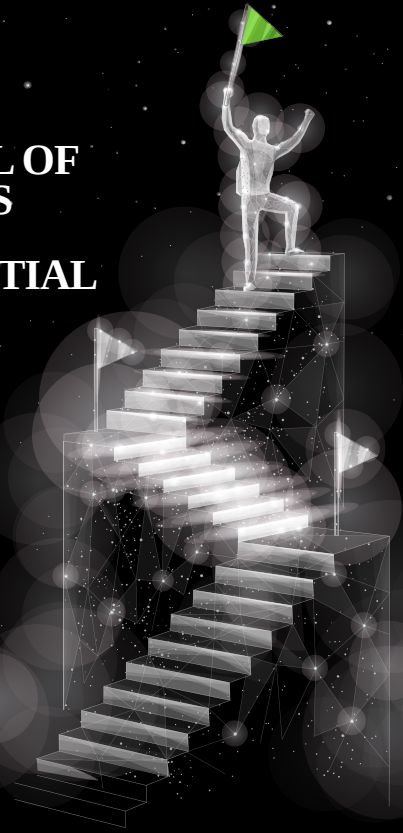
Yousuf Adil has been Categorised under category A on STATE BANK OF PAKISTAN (SBP) panel of auditors

SBP PANEL OF AUDITORS

Revenue growth of over 100% in last three years, with increase of over 80% in our human resources, during the same period on cumulative basis

EXPONENTIAL GROWTH

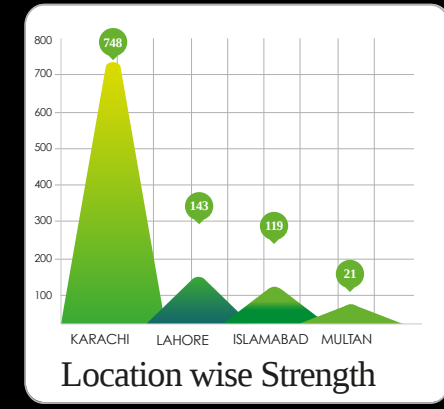
Firm ABOUT THE



YOUSUF ADIL is one of Pakistan's premier professional services firms,

offering a comprehensive range of services, including audit and assurance, consulting, financial advisory, risk advisory, tax, and related solutions. Serving both local and multinational clients, the Firm is committed to delivering excellence and innovative strategies to meet diverse business needs

Yousuf Adil Chartered Accountants is a hallmark of financial excellence, powered by a team of over 1,000 highly skilled professionals. Established in 1972, the Firm brings over five decades of expertise, consistently delivering exceptional quality services. Certified as ISO 27001 standards for Information Security Management Systems and steadfast in its compliance with the IFAC Code of Ethics, Yousuf Adil sets a global standard for integrity and professionalism. Guided by a forward-thinking leadership team of 19 partners and executive directors, a visionary Board of Partners, and a dynamic CEO, the Firm combines a legacy of experience with a relentless commitment to quality. Positioned as a trusted leader in the region and beyond, Yousuf Adil is dedicated to driving success for its clients in an ever-evolving business landscape..



1,000+
PROFESSIONALS

50+
YEARS OF EXPERIENCE

04
OFFICE LOCATIONS

ISO 27001
CERTIFIED SINCE 2017

19
PARTNERS & EXECUTIVE DIRECTORS



OUR PEOPLE OUR Strength

OUR CORE Services

Yousuf Adil delivers a wide range of innovative and impactful solutions, empowering organizations to navigate complexities and achieve their strategic goals. Our expert team combines deep industry knowledge with cutting-edge methodologies to drive sustainable success



Audit, Assurance And Accounting Support

Business Process Solutions

Risk Advisory

Financial Advisory

Financial Institutions Risk Advisory

Tax Services

Technology Advisory, Consulting & Risk Assurance

Audit, Assurance & Accounting Support

TECHNICAL ACCOUNTING ADVISORY

- Support in accounting and reporting for complex and unusual transactions, complex revenue contracts, expected credit loss assessments, business combinations, etc.
- Assist with matters related to accounting changes, be it revenue recognition, leases, or upcoming regulatory requirements concerning reporting and disclosures
- Conduct impact assessments by highlighting the differences between existing GAAP and other frameworks such as US GAAP, IFRS

