

Afghanistan - India

Let's grow together



Our Firm

AJSH & Co LLP is an independent firm of Business Advisors and Chartered Accountants with its corporate office situated at New Delhi.

AJSH has brought together a team of highly qualified and experienced consultants from diverse professional fields and expertise.

Our dedicated team of accomplished professionals and wide variety of services offered ensures that our client gets everything under one roof.

We cater to Indian and multinational corporates, high net worth individuals, financial institutions, start-ups and expatriates.

We are working with clients in India, USA, Africa, Australia, Europe, Hong Kong, Japan, China, Malaysia, Singapore and Thailand. Thus, we work across several different time zones based on our client needs.

Registrations: ICAI (India), PCAOB (US)

Certification: ISO 9001:2008

Size: 120 + (Chartered Accountants, Company Secretaries, Certified Public Accountants (CPA), Lawyers, MBAs)

Alliances: ADAM, TIAG and UTN

Key Clientele's Location: India, USA, Africa, Australia and Europe, Hong Kong, China, Malaysia

Head Office: New Delhi, India

Partners: Ankit Jain, Siddhartha Havelia, Manvi Arora, Chandramani Goel, Gautam More



Ankit Jain

- Co-founder of AJSH & Co LLP
- Member of Institute of Chartered Accountant of India (ICAI)
- Certified IFRS Accountant
- Certified in Forensic Accounting and Fraud Detection
- 17 years of work experience

Work Experience

- Price Waterhouse Coopers, India
- Price Waterhouse Coopers, Canada
- American Express, India
- American Express, Japan

Industry Experience

- Telecom
- Infrastructure
- Financial Sector
- White Goods
- Manufacturing
- Fertilizers
- FMCG
- Healthcare
- Aviation
- Retail
- Information Technology
- Retail Estate
- Not-for-profit Organization

Specialization

- US GAAP
- IFRS
- Auditing & Assurance
- International Taxation
- Tax & Regulatory Advisory
- Inbound and Outbound Investment Structuring
- SEC / SEBI Requirements
- Transaction Advisory
- SPAC Transactions
- Business Set Up Services

What we do

Accounting & Bookkeeping

Audit & Assurance

Tax & Regulatory

Transaction Advisory

Initial Business Setup

Shared Services

USGAAP/ IFRS Consulting

Business Consulting



Our services

- **Accounting & Bookkeeping Services:** We offer comprehensive accounting services to companies who wish to outsource their accounting functions. We can help you with:
 - Statutory bookkeeping
 - Accounting reconciliations
 - Monthly closing of books
 - Accounting system implementation
 - Cash flow management
 - Financial reports
- **Audit & Assurance Services:** We provide assurance services to our clients for ensuring the best practices and compliance with the regulatory requirements. Our assurance services include:
 - Statutory audit and certifications
 - Internal & Concurrent audits
 - Tax audits
 - Process / Transaction audit
 - Management / Operational audit
 - Stock audit
 - Due diligence
 - Forensic / Risk audit
 - Fraud investigation & dispute services
 - Propriety audits
- **Tax & Regulatory Services:** We offer wide array of regulatory services ranging from advisory to compliance services.
 - Direct tax
 - Indirect tax
 - International tax
 - Tax planning

Our services

- **Transaction Advisory Services:** We can provide support and advisory services to an entire corporate finance project or undertake projects for specific elements. Our services include:
 - Partner/target identification
 - Business and equity valuation
 - Financial and tax due diligence
 - Transaction structuring
 - Transactions support, negotiation & closing issues
 - Mergers & acquisitions
 - Financial modeling
- **Initial Business Setup:** We provide services to help our clients for the initial setup and formation of the business entities. Our services include:
 - Formation of business entities
 - Registrations with various authorities
 - Business entry advisory services
 - Preparation & filing of incorporation documents
 - Identifying the suitable form of business
 - Drafting of charter documents
 - Secretarial and administrative support
 - Post incorporation services
- **Shared Services:** AJSH help organizations to outsource their non primary functions so as to reduce their operating costs while improving focus on the key issues of running the business. We can assist our clients with bookkeeping, payroll processing, data entry, financial and analytical support.

