Deloitte.



Qatar Tax Conference 2021

Qatar business outlook and tax developments over the past 12 months

Agenda





Qatar remains a sustainable economy and continues to maintain a growth momentum

"H.E. Ali Shareef Al-Emadi, Minister of Finance"

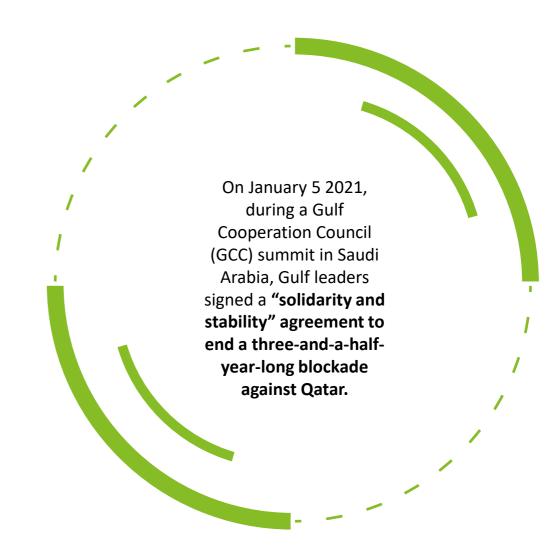
Revenue in 2021's budget is based on a conservative average oil price assumption of \$40 per barrel. This reflects a continued policy of conservative revenue estimation to maintain a fiscal balance and minimize the impact of the fluctuation in energy prices on the budget.

"Qatar Chamber Chairman Sheikh Khalifa bin Jassim Al Thani"

Qatar's budget for 2021 confirms the resilience and the durability of the national economy despite the repercussions of the COVID-19 pandemic.

"International Monetary Fund – Statement issued by IMF team"

The ambitious structural reform agenda underpins Qatar's economic diversification efforts to enhance long-term potential growth.



Conservative revenue estimation to maintain a fiscal balance

QAR Bn

| | | FY 2019 | FY 2020 | FY 2021 |
|--------------------------|-------------------------|---------|---------|---------|
| Revenue | Oil revenue | 170 | 168 | 121.6 |
| | Non-oil revenue | 44.7 | 43 | 38.5 |
| | Total | 214.7 | 211 | 160.1 |
| Oil price-based budget | \$40 per Barrel in 2021 | | | |
| | | | | |
| Total expenditure | Salaries and wages | 61.4 | 59 | 57.9 |
| | Current expenditure | 62.7 | 58 | 60.7 |
| | Minor capex | 4.1 | 3.5 | 4.0 |
| | Major projects | 80.2 | 90 | 72.1 |
| | Total | 208.4 | 210.5 | 194.7 |
| | | | | |

Allocation of QR. 72.1 Bn to Major Projects











A sound spending plan for Major Projects over the next 4 years

| 2021 | 2022 | 2023 | 2024 | Total |
|-----------|-----------|------------|------------|------------|
| 5.9 QR bn | 9.1 QR bn | 11.5 QR bn | 27.4 QR bn | 53.9 QR bn |

Major projects

| Projects | Estimated cost (QR bn) |
|---|------------------------|
| Development of existing areas and new citizens' lands | 35.2 |
| Roads and Public Places Beautification projects | 1.6 |
| Drainage and Estuaries | 4.9 |
| Maintenance | 5.8 |
| Hamad Medical Corporation | 1.1 |
| Ministry of Municipality and Environment | 2.1 |
| Ministry of Transportation and Communications | 1.0 |
| Others | 2.2 |
| Total | 53.9 |

Snapshot of tax developments in Qatar in the past 12 months

- 4 months extension of Income Tax Return submission deadline for Tax year 2019 allowing taxpayer manage the impact of COVID 19
- Extension for FACTA and CRS submission deadline due to additional difficulties brought by COVID 19
- MLI enters into force on 1 April 2020

- Circular 4 issued in August 2020 clarifying tax exemptions applicable to share of profits attributable to Qatari nationals.
- MOU signed between the GTA and the General Authority of Customs to integrate and make the Excise tax process efficient
- In line with the BEPS action plan, Qatar issued detailed directives for Mutual Agreement Procedures (MAP) work

- Introduction of new digital tax portal "Dhareeba" allowing taxpayers to effectively manage their tax affairs.
- Issuance of new circulars by Qatar Financial Centre regarding tax exemption related to entities listed on the Qatari stock market and tax exemptions of income derived by defence contracts – January 2021
- Domestic PE regulations aligned with OECD guidelines

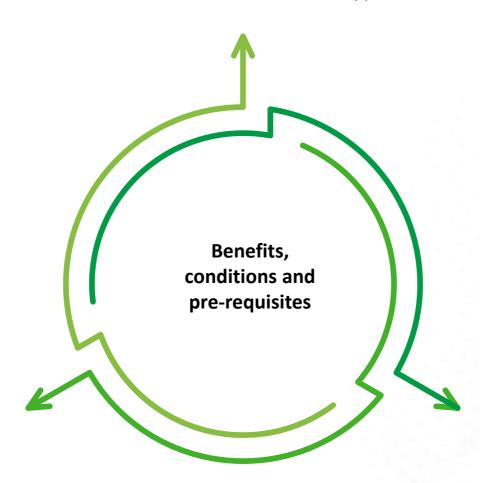
Promoting economic development through attracting foreign direct investment

Attracting up to
100% Foreign Capital
Introducing Free
Zones and Special
Fromoting Public
Private Partnership
FIFA

Tax incentives for activities related to
FIFA

Attracting up to 100% direct foreign capital inflow

An application accompanied with a detailed business case must be submitted to obtain the Ministerial approval.



Foreigners are permitted to own 100% capital, whether cash or in kind, in all commercial and economic activities, except banking and insurance.

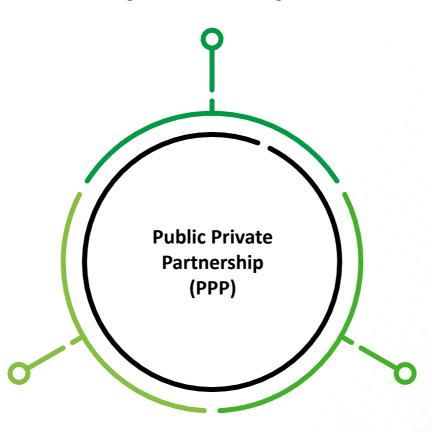
Benefits such as allocation of commercial land, possible Tax and custom duty exemptions, and access to market.

Facilitation through Free Zones and Special Economic Zones



Promoting Public Private Partnerships (PPP)

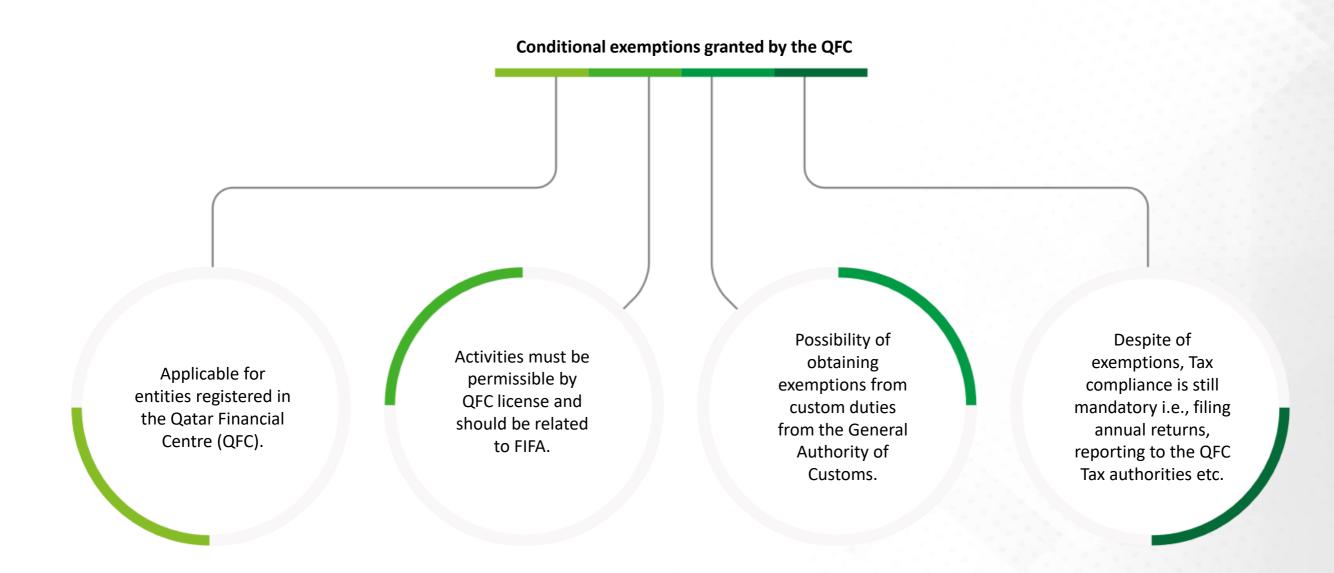
A robust legal framework to regulate the PPP.



