

# AHC

Chartered Accountants & Consultants





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*Our mission is to*

*"Exceed expectation of our clients and our own team members"*

**Office Managing Partner**

# I. Profile Of the firm

**AHC** provides a complete range of financial services to its clients, to satisfy the needs of both local as well as international investors in Egypt. Through the firm's international managerial contacts, different services can also be provided to Egyptian clients who have business activities abroad or non-resident investors in Egypt.

**AHC** provides auditing, accounting, tax advisory and corporate affairs services. Recently, a co-operation agreement was reached between **AHC** and DFK international, one of the world's largest auditing, management consulting and tax service firms, operating in almost 284 offices, 72 countries around the world.

This cooperation resulted in **AHC** becoming a correspondent of the worldwide organization of DFK international with over 6182 staff and partners.

The firm's objective is to furnish value added to clients this is represented by providing a full range of comprehensive high quality services with an extraordinary, positive and practical approach meeting with international standards.

## Whom We serve

The clients we serve include individuals, private and publicly listed business, multinational conglomerates, not-for-profit institutions, and government agencies.

Among the broad range of industries we serve agriculture, energy, construction, manufacturing, transportation, retailing, property, legal, finance, insurance, tourism and hospitality, health care, publishing, and education.

## What We do

To accomplish our work effectively, we assign a private and publicly listed business, team of experts from several departments to each engagement.

This multi-disciplined approach assures you that we have a full understanding of your operation, an insight into your business environment, as well as specialist knowledge. Your primary contract is an experienced group of chartered accountants lead by one of the partners of [AHC](#)



# I. OUR APPROACH

## 1. Establishment & Evaluation

### a. Establishment

AHC provides professional services to clients during the establishment phase of their company.

These services consist of representing our client in dealing with the investment authority and other concerned governmental authorities and obtaining the approval agreements / acceptances.

The following is a sample of our services with regard to the above mentioned issues

- Preliminary / final agreement
- Preliminary contract
- Company's status
- Tax register
- Approval of legal records
- Work and residence permits for expatriates



### b. Evaluation

During the last 10 years AHC has acquired significant experience in company's valuation in both public and private sector, our valuation includes detailed analysis of the market, production, management and financial position of the companies for various purposes including capital increase and obtaining CMA approvals

The experience mentioned was obtained through the partners previous experience with multinational firms "Arthur Andersen" "Deloitte Touche Tohmatsu " and in-house experience in valuation through various accounts in the firms portfolio using different techniques such as DCF , asset valuation ACH being member firm of DFK international has also the support of it's network (284 offices) round the world



## 2- Accounting

This activity is considered to be one of the main areas of the firm's work, based on our experience and professional judgment as well as a good understanding of each client's business and industry we provide our client with professional assistance and help them to establish a proper accounting system suitable for the nature of business.

- Our work encompass the establishment of an accounting system designed to be in conformity with international accounting standards (IAS) and policies, and applicable to the local accounting practice, laws and regulations.
- Establish a cost accounting system for manufacturing industries and supervise its implementation. The client will benefit from its application in the planning, control, and decision making stages.
- We also provide the client with a set of accounting books and records and related documentation's which provide the necessary financial data for an adequate financial reporting purposes. The financial reports are of an internal and external nature to enable management to :

- Identify condition and trends or deviation from expectations.
- Effectively define, communicate and monitor responsibility and authority.
  - o Analysis and investigates the significant changes in the external environment and economic conditions.
  - o We also provide professional assistance for our client's personnel in the installation phase of the system and provide training courses to help them in the proper implementation if the system

## 2- Audit and Assurance Services

### Financial Accounting

AHC has the knowledge and expertise necessary to help you with complex financial accounting issues related to matters such as valuations, pensions and share plans, listings, IFRS conversions, and corporate treasury and company secretarial functions. To improve your financial accounting and keep you abreast of new development in corporate reporting, our experienced professionals will provide you with a combination of technical advice, support tools, and training of inhouse accounting staff.

### Non-financial performance & reporting

AHC can help your business become more transparent by reporting the information that matters most stakeholders – including disclosures related to important non-financial value drivers such as market opportunities, risks, and intangible assets. Our ValueReporting methodology is the most comprehensive approach available in the market place for the disclosure of non-financial corporate information.





## Regulatory compliance

**Our Team**, of experienced regulatory risk specialists – including many former regulators – will provide support, advice, and assurance to help you manage your regulatory risks. We can provide help at both the operational level by maximizing the competitive and strategic opportunities, resulting, from regulatory change.

## Internal audit

**AHC** can assist organization in improving their internal audit function. We do this in several way : by measuring the effectiveness of existing internal audit processes and advising on the development of enhanced internal audit methodologies; providing full or partial internal audit outsourcing solutions; supporting the internal audit function with advanced software tools; and delivering tailored training programs for internal auditors.

