



NISHTAR & ZAFAR
ADVOCATES & CONSULTANTS

Firm Profile

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THE FIRM

We are a business and commercial law firm with a proud reputation of delivering customized business friendly legal and management solutions in facing challenging deadlines. Our professionals cover a broad-spectrum legal, business and policy consulting assignments in the areas of business taxation, transaction structuring, financial engineering, corporate finance, insurance, legislative advocacy for our valued business clients. We proudly present our professionals most of whom are trained at the World's top academic and professional institutions such as Harvard, and in the USA and Lincoln's Inn, University of London, Manchester Metropolitan University, and Aston University in the UK, Australian National University in Australia, and USC Toulouse in France.

We, as a part of our vision, have developed our practice to serve a select small group of prestigious client and deliver it with high professional competence and ethics based on best practices in the USA and UK. We, with only 13 years in existence, have built professional reputation of delivering high-quality legal services which earns us respect from our associates abroad and substantial revenues from the work done for the UK/USA law firms and business houses.

Our senior team members have multi-disciplinary knowledge, experience, and insights that equip our firm with capabilities to field the strongest teams with pool of cutting edge skills for each significant engagement and deliver international quality solutions to our clients in Pakistan. Our senior team members have unique professional exposure including positions with Central Superior Services of Pakistan (CSS), Commercial and Investment Banking, Energy, Infrastructure and Public Private Partnerships. Most of our team has international work experience and networks and have worked with/for law firms, multilaterals, government agencies, and corporations in the US, UK, and other foreign jurisdictions.

At the firm our approach is to assist our clients in transacting their business swiftly, in the most efficient possible manner and with total compliance to the legal, policy, and institutional parameters. Typical to our Firm is the complete focus on the specific objectives of our client in any engagement and doing our best to deliver a tailored solution best suited to achieve the desired objectives. We provide a wide array of legal and policy advice to businesses, institutions, regulators, governmental authorities, and international institutions, within our practice areas.

We take pride in talent, experience, and responsive networking of the firm, which enables us to deliver in time- and in cost-efficient manner saving on the two most valuable resources. Each engagement over the years has resulted in many more transactions with the same clients evidencing our clients' satisfaction and trust in us.



OUR PRACTICE

TAXATION

Taxation practice is the forte of our firm. With two of our partners' extensive experience as senior Inland Revenue Service officers coupled with quality tax and legal education Harvard Law School we proudly present our services ranging from planning of a tax-efficient transaction to representing our clients before the IRS/FBR and the judicial forums up to the Supreme Court of Pakistan. In addition to income/corporate taxation, and sales tax our tax practice covers federal and professional excises, provincial sales taxes, professional and trade taxes, property taxes, and other local-government taxes.

CORPORATE

One of our top two areas of practice, our corporate practice covers a wide spectrum of sub-areas and activities both domestically and internationally. We advise clients on all corporate issues including incorporation, commencement, initial public offering (IPO), corporate governance, directors' responsibility and liability, securitization, corporate finance, stock exchange listing, re-structuring, corporate re-habilitation, SECP compliance and litigation, mergers and acquisitions (M&A), demergers/spin-offs and winding-up.

INVESTMENT ADVISING

Pakistan is a vibrant market for international investment and in recent years China Pakistan Economic Corridor project has invoked international interest in general and interest from businesses in China in particular to invest in Pakistan. We handle all aspects related to developing in businesses in tax efficient manners in collaboration with Dacheng Dental, the famous Chinese law firm.

BUSINESS ADVISORY & MANAGEMENT

One key requirements for entering into our firm as a professional is to have a business related first degree that should be followed by a law degree. It gives our lawyers a proper understanding of the business world and the transactions happening in that area. With that combined skill set we are proud to deliver business friendly transactional products as well as long term projects covering wide range of business world including strategic direction, financial management, taxation management, and achieving synergy through various combinations of law and management.