ACCOUNTING SUPPORT

- Compiling financial statements under IFRS and local GAAP primarily based on IFRS
- Providing support for period-end reporting requirements such as impairment assessment, consolidation, and footnote disclosures.
- Providing audit support for the timely and effective completion of audits
- Providing assistance on other critical business projects by acting as an extension of your finance team
- Providing assistance in the preparation of pro-forma financial statements

BACK-OFFICE AUDIT SUPPORT

- Partner-led risk-based audit approach designed to support the highest quality of audit while providing our clients with assurance over the key audit risks facing the business

AUDIT SOFTWARE

- Audit Support provided through globally recognised audit assistance tool

ENGAGEMENT QUALITY

- Control Review of Audit and Other Assurance engagements
- Review of Audit and Other Assurance engagement files before archival to identify potential areas of improvement

IFRS TRAININGS

- Customized trainings to client's staff on application of IFRSs.

SECONDMENTS

- We offer on-site or off-site staffing to meet your requirements. On-site staff adheres to your company policies, while off-site staff operates remotely



Business Process Solutions

FINANCE AND ACCOUNTING

- Operating outsourced Accounting Function
- Development of Financial Reporting Structure
- Development of Costing & Budgeting Structure
- Performing Various Complex Reconciliation
- Performing CFO Support Role
- Finance Structure Transformation Projects
- Interim Accounting & Finance Talent Sharing
- Financial Shared Services
- Managed Treasury Services
- Development of Statutory Financial Statements

HR AND PAYROLL

- Payroll Management
- Employee Self Service
- Salary Tax Calculations
- Leave Management Tracking
- Payroll / Labour Compliances Health Check
- Employees' Benefits Administration

BUSINESS PROCESS TECHNOLOGY

- ERP Implementation
- Robotics & Cognitive Analytic (RCA)
- Payroll & HR Technology
- Business Intelligence/ Data Analytic
- Process Management

BOOK KEEPING

- Onsite and offsite book keeping
- End user Level expertise in all major ERPs



Risk Advisory

INTERNAL AUDIT

- Outsourcing and Co-sourcing
- Build Operate Transfer (BOT)
- Internal Audit Risk Assessment
- Quality Assurance Review of Internal Audit Function

REGULATORY COMPLIANCE

- Compliance Assessment and Review
- Compliance Risk Assessment and Management
- Compliance Monitoring and Reporting

BUSINESS PROCESS RE-ENGINEERING

- Development and Review of Policies / Procedures / Manuals / Frameworks
- Benchmarking and Gap Analysis
- Business Process and Controls Transformation
- Operational Risk Assessment and Management
- Enterprise Risk Management

INTERNAL CONTROLS AND GOVERNANCE

- Diagnostic Review of Internal Control System
- Corporate Governance
- Governance, Risk and Compliance (GRC)



Financial Advisory

FINANCIAL DUE DILIGENCE

- Performing Financial Due Diligence from Buys Side and Sell Side for M&A Transactions

BUSINESS VALUATIONS & FEASIBILITY STUDY

- We render valuation & modelling services in many different circumstances including transactions, financial reporting, purchase price allocation, intangible assets valuation, dispute resolution and strategic planning

GOODWILL AND INTANGIBLE ASSET IMPAIRMENT TESTING

Impairment testing for goodwill and other intangible assets.