## Statutory audit

**AHC** provides assurance services to organizations that must submit to an independent audit to comply with statutory or regulatory requirements. Our statutory audit provides assurance on the truth and fairness of an organization's financial information 'advice on controls and processing system weaknesses; confirmation of accounting treatments with respect to complex transaction' and specifically addresses any other regulatory reporting requirements such as those under Sarbanes-Oxley S404.

**Our Team**

## 4. Tax planning, Tax Advisory, and Corporate services Approach

**AHC** provide tax advisory services to virtually all the companies, business organizations and individuals for whom we provide auditing and accounting services to personal client as well as Tax only services to other non-audit clients.

**Commercial profits:** Advice on tax practice in Egypt, preparation of tax computation and their submission, assisting with tax examinations and subsequent agreement with the tax Authorities including effects to worldwide tax management, development of coordinated accounting and tax filing requirements, advice regarding appeals.

**Individual Tax:** preparation of salary and general income tax returns, their submission, assisting with local withholding tax requirements and negotiation with the Tax Authorities, Advice regarding appeals. Special services relate to tax planning for local and foreign clients in which we advise a client on how to arrange his business affairs in the most orderly manner having regard to incidence of taxation, Consultation in developing and implementing compensation plans in a tax effective manner.

**Corporate Tax planning:**

- Corporate structure.
- Tax practices in the Middle East.
- Dividend policy.

**Corporate Services:** we provide assistance to foreign clients wishing to do business in Egypt.



## Our services Include:

all steps necessary to establish a company, branch or liaison office, including the submission of the necessary applications and the execution of all formalities on behalf of the client until registration is granted, and followed by opening a tax tills and obtaining a tax card in the name of the branch.

- Application for work and residence permits for foreigners
  - General services including registration of contracts.
- A complete line of expatriate tax services including:
- Development of tax effective compensation arrangements, Review and / or drafting of compensation policies.
  - Arrival interviews discussing company tax responsibilities and local currency control matters.
  - Preparation, on site, of all federal and state tax returns.
  - Personal financial planning including tax effects of company benefit plans.
  - Expatriate theoretical (hypothetical) tax analysis.
  - Departure interviews discussing tax effects upon return to other countries.



## 5. Management Consultation Service

through our consulting division, we provide our wide range of services ranging from business development feasibility studies to valuations and banking consultation, we also special analytical studies to provide information requested by management. The scope of our practice comprises work in the technical areas listed below. It will be appreciated that these areas can overlap.

AHC consultation division can support every phase of your company's life cycle with services for vary types of transactions we are ready to

through our consulting lend you strength on full-time basis, not just for the course of the deal as we believe that:

AHC takes a long-term view to your business to have full understanding of the operation of focus on what's best for the business. We also have resources worldwide that can support whenever needed. Regardless of the size of your transaction we apply experienced professionals with a commitment to service quality.

Our consultation division provides a wide range of

services to support our client in decision making by

providing quality advice, information & data. Our people are equipped with rich, continually updated knowledge resources on industry trends, business processes and controls. These services include the following:

- Business Development
- Corporate Finance and Banking Restructuring
- Market Research and Feasibility Study
- Valuations
- Establishment



## 6. Social Insurance Services

AHC has established a special department to solve its client's problems related to the implementation of social insurance regulations, this department was established in order to improve our services to clients, it is managed by specialists in this field. The department activities include:

### Services for clients and their employees

- New subscription for all the activities of the social insurance organization.
- Regular follow-up and registration and calculating the monthly subscriptions
- Installment procedures of payments according to client's abilities.
- Cancellation of penalties procedures.
- Representing the client before the appeals and disputes committees.

### Service for Contracting Operations

- Reviewing contracts & opening files with the Social Insurance Organization.
- Negotiating the contents of contracts with Social Insurance Organization in order to get the best available rates.
- Representing clients before the Technical Committee for social insurance in case of any dispute.
- Preparing defense memorandum to be presented to the Technical Committee.
- Technical review of the final settlement and obtaining the final settlement and obtaining the final insurance certificate.

## I. PERSONNEL

Relevant technical and industry knowledge are identified as key personnel requirements, these attributes are gained through structured training and on-the-job experience.

Our strong commitment to training has been a distinguished feature of our practice for few years, each year, we allocate significant resources to design, develop, make up our curriculum training plan, the plan is regularly upgraded and relined to ensure that is responsive to the needs of our clients and responsive to a continuously and rapidly changing international business environment.

All of our professional personnel are university graduates. Each is required to obtain appropriate formal training to supplement, develop and enhance his or her work experience. To further strengthen our commitment to training, we have implemented an essential training program, this policy ensures that courses are given at the appropriate time in each professional's career and that relevant training is related to career advancement.