With the objective to organize agreements between Public bodies and private sector allowing investment and financing opportunities with promising returns.

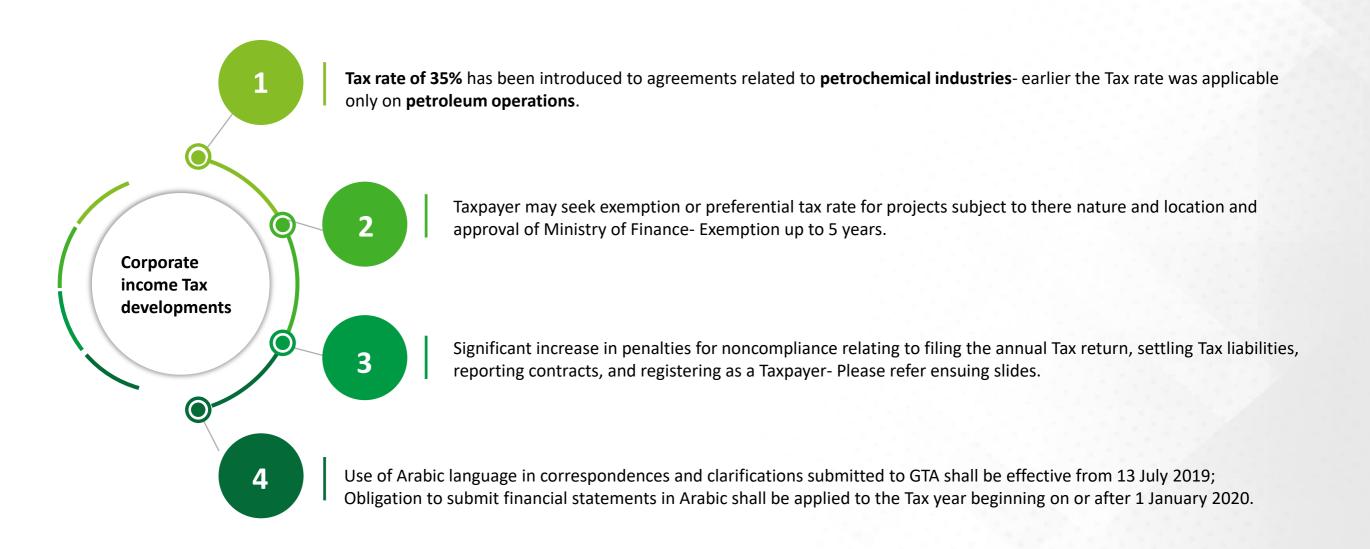
Aim to achieve the planned capital projects or mega projects planned by Public Works Authorities and other state agencies.

Tax incentives for activities related to FIFA

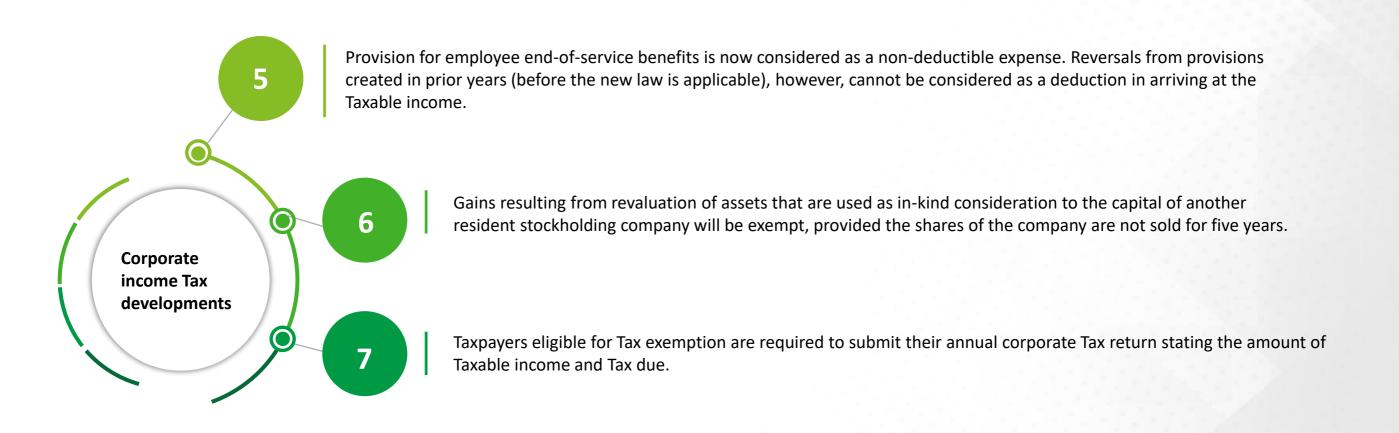




Recap on major changes from the old Income Tax Law



Recap on major changes from the old Income Tax Law (continued)

