



# Adel Habib & Co. | Since 1943

**Certified Public Accountants** 

excellent. connected. individual.



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Our firm is a full member of AGN International, a global association of separate and independent accounting and advisory services.





## ADEL HABIB & CO.

Is a partnership of Certified Public Accountants firm was founded in 1943. Bringing together quality commitment and expertise was one of the main factors of our success.

We provide our community and clients with high quality value added financial statement audit, assurance and business advisory services.

'As a family owned business for over 70 years, our mission is to provide unparalleled professional services to our clients. Our experienced professionals are guided by our five values: excellence, integrity, responsibility, objectivity and relationships; we constantly strive to put our values in action in everything we do.'

#### OUR PARTNERS

Ghazi Adel Habib Akel

Adel Ghazi Adel Habib Akel



# Trusted Since 1943

# 75 YEARS & BEYOND

For over 75 years Adel Habib & Co. has been the epitome of Audit, Assurance and Business Advisory - A byword for outstanding quality and personalized services. Our Professionals who answered all the challenges posed by the continuing changing economics with spectacular performance made the success story appreciated by our clients to this day.

Our accounting and audit services are designed to address both statutory obligations and business objectives. They include audit and compliance work, diagnostic studies and business control reviews, investigations and accountancy advice.

Adel Habib & Co. today offers Audit & Assurance, Business Advisory Services and Taxation Advisory to some of the largest public, private and not for profit organizations, serving in various industries, and for a wide range of local and international clients. Our main approach to business has been the creation of long-term relations with our clients; by understanding our client needs and delivering a constantly high quality value added assurance and business advisory services has resulted in strong client partnership. We proudly enjoy long standing relationships with many of our clients, in various sectors, continuously for more than 50 years. We thank and honor our clients for their loyalty to our firm. We trust to count on your continued support that is a key factor in the company's advancement.





Adel Habib & Co. is a partnership of Certified Public Accountants, was founded in 1943. Bringing together quality, commitment, and expertise was one of the main factors of our success.

For over 70 years of practice, our esteemed clients have come to recognize the value of Adel Habib & Co.'s name in the facilitation of professional services. We are proud to provide these services in a manner that continues to earn our acclaimed reputation, particularly in these uncertain times, a continuing commitment to excellence by each and every member of our firm is our passion. The company's accounting and audit services are designed to address both statutory obligations and business objectives. They include audit and compliance work; diagnostic studies and business control reviews; investigations and accountancy advice. Our Partners have direct, and deep knowledge with the strategic aspects of all client engagements and this insures that we have an intimate knowledge of your business-not only through operations, but also through individual vision, aspiration and personal priorities.

Being part of AGN International offers Adel Habib & Co. an unrivalled opportunity to offer our clients a top quality, professional service throughout the world. AGN International Ltd–is a leading international association of accounting and consulting firms based in London, England. And as a member of AGN International, we consult and partner with:

Comprising of some 179 member firms, in 80 Countries 377 Offices, and some 9526 Partners & Staff



# **AGN INTERNATIONAL**

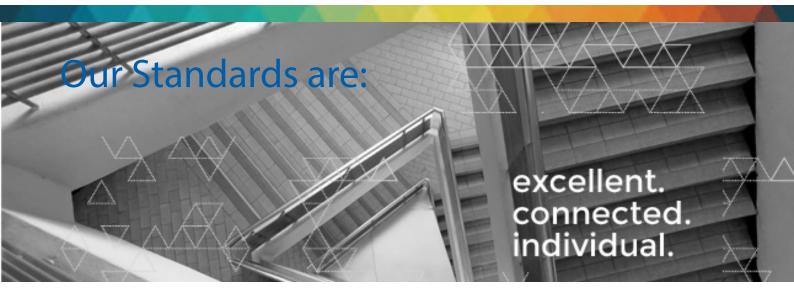
## OUR MEMBERSHIP

Our firm is a Member of AGN International, a global association of separate and independent accounting and advisory businesses.

The mission of AGN is to enable its members to support businesses and individuals with high standards, straight forward & practical business advice and local commercial know-how, wherever the need arises worldwide. Our AGN membership gives our clients access to practical business advice globally, within a structure of trusted relationships that is designed to deliver high standards at an affordable cost; an antidote to the complexity and cost of some global providers. AGN International is composed of 4 regions. Within each region and worldwide, member firms collaborate to meet clients' needs, and improve client service by understanding of each other's markets and sharing experience and knowledge. As members of AGN, our mission depends being able to count on great client service, wherever in the world their needs arise. Being 'connected' is critical to supporting clients around internationally. All AGN members commit to client service standards as a term of their AGN membership.