In Egypt, we regard fluency in English as an essential requirement for advancement and we instigated the "Common Language Program" whose objective is to strengthen and maintain English as the firm's common language, Under this program, our personnel, at all levels, receive structured training annually. Our Curriculum training plan Encompasses accounting and audit, computer audit, English language, Microcomputer, Financial consulting and industry courses.



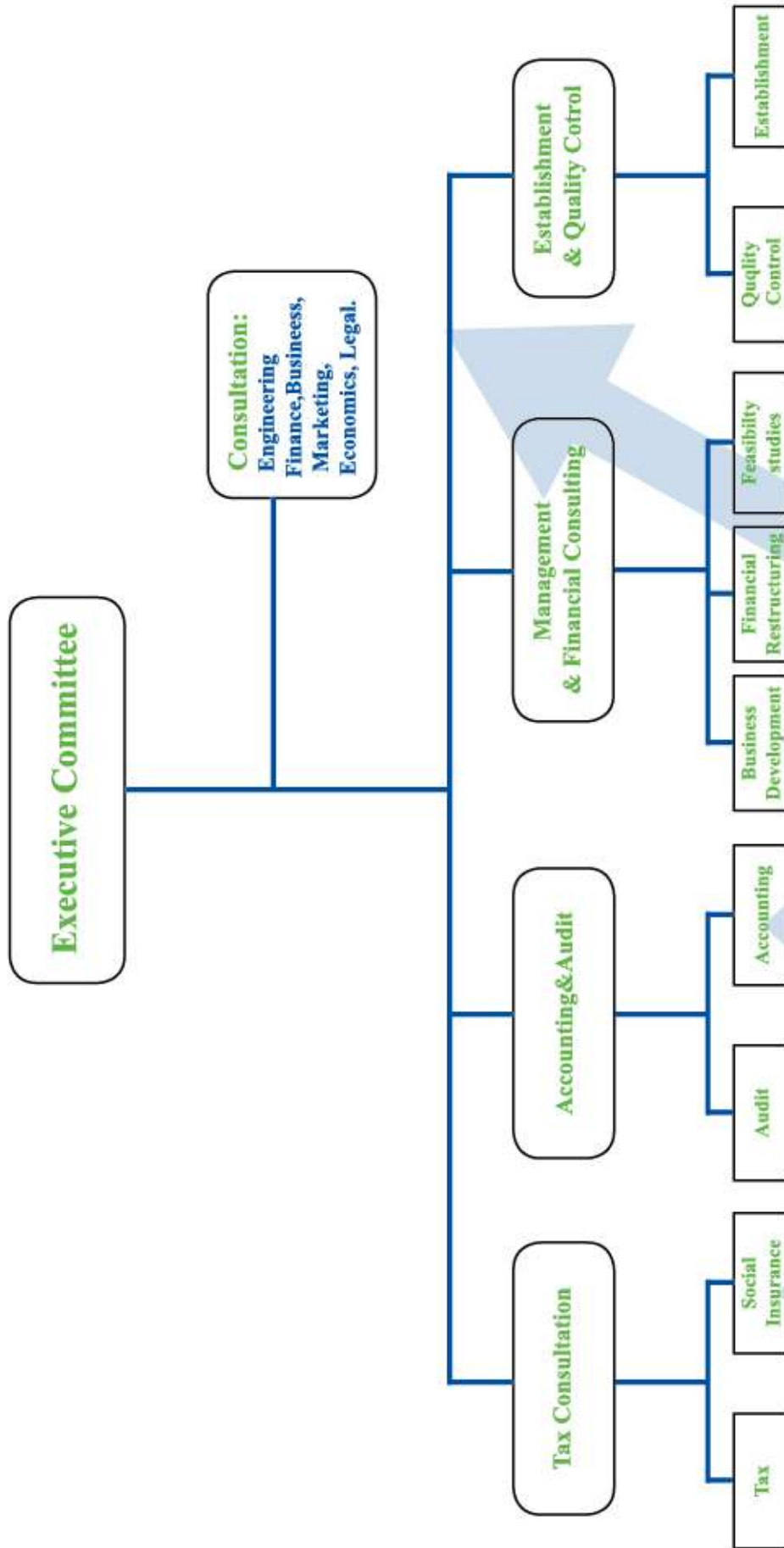
# Client Service Team

We have carefully chosen individuals who possess the experience and competence necessary to meet particular needs of the company. Quality service demand that the required skills of the firm's consulting and industry personnel – as well as accounting and auditing personnel – be brought to bear on specific problem areas encountered during our work .

The client service and audit teams are focal points for serving clients and fulfilling the firm's responsibilities to its clients and the public. The office organization exists only to enable the assist these teams to provide quality client service, in implementing the firm's philosophy of "think straight, talk straight", emphasizes the importance if direct communication between engagement personnel and the client.