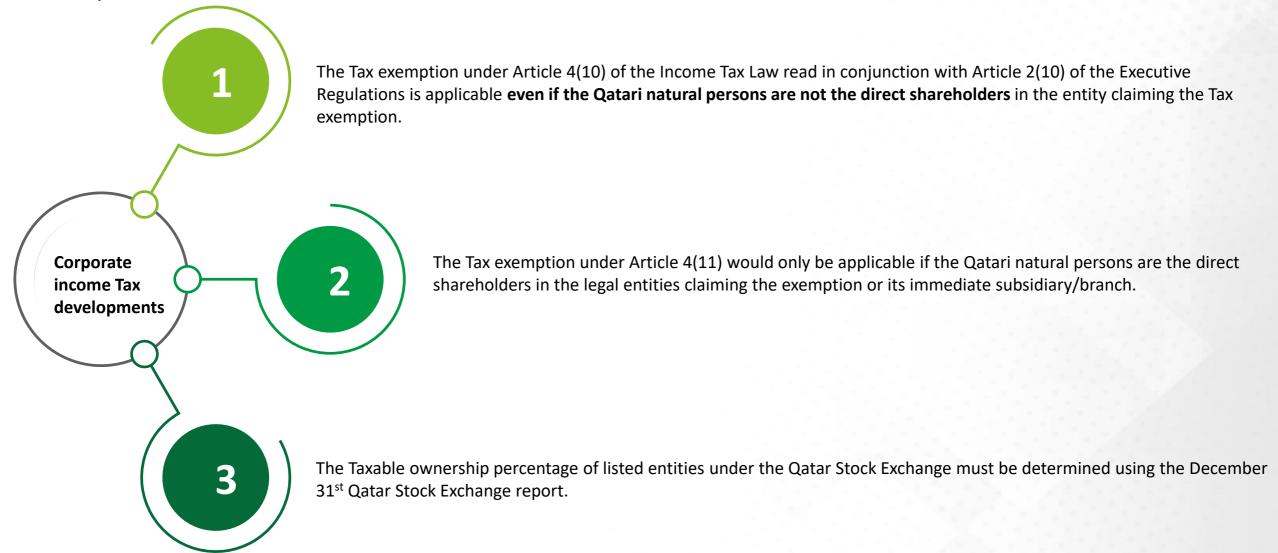


Changes to penalties applicable under the tax law

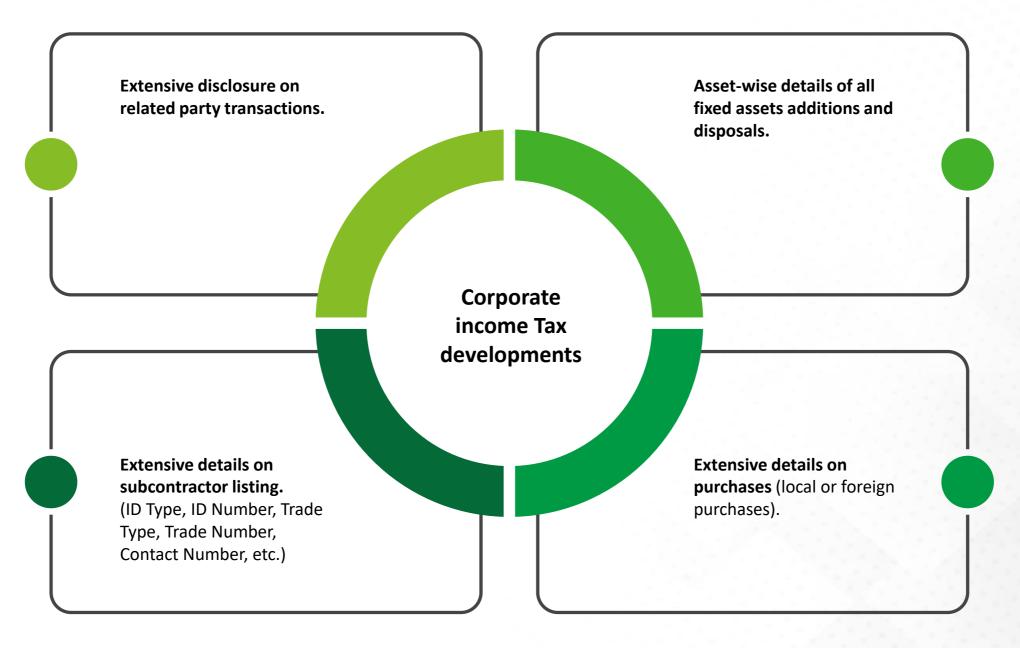
| Particulars Particulars Particulars Particulars Particular Particu | Penalty under new ITL | Penalty under old ITL |
|--|--|--|
| Late filing of Tax return | QAR 500 per day up to maximum of QAR 180,000 | QAR 100 per day up to maximum of QAR 36,000 |
| Late payment of Income Tax | 2% per month, up to a maximum of 100% of the amount of Tax due | 1.5% per month, up to a maximum of 100% of the amount of Tax due |
| Late payment of Withholding Tax | 2% per month, up to a maximum of 100% of the amount of Tax due | Introduced in new ITL |
| Failure to withhold Taxes | 100% of the withholding Tax | 100% of the withholding Tax |
| Contravention of the following provisions - Registration with the GTA; - Notification to the GTA of any change that can affect the Tax obligations | QAR 20,000 | QAR 5,000 |
| Tax-exempt entity failed to file a Tax return and corresponding documents | QAR10,000 | QAR10,000 |
| Failure to maintain proper accounting records and submit audited financial statements | QAR 30,000 | QAR 15,000 |
| Failure to report contracts/agreements to the GTA | QAR 10,000 | Introduced in new ITL |
| Failure to comply with obligations as entered by the ministry for international agreements (such as CRS, FATCA, CbCR,etc.) | QAR 500,000 | Introduced in new ITL |

Clarifications issued by the GTA on the Executive Regulations (Circular 4/2020)

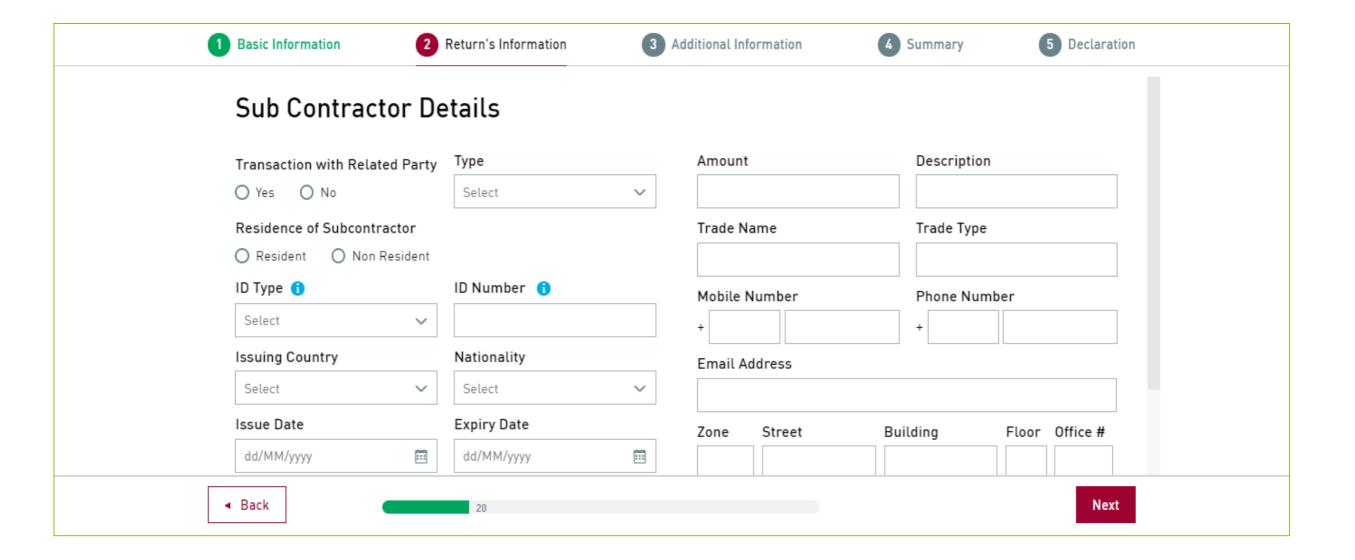
On August 2020, the General Tax Authority ("GTA") has clarified salient points on certain provisions of the Executive Regulations in relation to the Income Tax Law (Law no. 24 of 2018).



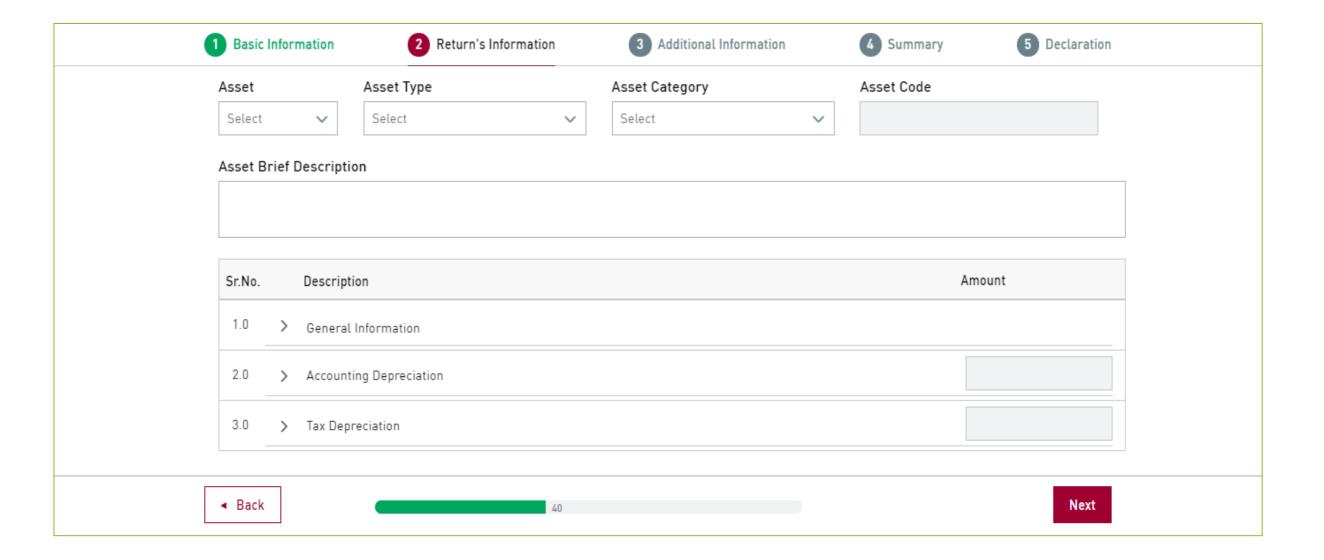
Additional requirements for the 2020 CIT filing



Dhareeba requirement - Subcontractor details



Dhareeba requirement - Depreciation



Dhareeba requirement - Purchases

| Y | 2.1.2 Purchases | 0.00 |
|---|---------------------------|------|
| | 2.2.1.1 Local Purchases | 0.00 |
| | 2.2.1.2 Foreign Purchases | 0.00 |

Clarifications issued by the GTA on Tax payments

The GTA has updated its official bank accounts

Going forward, Taxpayers are now required to remit payments to the below bank account:

Account Name: GENERAL Tax AUTHORITY

IBAN: QA53 QNBA 0000 0000 0013 2932 4606 1



Updates on QFC Tax regulations

The QFC Tax Authority has recently released an amended QFC Tax Regulations to achieve parity of treatment with the State Tax Regime.