AGN use the word 'individual' to describe the consulting style and culture. The diverse nature of the size, specialties and depth of local knowledge mean that AGN members are an antidote to the corporate greyness sometimes associated with the accounting profession. We aim to be commercial, pragmatic and genuine. We are relationship focused, wise and reflective, but young and energetic in outlook.

Members of AGN are trusted professionals that you actually want to do business with! Regional Boards & AGN International staff monitor feedback on members' client service performance, and act to resolve client service issues that might arise.

#### STANDARDS ARE KEY IN AGN INTERNATIONAL

Before being admitted to AGN membership, practices are subject to an application process which assesses their structure, activities, and approaches to matters including independence, ethics, regulation and oversight. This is followed by an on-site pre membership review by an existing AGN member, and findings are submitted to Regional and International Boards in a series of review and approval processes. After admission, all AGN members provide an Annual Return of their ongoing activities, including confirming details of their current professional and regulatory good standing. The large majority of our members are subject to a regular independent review as a part of their local licensing & regulatory regime. Member Annual Returns are considered, together with the status of any independent reviews, each members' client service performance and the risk profile of their professional activities. Issues arising are followed up as required and relevant actions agreed. There is an ongoing member visit program in certain regions.

We are 'excellent' because we uphold high standards of professionalism and service and all that we do.

AGN members use technical & client service methodologies that meet the needs of clients, and are acceptable to local licensing and regulatory authorities (where applicable).

Visit the AGN website to learn all about our global association. <u>www.AGN.org</u>





#### **OVERVIEW**

Adel Habib & Co. Assurance and Business Advisory Services provide your company across the globe with the confidence that it needs to achieve business objectives, reach new opportunities, managing risks, and improve the quality of processes and controls of your business.

Our audit methodology, our professionals who are equipped with comprehensive knowledge of industry trends, and our technology tools that enhance communication, all are integrated to help you succeed in the increasingly complex financial markets.

The extensive experience that we have in a wide range of industries through our 70 years of practice, together with AGN International global resources, enables us to provide our clients with quality services and pertinent advice.

Our professional integrity, independence, and ethical behavior as trusted advisors, will provide assurance on the financials and operations of your business, and helps enhancing the reliability of information to investors, creditors and other stakeholders.

Adel Habib & Co. Audit & Assurance and Business Advisory Services are innovative, high quality and cost–effective solutions to organization's financial control, regulatory reporting, and shareholder value. Our Audit, Assurance and Business Advisory Services include:

Audit & Assurance Accounting & Financial Advisory Services Corporate Tax Planning





### ASSURANCE SERVICES

#### **Financial Statements Audit:**

Our firm's Audit Services interpret personal requirements and design its audit plan to address business areas are important to your financial statement. Our main approach to the financial audit will be "Auditing Performance". Our responsibility not only to check compliance with accounting standards, but also to help provide reasonable assurance that boards and management fairly report the performance of their organization, in a way that shareholders can understand.

#### **Assurance Services:**

At Adel Habib & Co. Assurance Services, we provide our clients with independent and professional opinions that improve the quality of information, or its' context, by providing assurance about its' reliability, increase its' relevance, or making it easier to use and understand, for our clients' decision maker Which help in not only capitalizing on new business opportunities, but in modifying risks as well.

Our Assurance services are designed to be customized to information needs of decision makers in specific circumstances. You can always benefit from our ability to do so through flexibility, and more importantly, through adherence to key professional qualities of our practitioners.

#### Forensic & Due Diligence:

In certain situations legal action may need to be taken against a third party (e.g. breach of contract with a client, supplier, etc.) or in defense against a legal claim brought by another party.

Difficulty may exist in quantifying the damages in question, as well as producing the appropriate documentation necessary for the judicial proceedings. We can help in these situations..





# **ASSURANCE SERVICES - CONTINUED**

#### **Internal Audit:**

Our Internal Audit Service Provides the management, boards and shareholders of the company with:

Effective and efficient operations; Safeguarding of assets; Evaluating controls; Compliance with laws, regulations, policies and procedures; All elements of risk management and internal control frameworks; Reliability and integrity of reporting process; Assist with channeling effective solutions for controls improvement.