PURCHASE PRICE ALLOCATION - PPA

Purchase Price Allocation (PPA) after business combination under IFRS 3

CROSS-BORDER TRANSACTIONS

- Advising on cross-border transactions involving the MENA region

MERGERS AND ACQUISITIONS

- Support to acquirers and investors throughout the entire M&A deal life-cycle in assessing the strengths and weaknesses, value areas and risks of a transaction

PRIVATE EQUITY AND VENTURE CAPITAL

- Advising on private equity and venture capital transactions

STRATEGIC CONSULTING

- Advising on strategic consulting and other corporate advisory services

INFRASTRUCTURE AND PROJECT FINANCING

- Advising on the complex financing requirements of infrastructure and other large-scale projects



Financial Institutions Risk Advisory

FINANCIAL, OPERATIONAL & REGULATORY RISK COMPLIANCE

- Credit Risk Review
- Enterprise Risk Management (ERM)
- Operational Risks & Controls Evaluation/gap Analysis
- Third Party Risk Assessment
- Policy review
- Policy procedure manual review

INTERNAL CONTROL OVER FINANCIAL REPORTING

- Development of Process Documentation
- Development of Risk Control Matrix
- Development of management testing plan
- Conducting & testing of Control design, implementation and operating effectiveness

IFRS IMPLEMENTATION (IFRS 09, 16 & 17)

- IFRS 9 – Financial Instruments
- IFRS 16 – Leases
- IFRS 17 – Insurance Contracts
- Trainings & capacity building workshops

GAP ASSESSMENT REQUIRED BY SAMA UNDER IFRS 09

- Conducting gap assessment of data, governance, policy, procedures and Human Resources with regards to current practice and IFRS 9 requirements on insurance industry as required by SAMA

MODEL DEVELOPMENT & QUARTERLY RE-RUN UNDER IFRS 09

- Develop ECL models on premium receivables, reinsurance debt investments. Bank balances receivables
- Conduct SPPS test on debt investments
- Quality re-run of models for valuation of ECL



Tax Services

INCOME TAX AND VAT COMPLIANCE

Income tax and VAT compliance can be intricate in the Middle East, with varying regulations and reporting requirements. We offer comprehensive solutions to streamline your compliance obligations, including:

- Monthly and quarterly VAT filings
- Annual income tax return preparation and filing
- VAT registration, de-registration, and advisory
- Regulatory updates and advisory for VAT and income tax

TAILORED TAX SOLUTIONS

With deep expertise in regional and international tax regulations, we help businesses in the Middle East navigate complex tax landscapes to achieve sustainable growth. From guiding you through M&As to ensuring compliance in VAT and income tax, our services are tailored to meet your unique business needs

INTERNATIONAL TAX ADVISORY

Navigating the intricacies of international tax regulations is crucial for expanding or operating in multiple jurisdictions. Our advisory services help businesses in the Middle East mitigate tax risks and capitalize on strategic opportunities, including:

- Structuring for tax-efficient operations
- Compliance with double taxation agreements (DTAs)
- Transfer pricing documentation
- Withholding tax strategies

MERGERS AND ACQUISITIONS (M&A)

In M&A, every detail matters—from due diligence to post-transaction integration. Our tax specialists assist in maximizing the value of your transactions by minimizing tax exposure and ensuring regulatory compliance:

- Tax due diligence and structuring
- Transaction advisory and financing
- Post-merger integration and compliance
- Specialized M&A tax compliance and planning

GLOBAL EMPLOYER SERVICES

SUPPORT FOR YOUR INTERNATIONAL WORKFORCE

Employing staff across borders brings unique tax challenges. Our Global Employer Services (GES) help you manage tax and compliance matters for your international workforce, covering:

- Payroll tax compliance and reporting
- Expatriate tax planning and compliance



Technology Advisory, Consulting & Risk Assurance

IT INTERNAL & EXTERNAL AUDIT

- Conducting independent audits to assess compliance with industry standards and regulatory requirements. Providing assurance on the integrity and security of IT systems and processes for stakeholders
- Evaluating the effectiveness of IT governance, risk management, and control processes within the organization. Ensuring alignment with internal policies and identifying areas for improvement

RISK ASSESSMENT AND MANAGEMENT

- Comprehensive assessments to identify vulnerabilities across your technology infrastructure
- Development of tailored risk management strategies that align with your business objectives

VULNERABILITY ASSESSMENT & PENETRATION TESTING (VAPT)

- Detailed vulnerability assessments to identify weaknesses in your systems
- Real-world penetration testing to evaluate your defenses against potential attacks, ensuring your security measures are effective