The Qatar Financial Centre (QFC) Tax Authority has amended **Article 82 of the QFC Tax Regulations** (Election for Special Exempt Status) to include QFC entities that are listed in the Qatar Stock Exchange to the list of entities eligible for the exempt status.

The QFC Tax Authority issued a Concessionary Statement of Practice (CSoP) which lays down the criteria for QFC entities wishing to exempt income from defense or security contracts which are carried out for the benefit of the **Ministry of Defense (MoD)**, the **Ministry of Interior (MoI) or other defense or security agencies in the State**.



Withholding Tax

All non-resident service payments will now attract Withholding Tax at 5%

5% WHT

Single withholding Tax rate of 5% will now apply for payment made to non-residents (without a PE in the Qatar) for all service payments including royalties and interest.

Withholding Tax

Consumption test

Services rendered by non-resident vendors will be subject to withholding Tax if consumed, used or utilized inside Qatar.

12 months rule

Effective December 11, 2019, all accrued invoices would now qualify for the 12-month rule. Such invoices must be subject to Withholding Tax, whether paid or not.

Withholding Tax – Information required

Below is the snapshot of the WHT template highlighting the required information to complete the withholding Tax filing:

| Type of Transaction | Type of payment | Desription of the Transaction | Payment Document | Reference Number | Payment Document date | Payee payment date | Currency |
|---------------------|-----------------|----------------------------------|------------------|------------------|-----------------------|--------------------|----------------|
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| mount Subject to WH | T Rate | Payee's Id Type | ID Number Trac | de Name First | Name Last Nan | ne Jurisdictio | n of Residence |

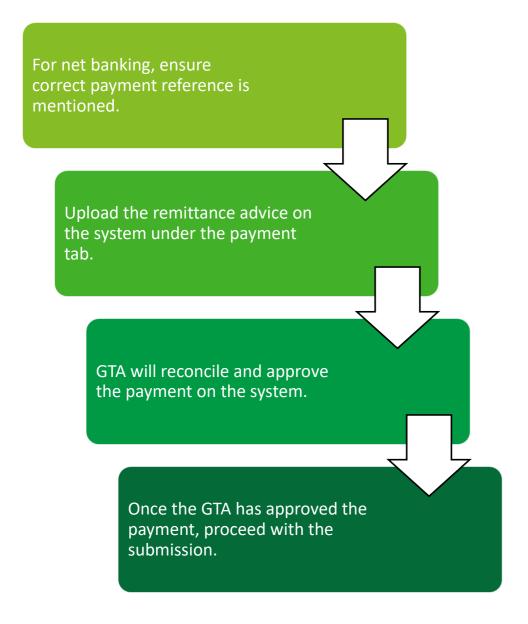
Withholding Tax Filing Process – Direct payment

On Dhareeba, download the WHT template and fill up the required information relevant to the month. Upload the template and the system will compute the withholding Tax liability (and penalty if appliable).

Generate payment reference number for net banking or proceed with direct payment via credit/ debit card.

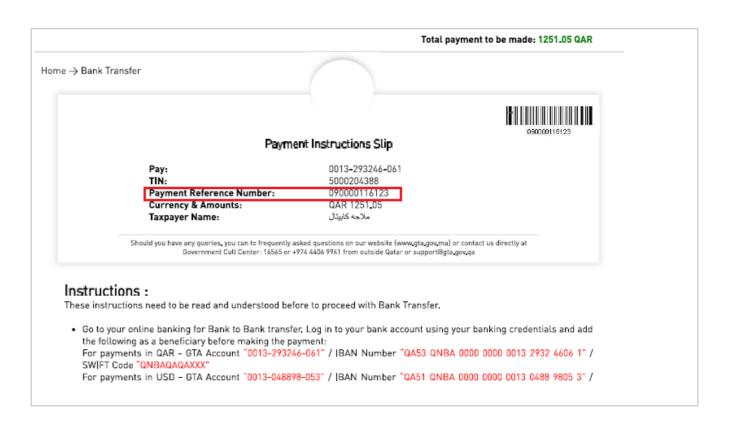
If payment done via credit/ debit card, proceed with submission.

Withholding Tax – Net banking



Payment Instruction Slip – Net Banking

Below is the snapshot of payment instruction slip:



Withholding Tax filing process – Net banking

Click on the pending payment tab and select the relevant payment reference:

Pending Payment Transfer

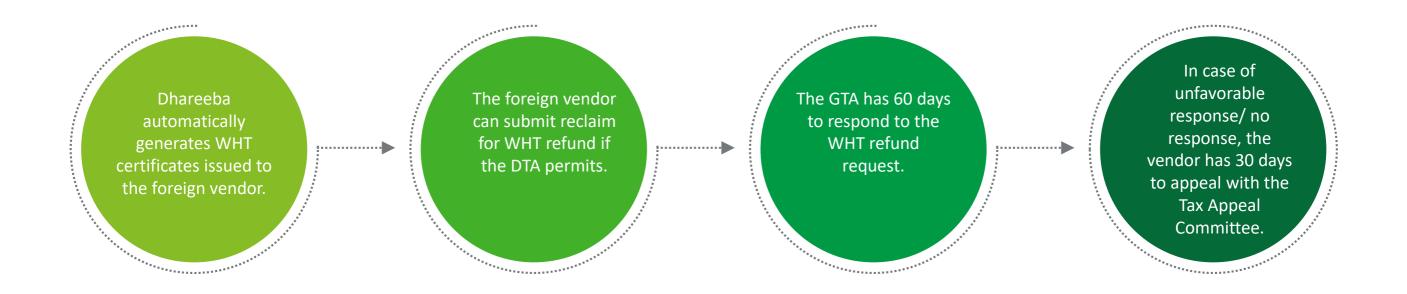
| Generated On | Payment Reference # | Payment Method | Currency | Amount | Actions |
|--------------|---------------------|----------------|----------|------------|---------|
| 18/11/2020 | 90000114539 | Bank Transfer | QAR | 175,071.32 | ✓ × |
| 14/01/2021 | 90000121684 | Bank Transfer | QAR | 521.51 | ✓ × |
| 14/01/2021 | 90000121690 | Bank Transfer | QAR | 1,898.25 | ∠ × R |

Upload the payment advice and relevant details:

Pending Transfer Details

| Generated On | Payment Reference Number | | Bank Name | | |
|----------------|--------------------------|----------|--------------------|---------------------|--|
| 14/01/2021 | 90000121690 | | | | |
| Payment Method | Currency | Amount | Sender Account Nam | ne | |
| Bank Transfer | QAR | 1,898.25 | | | |
| | | | Transfer Date | Bank Receipt Number | |
| | | | DD/MM/YYYY 🔠 | | |

Withholding Tax refund process





Contract reporting

Applicability

Government bodies, authorities, public establishments, companies, associations, private establishments, associations, private philanthropic foundations, private institutions for public benefit and individual enterprises.

What needs to be reported?

Contracts concluded with non-residents with no permanent establishment in the State of Qatar, regardless of their value.

Contracts concluded with residents or with non-residents who have a permanent establishment in the State of Qatar if the contract value attains:

- QAR 200,000 (two hundred thousand Qatari Riyal) for service contracts, and
- QAR 500,000 (five hundred thousand Qatari Riyal) for contracting, supply and services.

How and when to report?

The contracts must be reported within 30 days. As per the Income Tax Law, a penalty of **QR 10,000/-** per contract is applicable on each contract not reported.

Contract reporting FAQ

Would it include reporting of pure supply of goods/materials?

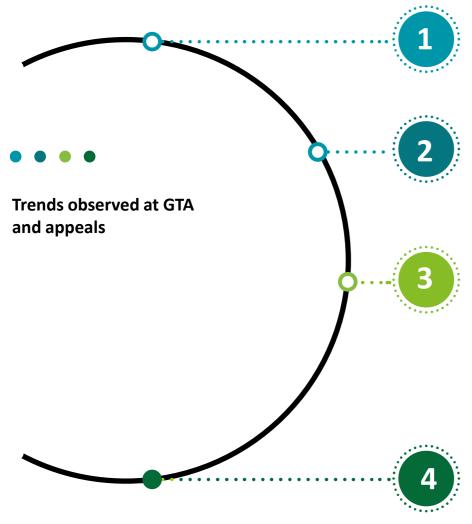
How to report Purchase Orders?