LEGISLATIVE ADVISORY & ADVOCACY

Our firm has rich in-house resources to prepare legislative drafts of the legislative bills. Our lead lawyer Aziz Nishtar is currently advising and training National Assembly Secretariat on legislative drafting as part of European Union project on Improving Parliamentary practices in Pakistan. Our teams has prepared numerous legislative drafts of laws and statutory rules. With our team's diverse skill set and network with professionals and legislators we help clients in general and international development organizations in particular to get the legal



frameworks changed to address the society's concerns such as child rights, women rights, gender justice, health rights just taxation, investment climate, and human rights.

CONSTITUTIONAL LAW

We regularly have to resort to seek constitutional remedies in number of our cases covering administrative law, taxation, corporate law and employment law as we see that due to relatively limited experience of the nation's legislature and administration with the formal law, many a time legislation itself or its implementation goes beyond the limits laid by the constitution. Apart from seeking constitutional cover for rights, we have to assist the clients and the courts in reaching a decision about the constitutionality of certain government acts.

LITIGATION

We have two teams of experienced lawyer one based at Karachi and the other at Islamabad who handle the litigation along with other lawyering work. However we are selective in accepting litigation work and prefer taking work involving important legal issues concerning contractual disputes, investment disputes, constitutional/ administrative law matters, service law matters, fundamental human rights, corporate and taxation matters.

REGULATORY AFFAIRS

The firm has a pool of knowledge and experience to deal with specialized laws and regulatory authorities such as Securities & Exchange Commission, stock exchanges, Competition Commission of Pakistan, Privatization Commission, State Bank of Pakistan and administrative ministries both at federal and provincial levels.

PUBLIC PRIVATE PARTNERSHIP

We are proud to present our skills in this nascent area of practice in Pakistan for which we have in-depth understanding of the legal as well as the institutional frameworks, which bind the governments and private entrepreneurs into a mutually beneficial relationship despite having opposite objectives since governments works for free service but the businesses work for the maximization of profit. We are also proud to state that we have drafted the PPP statutes for the Sindh and have been associated with the statute building in Punjab.

DEVELOPMENT CONSULTING

As part of our commitment to contribute in economic and social development of the society we advise governmental authorities and international institutions in helping devise responsive development strategies especially meant to improve governance on one hand and alleviate poverty on the other. We also are committed to work for empowering youth and women by promoting knowledge, skills, and entrepreneurship among them.



OUR TEAM

PARTNERS

AZIZ NISHTAR, LLM (Harvard), ITP (Harvard), LLB, MPA (QAU)

Aziz is a Harvard Law School graduate and is a former Deputy Commissioner of Income Tax, which he held for almost 12 years. At Harvard Law School, in addition to his Master of Laws (LLM), Aziz completed a postgraduate certificate program in international taxation and participated in three extensive workshops on tax law formulation, international transfer pricing, and financial derivatives.

Recognizing his skill, experience and interest in public service, the government has appointed him on Boards of Privatization Commission and Board of Investment.

In addition to his civil service experience, Aziz has rich exposure of working with different companies in Pakistan and abroad including Tax Analysts, a Virginia, USA based tax law publishing company; Engro Chemical Pakistan Limited (formerly Exxon Pakistan); Pakistan International Airlines; Zarai Taraqati Bank, and a brief stint at the World Bank in Washington, DC.

Aziz has advised numerous international and national clients on taxation, financial and corporate matters and has represented in mediation or litigation of controversies. His experience with Civil Service has exposed him to larger national and multinational corporations, whom he continues to serve as a law practitioner and advisor.

Aziz has advised governments and institutions on legislative process and drafting on various issues especially business, investment and international law. Currently he is working as Senior Legislative Drafting Expert with British Council to assist the National Assembly Secretariat in developing its legislative drafting capacity.

Aziz is a regular contributor and correspondent to the weekly Tax Notes International, and Worldwide tax Daily, USA based publications of global acclaim. He has extensively written on the legal issues for the prestigious international professional journals.

Aziz is also a professionally trained **mediator** accredited internationally by the Centre for Effective Dispute Resolution, UK. He is part of an IFC-managed small core group of mediators to pilot modern commercial mediations in Pakistan.

His areas of interest in practice, writing, and teaching include public policy research and advisory, fiscal laws, international taxation, contracts, and corporate matters.