#### Our Approach

The Adel Habib & Co. internal Audit function assists your organization accomplish its objectives by bringing a systematic, disciplined approach to examine, monitor, evaluate and improve the effectiveness of risk management, and internal control processes.

#### Advantages

While managers are responsible for establishing policies and processes to help the organizations achieve specific objectives, such as budget targets, our internal audit professionals perform audits to evaluate whether the policies and processes are operating effectively and provide recommendations for the improvement. The internal audit function can strengthen internal controls in key business areas and further explore and enhance the profitability of your business operations.





#### ADVISORY SERVICES

#### **Financial Advisory Services:**

Creating accurate Financial Statements, in accordance with the International Financial Reporting Standards. Adel Habib & Co. may analyze your assets, income, and spending in order to give you a clear picture of your financial status. This can be done on an individual basis (retirement planning or investment planning) or on the business level (preparation of pension plans and business investments). Therefore, we can provide a comprehensive financial, economic, and strategic advice to help you with complex business problems.

# Our financial advisory services include:

- Lead Advisory. Business Recovery Services. Dispute Analysis and Investigation. Privatization, Economic and Regulatory. Project Finance.
- Corporate Value Consulting.

#### Processes and Structure Improvement:

Whether you are a for-profit business, a non-profit organization, a government agency, our professionals at Adel Habib & Co. provide you with a systematic approach to help your organization optimize its underlying processes to achieve more efficient results. We develop our insights based on precise analysis, and identify and implement improvement actions that will ensure these problems do not occur again. Our Process and Structure Improvement team will support the Process Owner and the Operational Manager in all his responsibilities to help create a high performance process.

# Our Methodology will emphasize on but not limited to:

Define the existing structure and process at play.

Determine what outcomes would add value to the organization's objectives and how best align its processes to achieve those outcomes.

Once the outcomes are determined, the organization's work force needs to be reorganized to meet the new objectives.





## **ADVISORY SERVICES - CONTINUED**

#### Accountancy:

Keeping the accounting records of detailed transactions to provide management with the necessary financial information to produce historical financial statements and current information to make crucial commercial decisions.

#### Valuation and Appraisal Services:

Whether you need valuation for investment analysis, capital budgeting, merger and acquisition transaction, financial reporting, taxable events to determine the proper tax liability, and in litigation. It is crucial that a clear idea of the fair value of that interest is available to assist you in your negotiations and financial calculations.

Our independent professionals and highly specialized staff who have refined analytic skills and a comprehensive understanding of economic principles along with a thorough understanding of each company's unique background and circumstances provide our specialized team the ability to assess the fairness of various assumptions that will underlie the valuation.

#### **Feasibility Studies:**

Economic feasibility studies are carried out to determine markets and competition, products and services SWOT analysis, etc.

#### **Business Management System:**

Company Formation and Setup, Agency/Franchise Arrangement, Total Quality Management System, Balanced Score Card and Training, etc.

#### **Accounting Advisory Services:**

Each client's financial needs are unique, and financial decisions have to take into account all the opportunities available to you. At Adel Habib & Co., our accounting advisory professionals can advise clients on: Providing deep technical knowledge and solutions, that enhances the quality of financial reports. Placing the financial structure and processes; that helps in enhancing the efficiency of the financial reporting process.

#### Our valuation approaches include:

Liquidation Approach. Asset Value Approach.

Market Comparable Approach.

Discounted Cash Flow Approach.





# **ADVISORY SERVICES - CONTINUED**

#### **Risk Management:**

During times of uncertainty, managers should be aware of all types of risks they may face.

At Adel Habib & Co. we can help you by identifying exposures to potential losses, measuring the exposures and decide how to protect your company.

# We provide a systematic process of assessing company risks and taking actions to protect companies against risk issues including:

Business risks, or those associated with an organization's particular market or industry;

Market risks, or those associated with changes in market conditions, such as fluctuations in prices, interest rates and exchange rates;

Operational risks, or those associated with internal system failures because of mechanical problems, or human errors;

Legal risks, or those associated with the possibility of other parties not meeting their contractual obligations; Credit risks, or those associated with the possibility of other parties not meeting contractual obligations.