Should we report client contracts and supplier contracts both?





Trends observed at GTA and appeals



Related party transaction

- Inquiries on application of arm's length
- Inquiries on commercial substance and relevance to Qatari taxpayer's business
- Review of inter-company service agreements and supporting evidences (invoices, debit notes etc)

Withholding Tax

- Extensive inquiries and requesting details and supporting documentary evidence for expenses related to non-resident suppliers and subcontractors.

Remuneration to Key management personnel and shareholders

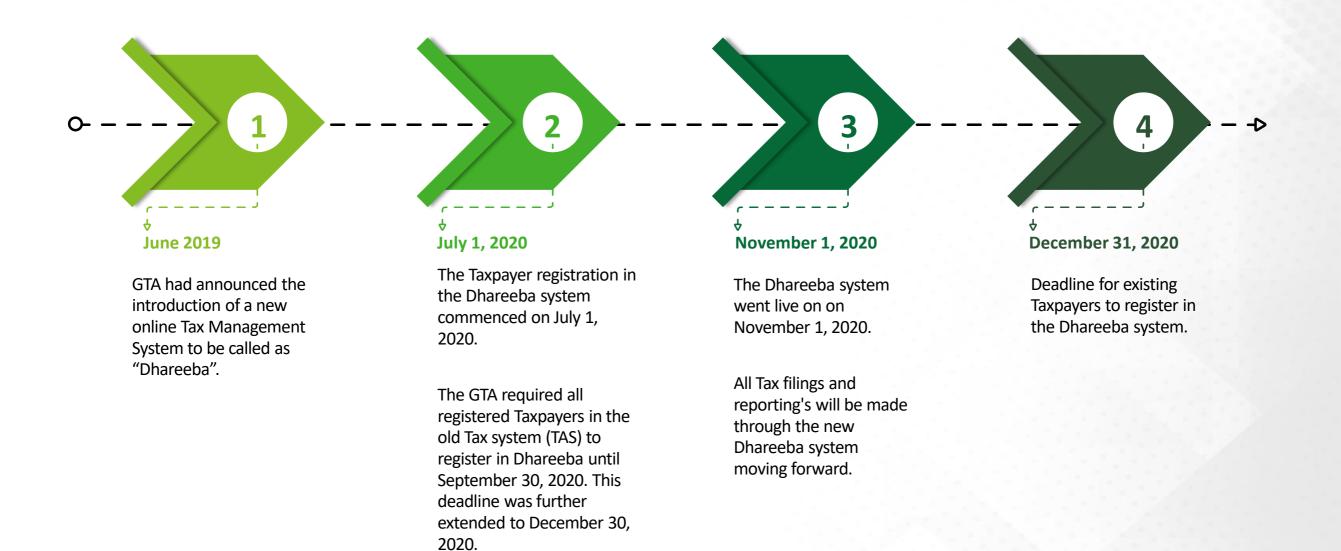
- Inquiries on payments made to shareholders, directors and key management personnel
- Disallowing remuneration, other than salaries, paid to managing partners of an LLC

Detailed review performed while assessing tax returns

GTA now commonly askes the taxpayers to provide extensive details to enable GTA to review the returns. Commonly asked documents are,

- Detailed trial balance
- Employee wise breakdown for salary and wages and supporting documentary evidence such as employment contracts
- Supporting documentation for major expense lines appearing in the tax returns and financial statements

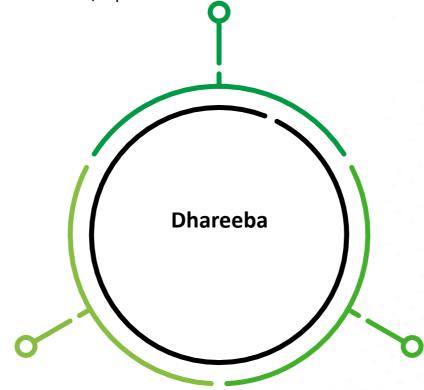
Timeline



An all-inclusive digital platform to cater taxpayer's needs

Dhareeba is the new online Tax administration system in Qatar replacing the old TAS management system.

Administrative Ease: Tax administration through a Taxpayer representative/Tax agent (e.g. Deloitte). This would allow Tax agents to file returns/reports and communicate to the GTA on behalf of the Taxpayer.



Online Management (www.dhareeba.gov.qa): The Dhareeba system allows Taxpayers to validate and file Tax returns, make payments, and make certain Tax related requests online. The online system and the support center are available 24/7.

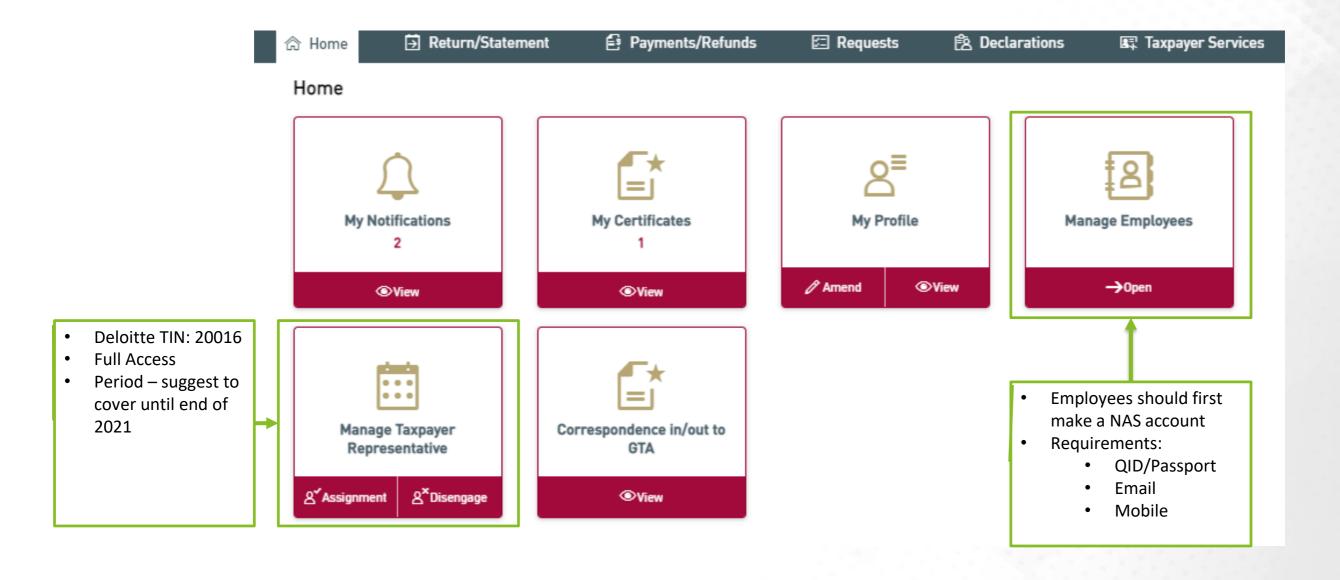
Gov't call center: 16565

Calling from outside Qatar: +974 4406 9941

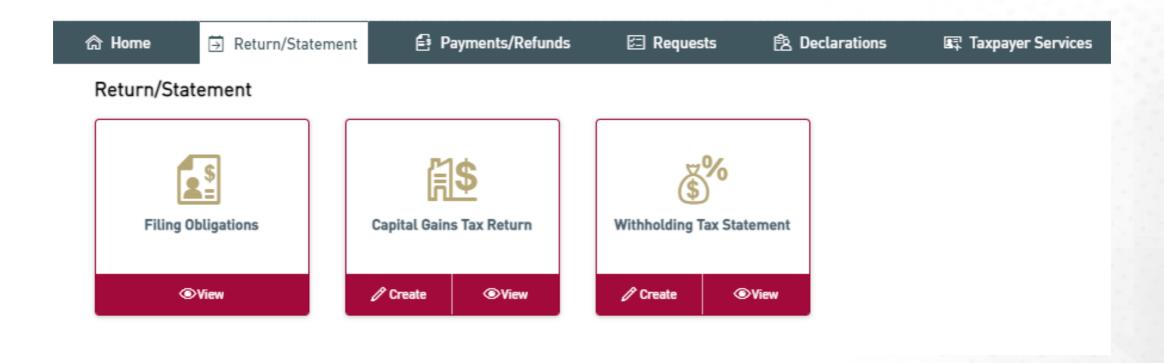
Email: support@dhareeba.qa

Integrated Services: The Dhareeba system is connected with the other relevant government agencies' system/s which should allow point-to-point exchange of data/information. It also allows connection between Taxpayers and the General Tax Authority (GTA).