BUSINESS CONTINUITY & BIA IMPLEMENTATION (ISO 22301 & 22317)

- Expertise in implementing Business Continuity Management (BCM) systems and conducting Business Impact Analysis (BIA) in accordance with ISO 22301 and 22317 standards
- We ensure your organization is resilient and prepared for disruptions

INCIDENT RESPONSE AND RECOVERY PLANNING

- Development of incident response plans to mitigate damage from potential breaches
- Support in establishing recovery protocols to ensure business continuity

TECHNOLOGY GOVERNANCE, AND REGULATORY COMPLIANCE

- Providing guidance on regulatory compliance and governance frameworks such as ISO 27001, COBIT, NIST, ISO 20000, SOX, and PCI-DSS
- Conducting regulatory audits to ensure compliance with SECP, SBP, and other regulatory authorities' directives

DATA PRIVACY AND PROTECTION SERVICES

- Assessments and strategies to ensure compliance with data protection regulations
- Development of policies and procedures to safeguard sensitive information

ISO 27001 IMPLEMENTATION AND CERTIFICATION READINESS

- Comprehensive support for ISO 27001 implementation, ensuring your organization is prepared for certification
- Guidance on establishing, maintaining, and improving your Information Security Management System (ISMS)



We Deliver Services Through

Back Office



For the past several years, we have been offering offshore outsourcing services for accounting, finance, and payable activities to a diverse range of clients. Our current team dedicated to these services comprises over 250 professionals.

Project



For several years, we have been delivering project-based services across various industries, tailored to meet unique client needs. Our dedicated project team ensures high-quality solutions and timely delivery, consistently exceeding client expectations.

Secondment



In this model, we offer on-site or off-site staffing to meet your requirements. On-site staff adheres to your company policies, while off-site staff operates remotely.

Co Sourcing



Under this arrangement, we collaborate to deliver services to clients by leveraging our respective areas of expertise.

Sub Contracting



Where Yousuf Adil is deemed to possess the necessary expertise to deliver services exclusively, Sub contracting arrangements can be considered.

Customised data sharing methods as per the requirements of Clients

Data Sharing Methods

The data sharing methods applicable to back office arrangements and off-site Secondment can be

TECHNOLOGY INFRASTRUCTURE OFFERINGS MODELS

MODEL 1: COMPLETE IT INFRASTRUCTURE SERVICES:

In this model dedicated and fully managed IT Infrastructure tailored as per your requirements and Industry Standards:

- Dedicated IT support personnel for 24/7 Services
- End-user Computing Services (Desktop Computers, Laptops, Printing etc.)
- Securely Segregated Network Architecture
- Dedicated Server Machines
- Secure VPN Services with Two Multi-Factor Authentication
- Segregated and Secure Storage Solutions
- Data Leakage Prevention Services
- Dedicated Email Services
- Cybersecurity Monitoring Services
- Malware Protection
- Threat Intelligence Implementation
- Patch Management Protocols
- Vulnerability and Penetration Testing Services
- Data Masking

MODEL 2: HYBRID IT INFRASTRUCTURE SERVICES

This model offers a hybrid integration of both comprehensive and foundational IT infrastructure services, where technology services would be shared between two parties:

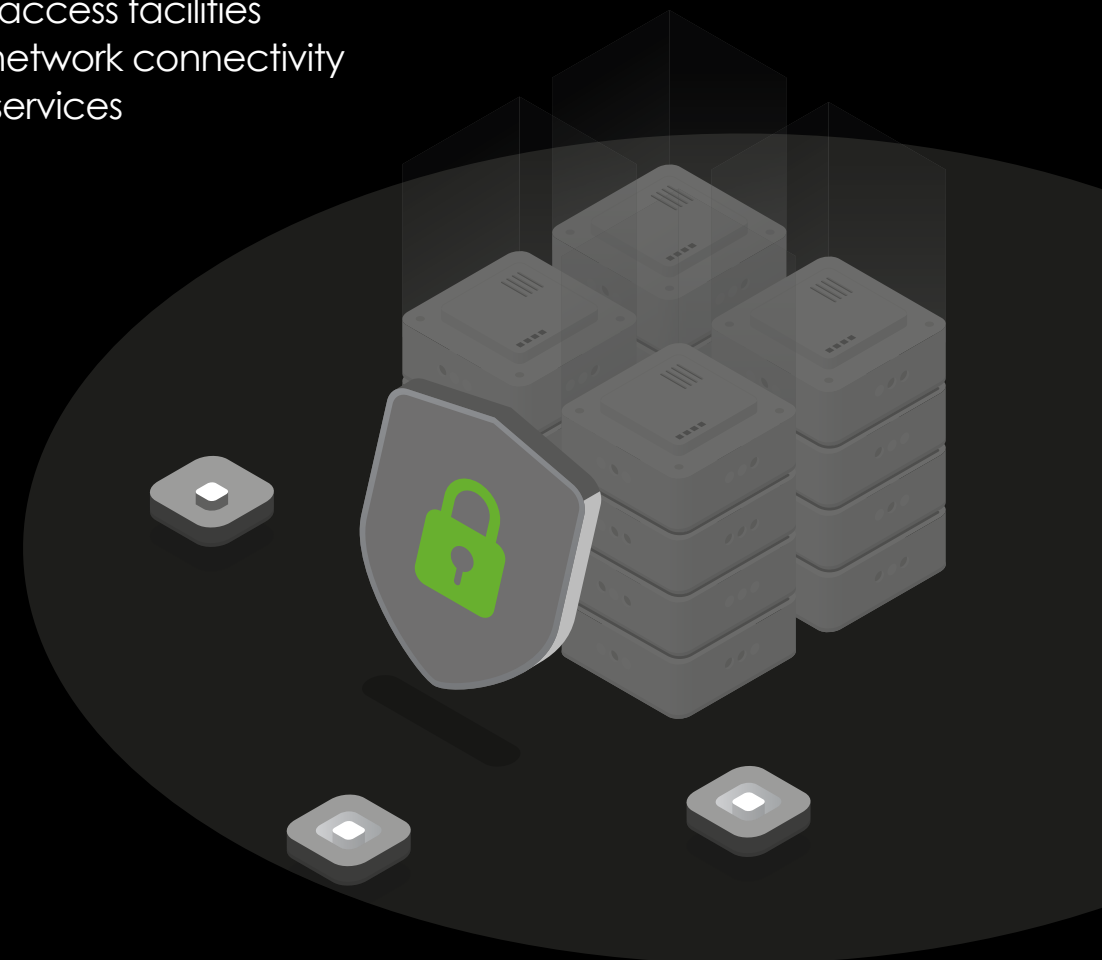
- Dedicated IT support personnel

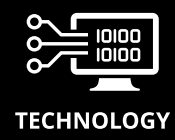
- End-user Computing services (Desktop Computers, Laptops, Printing etc.)
- Secure Data Storage & Sharing services
- Work from Home Facility though secure VPN

MODEL 3: BASIC IT INFRASTRUCTURE SERVICES

This model offers the basic technology facilities to the staff:

- Dedicated IT support personnel
- Internet access facilities
- Secure network connectivity
- Printing services





Yousuf Adil Chartered Accountants has been ISO 27001 Certified since 2017 by the internationally recognized Certification Body, 'TUV Austria'. The steadfast implementation of Information Security Management Systems underlines our commitment to responsible business practices, ensuring the security of both our Firm and client data. Key benefits encompass global information security compliance, competitive advantage, compliance with data protection, privacy and legal and regulatory standards, heightened operational efficiency, enhanced client satisfaction, fortified cyber resilience, improved reputation, and a cultural advancement.



UPHOLDING GLOBAL SECURITY STANDARDS

ISO 27001

Thank-you

YOUSUF ADIL CHARTERED ACCOUNTANTS provides Audit & Assurance, Consulting, Risk Advisory, Financial Advisory and Tax & Legal services, through over 1,000 professionals in four cities across Pakistan. For more information, please visit our website: www.yousufadil.com.

© 2024. For information, contact Yousuf Adil, Chartered Accountants.



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