#### Through effective and integrated approach, our professionals seek to:

Implement risk awareness and prevention programs throughout a company;

Incorporate risk management into the basic goals and values of the company and support those values with action;

Conduct risk analyses, device specific strategies to reduce risk;

Develop monitoring systems to warn about potential risks;

And, perform regular reviews of the program.





## **ADVISORY SERVICES - CONTINUED**

#### Pay Roll Services:

A professional payroll service provider includes calculating all payroll elements: basic salary, allowances, employee income tax and social security.

Processing in-house payroll for all businesses can be a hassle, it can also be both a challenging and timeconsuming routine. Many of our clients have found sense in outsourcing the job and use Adel Habib & Co. addedvalue payroll service and make use of our extensive experience and global knowledge with compliance work supported by AGN International and other international bodies.

#### In our experience, the biggest benefits of using a third-party payroll service are:

Saving time and money.

Protecting against tax penalties.

Reducing costs.

#### More specifically, our payroll service includes:

Calculate and process a timely payroll for all your employees in line with Jordanian laws and IFRC procedures.

Send the pay slips to the employees.

If necessary and after receiving the funds from the Client, pay the contribution to the authorities and third parties.

Inform the client with any relevant changes to the tax and social security legislation in Jordan.

Provide the client with updates and recommendations about taxes and methods of paying in tax effective ways.

Prepare and submit the annual employees report to the income tax department in the appropriate format and as necessary.

Adel Habib & Co. has several agreements with international payroll services providers to expand its payroll services networks providing international assignment management and global payments.





#### TAXATION

#### Corporate Tax Planning to Minimize Tax Liability:

Corporate and personal tax compliance, tax planning and consulting, cross border structuring of investments and transactions for maximum tax efficiency, value added goods and services tax planning and compliance, review and development of effective profit repatriation strategies.

We understand the interaction of tax laws internationally. Unnecessary tax penalties and levies can be avoided if transactions are appropriately structured. At the same time, tax exposure can be significantly reduced; generating savings that could not be easily achieved by organizations operating solely within one country.

An active approach is taken in assisting individuals and corporations with tax planning in a multitude of jurisdictions. Tax strategies cover direct and indirect taxation, as well as related state levies such as social security, stamp and transaction duties and wealth and value added taxes.

#### More specifically, our services include:

#### **Corporate Income Tax:**

Fill and submit the company Annual Return to the concerned Income Tax Assessing Office.

Appear on behalf of the company with the Income Tax Assessing officer to discuss and inspect the books and records.

Provide consulting on all income tax matters.

#### **Employees Income Tax:**

Review the employee's monthly income tax calculation.

Review the monthly declaration of the employee's income tax deductions, before submitting it to the Income Tax Department with the deducted amounts payment.

Provide consulting on all income tax matters.

#### **General Sales Tax:**

Calculate the paid to be reimbursed by the Income & Sales Tax Department.

Provide the company with all sales tax laws and regulations.

Provide consulting on all sales tax matters.





#### **OUR PEOPLE**

# Ghazi Habib

Advisory Partner

It was during 1971 that Ghazi Akel the second generation took over Adel Habib & Co., leading with great success as Adel Habib & Co. became one of the most distinguished names in Jordan's CPA firms.

#### Experience

His main approach to business has been the creation of long-term relation with our clients. By understanding clients' needs and delivering a consistently high-quality value added assurance and business advisory service has resulted in strong client partnership. Adel Habib & Co. has been serving a substantial number of its clients, in various sectors, continuously for more than 50 years including NCR Corporation {information & telecommunication}, Arab forwarding company {goods transit & clearing}, Kettaneh Jordan {construction & home appliances}, INIMEX {personal care, cosmetics & baby supplies Huggies} Baalbki Company {restaurant equipment's and appliances} Mais Irrigation Company {irrigation}, Aquamarina Hotel Aqaba {hospitality industry} and many more.

Ghazi now is the business advisor of the company, he continues to commit to excellence by having direct and deep knowledge with the strategic aspects of all client engagements.

#### Background

Ghazi holds his bachelor degree of accounting from the University of Cairo. He is a prominent member of the JACPA. His industry specialties vary as he has served NGO'S, Manufacturing, Government, Hotels, and Engineering entities.