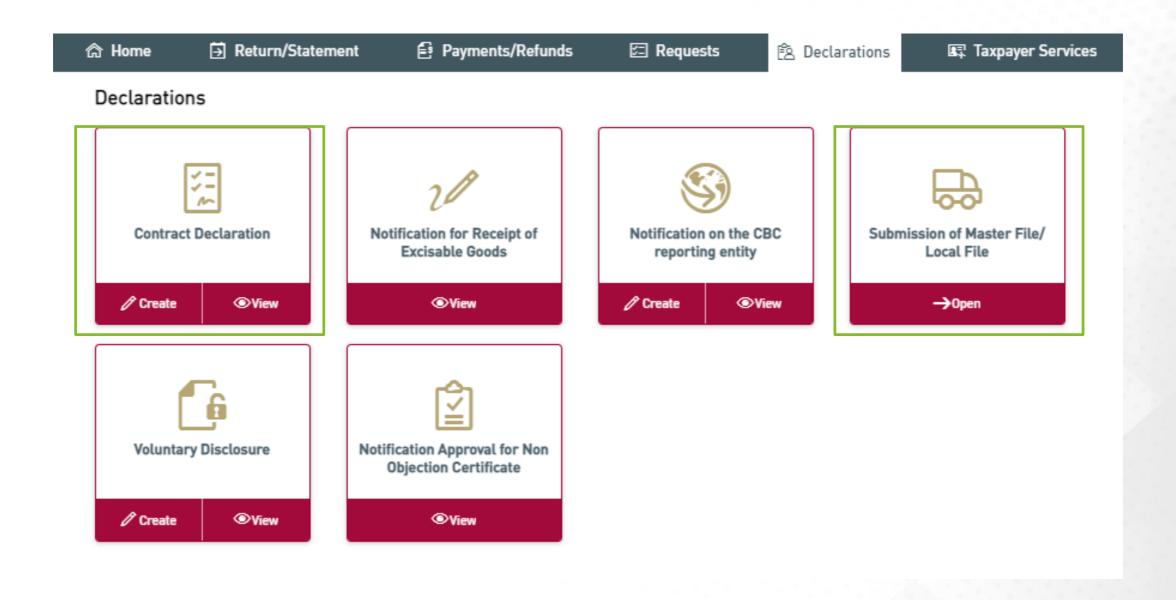
An easy to navigate user interface



Submissions of all types of tax returns, CIT, WHT and CGT

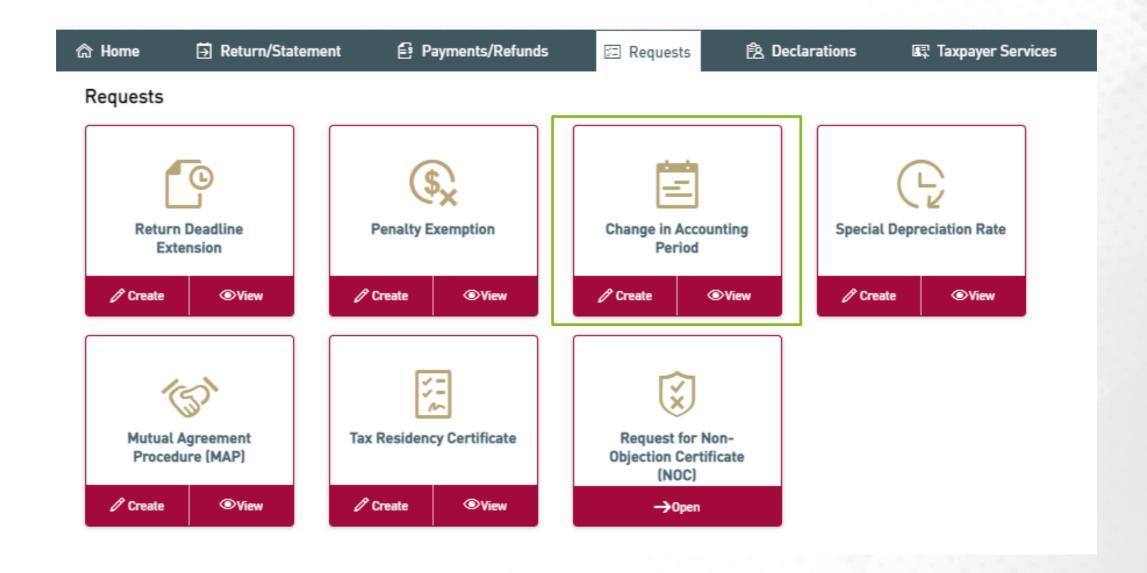


Other declarations and reports

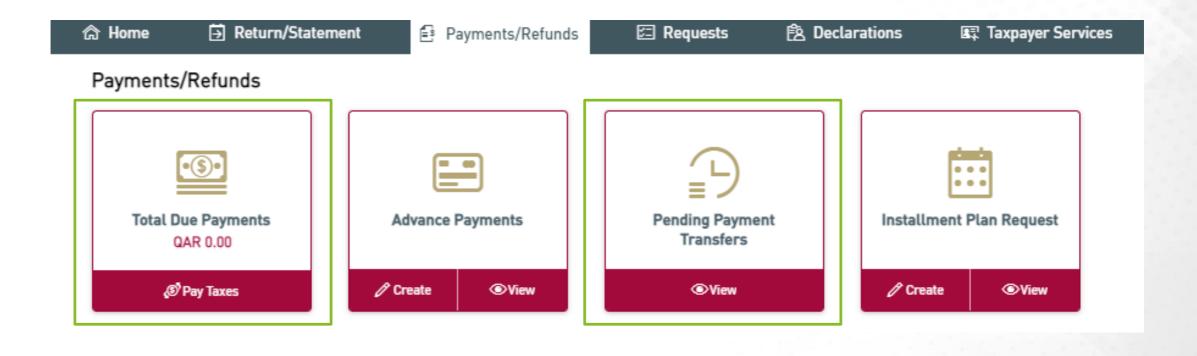


Dhareeba system in Qatar

Special requests



Reconciliation of overdue payments appearing on Dhareeba





Global Tax update

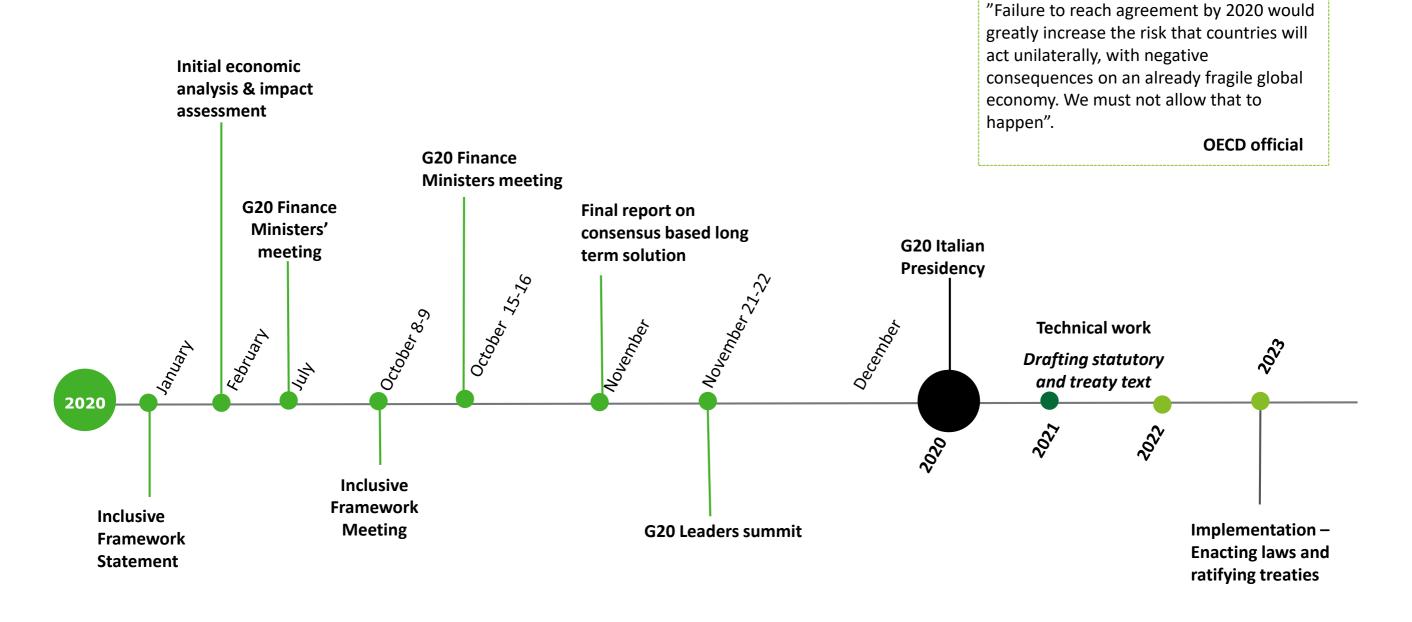
How is the global Tax landscape changing?