## AHC's Organizational chart







# AHC

**Chartered Accountants & Consultants**

## Education & Medical

- Egyptian company for stem cells
- Cromo lab
- Narmer American college
- Tiba academy or intergrated technology
- First scan
- Misr center for heart cath
- Zahraa el ahram hospital
- Smile center international limited
- Middle east for vaciene (Mevac)



## Governmental Organizations

- Ministry of electricity
- Ministry of education
- Ministry of water resources & irrigation
- Ministry of agriculture
- Ministry of health
- Ministry of environment
- Egyptian environmental affairs agency
- Industrial modernization
- National water research center
- Ministry of international cooperation
- Ministry of housing ministry of youth



## Tourism & Hospitality Industry

- Nile company for hotels & resorts management
- Domina hotel group - middle east
- All Egypt lemosine
- Elegant voyage company
- Wings tours & nile cruises
- Access travel
- Wings for touristic investment
- Rixos Egypt for hotels & resorts management
- Rixos sea gate hotels
- Rixos el alamin hotel
- Rixos club azuure hotel
- Nile elite for nile cruises
- Tirana city for touristic investments
- Seasons for hotels & resorts international
- International for tourism development
- Qatar national company for hotels
- Holidays express for hotels & resorts
- Beuna vista for hotels & resorts management
- Lamar for hotels management
- Powerful investments
- Star casinos (over seas)



**H** Holiday Inn



## Miscellaneous

- Arab consulating office
- AGM engineering consultants
- Chemonics international
- Chemonics Egypt
- International computer consulating company
- Bio line Egypt
- Bio line trade
- Tvb group companies
- Environics for environmental consultant
- Business international group
- Deraia group of companies
- Events middle east
- Tamango
- MDF Egypt
- United for beverage & food (cinnabon)
- United web
- Egyptian arab company for resorts management
- Optima scientific
- Perkin elmer
- Gp stratgies
- Quality foods group

## International Organizations

- U.S. Agency for international development (USAID)
- International financial corporation (IFC)
- The international center for agricultural research in dry areas (ICARDA)
- Food & Agriculture Organization (FAO)
- Enterprise program (EP)
- United nations development program (UNDP)
- World bank (WB)
- Private sector development program (BC)
- Netherland cooperation program
- Danida
- Egyptian swiss development (ESDF)
- Eastern Nile basin regional technical office (ENTRO)





## Diving and water Sports industry

- Emperor divers
- Sinai divers diving services
- Karina diving service
- Blue wave diving company
- Aquarius for diving activity
- Sea soul diving
- Gona diving services
- Ocean college
- Coral sea diving
- South Sinai diving & marine association
- Water land for diving

## Construction & Real Estate Development

- Techint
- Taleed company for construction development
- Filippo fochi S P . A
- Macchi
- Fochi buini & grandi
- United for modern construction
- Sanitare for construction co.
- City plaza for real estate development
- Trust for engineering & project management
- Arab company for real estate
- Development





# Factories & healthy industries

- International for food industries
- Daltex for acrigulture
- Sheeba for ready made garments
- El nahr el khaled for ready made garments
- El alamia for Cement
- T 3a industries
- El mashreq el arabi for Gepsum
- Egyptian European for industrial investment
- El salhi group for poulty industry



## Investment funds

- El naiem Islamic fund
- Thraa fund for cash flow (EGB)
- CIB investment fund
- Bedaia fund for SMEs investment
- Sigma fund for investment opportunities
- Real estate finance house
- El khabeer fund (EDE)
- El zahby fund (EDE)

## **Non – for profit organizations**

- Family development organization
- National development organization
- Face for children in need
- Egyptian human rights organization
- Women development organization
- Together organization
- Aswan businessmen organization
- Naga hamady businessmen organization
- Village and city women development organization
- Leventine foundation
- Community capability development
- Environment protection association



## **Firm Registration**

- **Egyptian Register for Accountants & Auditors.**
- **Central Agency for Audit Register.**
- **Central Bank of Egypt Register.**
- **Financial Supervision Authority Register.**
- **The Egyptian Society for Accountants & Auditions.**
- **The Egyptian society of Taxation.**
- **The Arab Tax society.**
- **International Fiscal Association.**
- **The Egyptian society of Public Finance & Taxes.**
- **Arab Management Association.**
- **Arab Federation of Certified Public Accountants.**
- **Institute of Internal Auditors.**
- **Economic Courts Experts Register.**
- **World Bank Auditors Register.**
- **European Union – Egypt Delegation Auditors Register.**
- **African Development Bank Auditors Register.**
- **KFW Auditors Register.**









[www.ahc.bz](http://www.ahc.bz)

**Member Firm**



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