#### Adel Habib Managing Partner

Adel Habib is the managing partner at Adel Habib & Co. and the current chairman of the AGN West Asia & Africa region. In 1993; Adel became the third-generation member of the family-run CPA business Adel Habib & Co. he is a Jordanian Certified Public Accountant and a Master Trainer. He had been associated with several audit committees throughout the years and currently he is a member of the JACPA quality control peer review committee.

#### Experience

Adel has over 23 years of professional experience with Adel Habib & Co. providing assurance and business advisory services to some of the largest public, private and not for profit organizations, serving in various industries, and for a wide range of local and international clients. By following his father's footsteps and through delivering a consistently high-quality value added assurance and business advisory service has resulted in strong client partnership. A small sample of some of our clients include FEDEX Jordan and Iraq {Global courier delivery service company}, British Airways, Air Arabia{Air Travel} Delta Airline {Air Travel and transport services}, The Royal Health Awareness Society, The Eastern Mediterranean Public Health Network, Islamic Relief, Danish Refugee Council, World Relief Germany, Royal Botanic Garden of Jordan{National & International NGO}, Centro, Karam Beirut, Casper & Gambibis Restaurants,{Restaurant Industry} and many more. He also has extensive experience in auditing humanitarian financing such as UNDP, UNHCR, and EU projects in Jordan. He became the managing partner in 2001 and is currently responsible for leading the firm's business and people. His main duties include audit, tax, payroll, due diligence, internal audit, accounting management, business performance, valuation and more.

#### Background

Adel enrolled in the esteemed De la Salle Frère School and graduated with academic honors in 1987. After high school he enrolled in the University of Jordan graduating with a degree in accounting and economics. He is a Jordanian Certified Public Accountant since 1997.





#### Fadi Stephan Audit Manager

Fadi has over 11 years of experience in serving local and international clients from various industries; including health care, telecommunication, fizzy drinks, education, insurance, nongovernmental and not for profit organizations. Fadi joined our team last year as audit manager, and previously he worked as supervising senior auditor at Moore Stephens Jordan.

#### Experience

Fadi has extensive experience in planning financial audits by understanding organization objectives, structure, policies, processes, internal controls, and external regulations; identifying risk areas; preparing audit scope and the financial statements in accordance with the requirements of International financial reporting standards (IFRS). He also has extensive experience in assessing risks and internal controls by identifying areas of non-compliance; evaluating manual and automated financial processes; identifying process weaknesses and inefficiencies and operational issues in accordance with the requirements of International Standards on Auditing.

Fadi is responsible for providing accounting, auditing, internal auditing and tax services to clients in a wide range of industries including commercial, non-profit and non-governmental organizations.

#### Background

Fadi has received several training courses on audit methodology, risk management, internal controls, and time management including the Jordanian Certified Public Accountant Examination (JCPA) course at Eshtar for Training. Fadi holds a bachelor degree of accounting from al Ahliyyah Amman University. He is fluent in Arabic and English while good in French.





## Ahmad Wazzan

Audit Manager

Ahmad joined Adel Habib & Co. in 2006, and he is now an Audit Manager.

#### Experience

Ahmad has extensive experience in preparing the financial statements as per the requirements of International Financial Reporting Standards (IFRS) and assessing clients audit risks as per the requirements of International Standard on Auditing. He also has extensive experience serving clients with different types of industries including commercial, and non-profit non-government organizations both as an external and internal auditor. Ahmad is currently responsible for handling a portfolio of varied audit, accounting and tax assignments engaged in several types of activities.

#### Background

Ahmad is a Certified Professional Accountant (ACPA) licensed In Lebanon, Jordan, United Arab Emirates, Palestine, Yemen, Syria, Iraq, Oman, Qatar and Libya. Ahmad received a BA in accounting from AI Israa University, a master in accounting from the Arab Academy for Banking and Financial Sciences. Ahmad completed several courses including the CMA (Certified Managerial Accountant) course. He also received training on audit methodology, risk management, internal controls and time management. He is fluent in Arabic and English.





#### Islam Nazzal Audit Manager

Islam has over 13 years' experience at Adel Habib & Co. and he is an audit manager.

#### Experience

Islam has lead and been in charge of various external and internal audit engagements for local and international clients in numerous industries including; not for profit, non-governmental, and commercial organizations.