Action 15: Develop a multilateral instrument

Action 1: Address the Tax challenges of the digital economy (Pillar One and Two)

| "Gaps" | | "Frictions" | "Transparency" | |
|--|--|---|---|--|
| i. Establishing international coherence of corporate income Taxation | ii. Restoring the full effects and benefits of international standards | | iii. Ensuring transparency while promoting increased certainty and predictability | |
| Action 2: | Action 6: | | Action 11: | |
| Neutralize the effects of hybrid mismatch arrangements | Prevent treaty abuse | | Establish methodologies to collect and analyze data on BEPS and the actions to address it | |
| Action 3: | Action 7: | | Action 12: | |
| Strengthen controlled foreign company (CFC) rules | Prevent the artificial avoidance of PE status | | Require Taxpayers to disclose their aggressive Tax planning arrangements | |
| Action 4: | Assure that transfer pricing outcomes are in line with | Action 8: | Action 13: Re-examine transfer pricing documentation | |
| Limit base erosion via interest deductions and other financial payments | | Intangibles | | |
| | | Action 9: | | |
| Action 5: Counter harmful Tax practices more effectively, taking into account transparency and substance | | Risk and capital | Action 14: Make dispute resolution mechanisms more effective | |
| | value creation | Action 10: Other high-risk transactions | | |

Timeline: Taxation of digital economy developments



What all multinationals need to know

Pillar one blueprint (profit allocation and new nexus rules unconstrained by physical presence)

Amount A

New Taxing right to market/user jurisdictions

A share of residual profit allocated to market countries using a formulaic approach/ no links to Arms length principle (ALP)

In-scope businesses only:

- Automated digital services
- Consumer-facing businesses
- Independent of physical presence

Amount B

Fixed 'baseline' return

for marketing and distribution functions based on the arm's length principle/ no new Taxing rights

All businesses

Tax certainty

Tax certainty

Through effective dispute prevention and resolution mechanisms

All businesses

The proposal does not yet have the political agreement of the Inclusive Framework countries

What all multinationals need to know

Pillar two blueprint – Global minimum Tax





All rules operate as a 'top up' to a minimum rate - minimum rates not yet agreed

The proposal does not yet have the political agreement of the Inclusive Framework countries

OECD guidance on impact of Covid-19 under International Tax treaty

Personal Tax relief to stranded employees teleworking from abroad under the current pandemic.

Temporary change in the location of board members/Senior executives under the current pandemic is an extraordinary situation and such change of location should not trigger a change in "place of effective management" of company and its Tax residence.

Construction/installation PE- Duration of interruption of activities included in determining the life of site.



OECD Guidance on relief from PE implications during the pandemic Activities of agents may not be considered as "habitual" and may not trigger PE implications- if solely due to public health measures imposed or recommended by relevant governments.

Exceptional/temporary change in the location of employees or working from home in another jurisdiction may not create PE implications for employer – if solely due to public health measures.



MENA region following global trends

A new era is coming

- Transfer pricing emerging as a key area of concern as Taxpayers observe added scrutiny by Tax authorities
- Challenges likely to increase in coming years
- Payment to overseas to become a key focus area BEPS concerns

 Third party Allocation contracts Intellectual property **UAE** company developmentenhancement-Payment harge (royalty) maintenance-Less: source WHT protection-Overseas operating exploitation company (Opcos) Funding Strategic marketing Overseas Opcos retain any profits after payment of intragroup charges

0% corporate income Tax

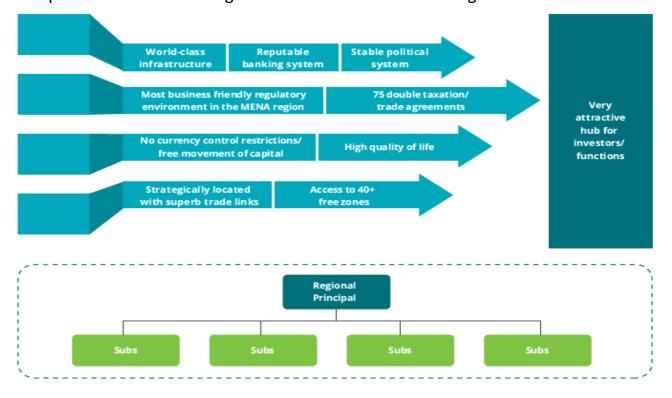
0% personal income Tax

full ownership for foreign investors allowed

Impact of end of Qatar blockade by UAE, KSA and Others

- Revisit transactions/ structures consider renewed UAE, KSA and other Middle East/GCC trade links
- Consider regional HO Easier to align substance with transactions
- Movement of goods and services regional hub model

The UAE has moved ahead of Luxembourg and is closing in on the UK when the comparison is honed down global financial centers attracting FDI.



Transfer Pricing requirements in the Middle East

| Country | Status of TP rules | MF requirement | LF requirement | CbC report requirement | Inclusive framework | Standard corporate Tax rate |
|--------------|--------------------|----------------|----------------|------------------------|---------------------|-----------------------------|
| Egypt | • | Required | Required | Required | ✓ | 22.50% |
| Qatar | • | Required | Required | Required | ✓ | 10% |
| Saudi Arabia | | Required | Required | Required | ✓ | 20% for non Saudi's share |
| Cyprus | • | N/A | N/A | Required | × | 12.5% |
| Oman | • | N/A | N/A | Required | ✓ | 15% |
| UAE | | N/A | N/A | Required | ✓ | 0% |
| Bahrain | | N/A | N/A | N/A | ✓ | 0% |
| Jordan | | N/A | N/A | N/A | ✓ | 20% |
| Iran | | N/A | N/A | N/A | × | |
| Iraq | | N/A | N/A | N/A | × | |
| Kuwait | | N/A | N/A | N/A | × | 15% |
| Lebanon | | N/A | N/A | N/A | × | 17% |
| Syria | | N/A | N/A | N/A | × | |
| Yemen | | N/A | N/A | N/A | × | 20% |

Legend

Specific TP rules and documentation requirements in place

There are TP requirements to a certain extent

No specific TP rules nor documentation requirements

TP compliance requirements

Background

- Qatar signed the OECD Multilateral Convention to Implement Tax Treaty Related Measures to Prevent Base Erosion and Profit Shifting (MLI) on 4 December 2018.
- Qatar has adopted the three-tier documentation under BEPS Action 13 including country-by-country reporting, local file and master file in local legislation.
- Per the Executive Regulations introduced in 2019, Qatar TP compliance requirements include:
 - TP Policy disclosure
 - Master file
 - Local file
 - Country by country reporting



TP Disclosure form



• Qatar resident entities with domestic or international related party transactions.



• More than 10 Million QAR of Assets or revenues in FY 2020

• TP form is currently active in Dhareeba for taxpayers that cross the threshold and declare they have related party transactions.



Contents

- Overview of business, list of major intangibles, transfer pricing policy.
- Transaction details country of related party, amount of transaction and transfer pricing method.



Manner of submission

Di

Due date

• To be filed with the income Tax return in Dhareeba Portal.

• To be submitted along with the Income Tax return – i.e., by 30 April 2021.

Local File - Overview



• As per executive regulations - local file to be prepared by entities that undertakes cross-border related party transactions.



Threshold

- De-minimis threshold not notified by GTA.
- Entities with related party transactions should maintain transfer pricing documentation for FY 2020 onwards.



Contents

- Format of the Local file is consistent with the BEPS Action 13 format.
- Local file will contain details of taxpayer management structure, functional analysis and benchmarking of related party transactions.



Manner of submission

• Local file is not part of exchange mechanism and will have to be submitted locally in Qatar.