Our services

- **US GAAP / IFRS Consulting:** AJSH is registered with PCAOB, United States of America to perform audits for SEC (Securities Exchange Commission) filings. Our team is highly experienced and knowledgeable in IFRS & US GAAP standards. We can assist you with:
 - First time adoption of US GAAP / IFRS
 - Preparation of financial statements in accordance with US GAAP / IFRS
 - Audit of financial statements prepared under US GAAP / IFRS
 - Accounting guidance for specific transaction
 - SOX 404 audit & compliance
- **Others:** Other important services provided by AJSH include:
 - Physical Verification & Reconciliation
 - Primary Research (surveys & market study)
 - Human Resource Support
 - Assets Management
 - Virtual office
 - Resident directors

Growing Asia

- Fastest growing continent in the world with 60% of world's population (4.2 billion)
- Two-third of global growth would come from Asia in next few years
- In 1990, the top five economies were not among Asia. Today, Japan, China and India are top 3 economies in the world
- Asia's share is expected to touch 50% of world's GDP by 2050

Why Afghanistan

- A population of 34 million and increasing
- Five year compound annual growth (CAGR) is 5.4%
- GNI per capita is US\$630
- FDI has increased from US\$ 230k in 1970 to US\$ 169mn in 2015
- Exports and imports taken together equals 53% of GDP
- Infusion of billions of dollars in international assistance and investments as well as remittances from Afghan expats
- World Bank expects to provide US\$250-300 mn in grants annually to Afghanistan through the World Bank Group
- One of the mineral-rich countries of the world
(the country holds US\$ **3 trillion** in untapped mineral deposits without Uranium)
- Low tax rates in Afghanistan
(Corporate tax rates are 20% with an overall tax burden of 6.5% only of total domestic income)
- Improved agricultural production
- Formation of democratic government & improved regulatory environment

India- Afghanistan relations

- Bilateral relations between the two countries have always been strong and friendly
- India's financial assistance to Afghanistan was ₹ 880 crore in 2015-16
- In 2016, India has also extended an aid of over US\$2 billion to Afghanistan for one of India's most expensive projects in Afghanistan (Salma dam)
- India-Afghanistan bilateral trade stood at US\$643 million in 2015-16
- Afghanistan sets a target of US\$10 billion for bilateral trade and investment with India in five years
- In February 2017, Indian visa regime has been further liberalised to make it even more convenient for Afghan nationals to visit India

Our support to Afghanistan

- **Needs in Afghanistan**
 - Skilled manpower
 - Professional services for businesses
- **Strengths to work with India**
 - Convenience of working in the same time zone
 - Connectivity time is less than two hours
 - Similar cultural backgrounds
- **What we can offer**
 - **Auditing & Assurance:** With the increasing foreign aid & business in Afghanistan, evaluation and audit is required. We can provide audit & assurance services in compliance with global reporting standards
 - **Onshore Services:** AJSH can assist you with
 - Deployment of short term/long term skilled resources
 - Provide training to local staff on various global accounting parameters

Our support to Afghanistan

- **Offshore Services:** We offer services on an hourly, fixed fee or retainer basis and help organizations to outsource their routine work to us thereby reducing and controlling operating costs while improving focus on the key issues of running the business.

Our services include:

- Setup assistance
- Bookkeeping
- Accounts Receivable Management
- Accounts Payable Management
- Reporting and compliance
- Inventory Management
- Taxation
- Financial & analytical support
- Budgeting & forecasting
- Mentoring and training
- Scanning & folder management
- Maintaining cash flow
- Job costing
- Transition services
- Payroll processing
- Data Entry

Identifying opportunities together

- AJSH can assist to identify suitable technology/financial Joint Venture partners across sectors
 - Power
 - Roads
 - Infrastructure
 - Airports
 - Banking
 - Telecom
 - Manufacturing
- We can assist you in identifying
 - Buyers/importers for agriculture (wool, cotton, fruits & nuts) and mining (precious and semi-precious gems)
 - Sellers/ exporters for machinery and other capital goods, food, textiles

Why India can be a strong partner to Afghanistan

- World's third largest economy (Would double in size to US\$ 4–5 trillion in a decade)
- Fastest growing economy in the world (Current: 7% , by 2018: 7.8%)
- By 2020, retail market is expected to grow to US\$ 1.1 trillion (growing at a high rate of 20%-25% p.a.)
- IT-business process management (BPM) sector in India is estimated to expand at a CAGR of 9.5% to US\$ 300 billion by 2020
- Indian construction equipment industry's revenues are estimated to reach US\$ 22.7 billion by 2020
- Total FDI equity inflows touched US\$ 35.84 billion (till December 2016)
- Under FDI, all sectors other than sectors which are specifically prohibited or under approval route
- Taxes on companies has been reduced to 25% (For companies with annual turnover less than 50 Crores)
- Low labor costs (Total labor force of nearly 530 million)
- Working age group will be more than 64% by 2021 (15-59 years)
- Skill set of India has improved over the years with 40% employable candidates. We have 1.5mn engineering pass outs in India every year



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Thank You!!

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