He also has extensive experience of accounting systems and can deliver advice on improving; Islam served many clients in preparing the financial statements as per the requirements of International Financial Reporting Standards (IFRS) and in assessing clients audit risks as per the requirements of International Standard on Auditing. An addition to his overall audit responsibilities, Islam has provided various advisory services to our clients covering internal control and risk management assessments and review of internal audit functions; in particular, Islam has served The Royal Health Awareness society and The Royal Society for The Conservation of Nature evaluate and improve their internal control structure.

Islam is responsible for providing accounting, auditing, internal auditing and tax service to clients in a wide range of industries.

#### Background

Islam holds a bachelor degree of accounting, in 2009 he completed the Jordanian Certified Public Accounting Examination course, (87) hours from Sarh International Company for Consulting and Training. He also received training on audit methodology, risk management, internal controls and time management. He is fluent in Arabic and English.



# OUR CLIENT PORTFOLIO

# Following is a sample list of the firm's diversified clientele and their respective industries

Nongovernmental / N	longovernmental / Not-for Profit Organization	
	Royal Health Awareness Society	
	Royal Society for the conversation of nature	
	The Eastern Mediterranean Public Health Network	
	Relief International	
	Islamic Relief Worldwide	
	Intersos Jordan	
	Danish Refugee Council	
	European Commission Projects in Jordan	
	UNDP Projects in Jordan	
	World Relief Germany	
	Children International Summer Camp (CISV)	
	Royal Botanic Garden of Jordan	
	Handicap International	
	Al Malath Foundation for Humanistic Care	
	International Osteoporosis Foundation	

#### Hospitality & Leisure

Centro Restaurant
Karam Beirut
Casper & Gambinis
Houston's Restaurant
Dairy Queen
Clava Lounge
Gourmet Garden Restaurant
Aquamarina Hotel Aqaba
Dunkin' Donuts



Construction/ Eleval	tors
	Metal Constructions of Greece (METKA)
	Mitsulift Industries
	Somidat Builders
	Power Projects SANAYI
Services	
	Pembroke Consult
	Black Pearl Capital
	U-Republic
	Nabad Art Gallery
	Nabeel Law
	Habayeb Advocates & Legal Consultants
	Theodore Schneller School (German Shneller Schoo
	Whitman Academy( Foreign Educational Services)
	Educational Modernity Schools
	Jordanian Japanese International Schools
	Pearl Group for Investment and Project Development
	Middle East Health Observatory for Research and Studies
	Jormall
	Phaidon International

Trade & Investment	
	F.A. Kettaneh Company
	Dell Computer Company
	Impac Jordan
	Inimex
	Transmed Jordan
	Bateel Dates & Chocolates
	Audeh Group
	Abu Dahab Group
	SAM Engineering & Trade Co.
	Shukri Hanania & Co.



I Courier Delivery Service
British Airways
Air Arabia
Delta Airlines
FedEx
Wireless Internet Services
NCR Corporation
Orange Jordan
GulfCom
ical Therapy Center
Al Teif Eye Center
Al Tamayuz Physiotherapy Center
ood Industry
Jordan Rubber Industries
Technical Packaging Co. (PETCO Jordan)
Jordan Equipment Electric & Telecommunication
CJC
Combaj
The Jordan Matches Co.
Mais Irrigation
Mais Irrigation Baalbaki Company





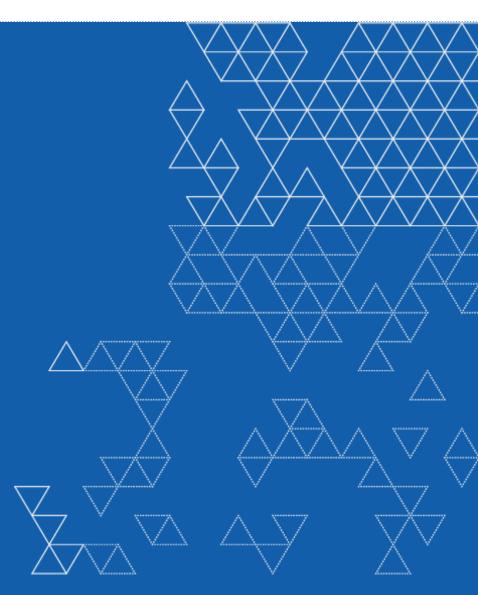
# CONTACT US

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