Due date

• Local file to be submitted on request to GTA or submitted by date notified by GTA.

Master File - Overview



• Master file to be prepared by Parent company (HQ) for the whole group.



- De-minimis threshold not notified by GTA.
- Groups with related party transactions should maintain Master file for FY 2020 onwards.



Contents

- Consistent with the BEPS Action 13 requirements.
- Details of entire group organization structure, group's business, intangibles and intercompany financial activities.



Manner of submission

Du

Due date

- Master file is not part of exchange mechanism and will have to be submitted locally in Qatar.
- Subsidiary companies can use Master file prepared by HQ.

• Master file to be submitted on request to GTA or submitted by date notified by GTA.

CbC Reporting - Overview



- CbC reporting and notification required by Ultimate Parent Entity ('UPE') resident in Qatar.
- No Notification required by Constituent Entities resident in Qatar.



• Consolidated revenue of multinational group is more than QAR 3 billion in the preceding financial year. (approx. EUR 700 million or USD 824 million).



- The format of CbC report as per OECD BEPS Action 13 template.
- Implementation guidance on various aspects provided by OECD.



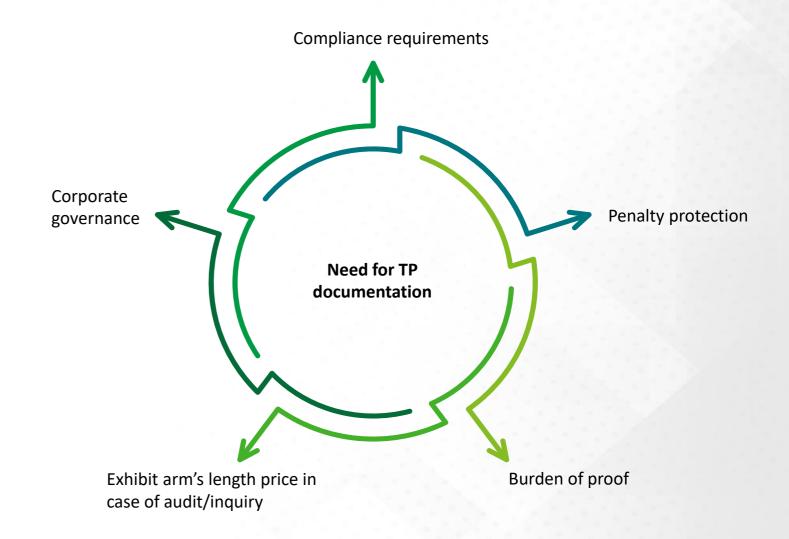
• CbC Report to be filed through GTA AEOI Portal electronically.



- CbC Report to be filed by 31 December 2021 for FY 2020.
- CbCR Notification to be filed by UPE in Dhareeba/ Letter to QFC by 31 Dec 2021.

Need for Transfer Pricing documentation

As a taxpayer – Why do I need to prepare a Local file and Master file?



Transfer Pricing developments over past 12 months

Local File - Overview

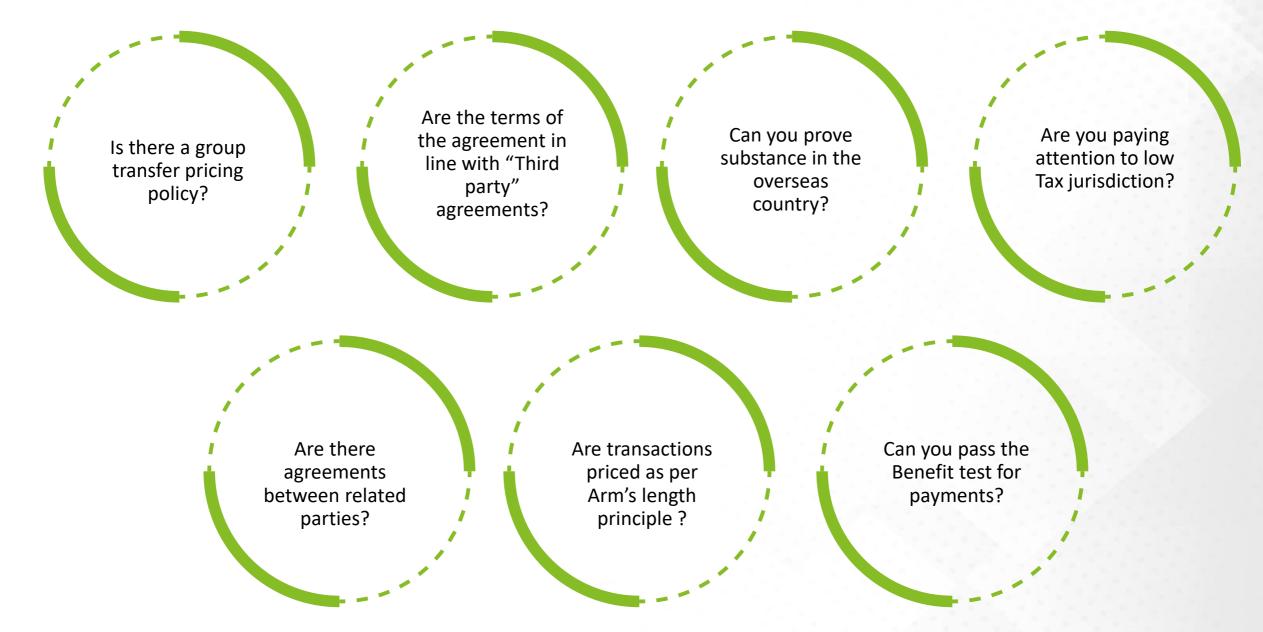
<u>Risk</u>-Based on magnitude of related party transaction, it is likely that that Tax authorities may request TP documentation or raise inquiries and start a transfer pricing audit

Risk Mitigation Strategy

- Be compliant transactions at arm's length
- Prepare for queries from tax authorities
- TP analysis before transaction appropriately price it
- GTA approval if using any method other that comparable uncontrolled price (CUP) method (also referred to as unrelated comparable price)
- Assess impact of thin capitalization requirements
- For QFC entities explore advance tax rulings

Recommendation- Groups should maintain TP documentation and undertake a diagnostic health check of existing transfer pricing policies

Typical concern areas





What should be on your agenda?

New Taxes/developments in the GCC - VAT in Oman from April 2021, mandatory E-invoicing in KSA by year end, extension of Tax amnesty in KSA until 30 June 2021 to name a few. VAT in Qatar – not if but when?

Lead time to manage changes, impacts of new developments – can you be compliant from day-1?

Review supply chain to capture opportunities in Qatar— lifting of blockade, exploring Free Zones for new investments, obtaining authorized economic operator status for ease of Customs administration.

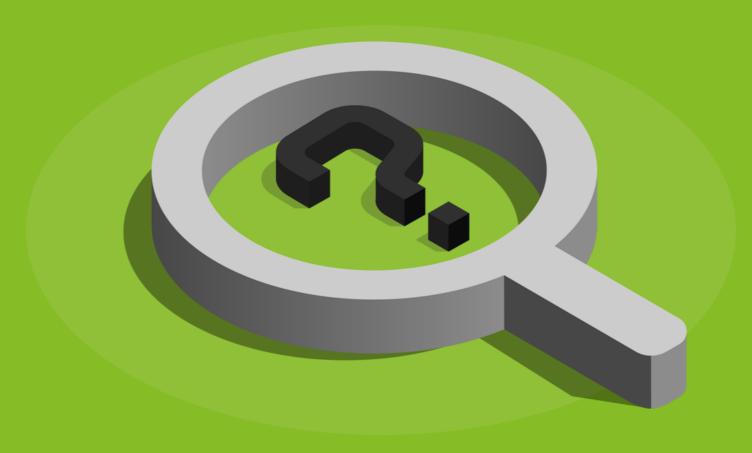
Local considerations for Excise Tax

Online filing in Dhareeba – Excise Tax Return filing through Dhareeba, product registration process in Dhareeba and identifying correct excisable items.

Local considerations for Excise Tax

Tax opportunities – are you eligible for Tax suspension arrangements? When can you get a refund or credit?

Other compliance – are you complying with the law in terms of meeting record keeping, replying to audit and inspection queries?





Deloitte "VAT in the GCC guide" mobile app

The app is free of charge and is designed to **help businesses** to understand
VAT and its impact, whether they have already undergone implementation or are preparing for the introduction of VAT in the **three** remaining GCC countries.









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