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HASSAN KAMRAN BASHIR, LLM (HARVARD), LLB (PUNJAB)

Hassan Kamran Bashir Advocate has an LLM from Harvard Law School graduate as a World Bank scholar. His areas of specialization are Taxation, WTO Laws, International Commercial Arbitration and International Law.

Hassan is a former Deputy Commissioner Income Tax belonging to the 23rd Common training Program. His career spanning over thirteen years with FBR included various assignments as an Assistant Commissioner and Deputy



Commissioner of Income Tax to make tax assessments of Corporate/non Corporate cases. He made income tax assessments of corporate entities (residents/non-residents) in major sectors such as Oil refining, Telecommunications, Textiles, Sugar, manufacturing, pharmaceuticals, educational institutions, etc.

During the tax audit of corporate entities, he raised important tax issues pertaining to permanent establishment, transfer pricing, thin capitalization, non-deduction of withholding taxes, treatment of deferred income, depreciation, examined scores of financial statements, books of accounts and other details (manufacturing/trading) of corporate entities. In case of accounting/tax anomalies, he re-casted the accounts to have a true picture of the actual tax profile.

He represented the Department before various judicial fora such as Commissioner (appeals), Income Tax Tribunal, Tax Ombudsman and High court. He also conducted national economy documentation survey in the year 2000 as a team leader in one of the commercial areas of Lahore. Hassan Kamran Bashir resigned from the service as Deputy Commissioner in 2009; dividing his time between Islamabad and Lahore, he is advising the clients on issues pertaining to Taxation, Corporate Laws, WTO Laws, Arbitration and other Laws involving litigation, opinions and drafting, etc. for various judicial fora including High Courts and Supreme Court of Pakistan. He also finds time to teach as a visiting faculty and contributes to various dailies and journals.

Hassan is based at Lahore.

ATIR AQEEL ANSARI, LL.M (LONDON), LL.B (IUB), B.COM

Atir Ansari has done his LL.M in Commercial & Corporate Law from Queen Mary College, University of London and his LL.B from Islamia University, Bahawalpur. Admitted to practice in high courts of Pakistan his main areas of interest are corporate and commercial laws, legal research and interpretation of statutes. He has a strong interest in economic laws including the corporate governance, fair trade practices, competition, and contract obligations and breach.

He has an uncanny knack of understanding transactions and translating them into legal documents such as agreements and, operational manuals. He has worked on several complex commercial transactions. He knows the art of making a complex transaction doable and advises well on how to achieve a commercial purpose while completely abiding by law.

With strong research and language skills his ability to frame clear legal opinion on delicate and complex legal issues is appreciated well. He has an ability to deal with any legal issue appropriately and he reflects well with clear and solution oriented approach on diverse complexities.

He has a very strong command over taxation, company and contract laws in addition to general civil and administrative laws and has successfully represented the clients in a number of cases before the administrative authorities and the high courts.

Atir is based at Karachi.

NASRUMINALLAH MIAN, LL.B, MSc (ANU)

Nasr, a graduate of ANU, Australia and former Civil Servant is currently with Asian Development Bank and is on leave of absence from the firm.



SENIOR ASSOCIATES

HASSAN MEHMOOD, LLB (UK), LLM (UK)

Hassan is an experienced business lawyer with his previous legal experience in the UK handling domestic and international contentious and non-contentious commercial matters. He completed his LLM in commercial and economic laws from the University of Manchester in October 2014 and did his LLB from UK as well. Before embarking on his masters he worked with a couple prestigious law firms in UK for over 5 years.

SHAFQAT RASOOL, LLM, LLB, BA

Shafqat has practiced at Bahawalpur and has a respectable standing over 5 years. He works on corporate and civil matters both at the regulator level as well as the litigation stage. In his earlier work he has handled both civil and criminal matters both at lower judiciary level as well as High Courts which gives him insight into the possible civil and criminal law problems in business transactions.

MUHAMMAD BILAL, LLB (IIU), LLM(TOULOUSE)

Bilal handles matters of civil litigation at high court and district court level. He holds an LLM degree from USC, Toulouse and an LLB from International Islamic University, Islamabad. Bilal has a strong litigation background acquired under the able mentorship of Mr Aziz A. Munshi, the former Attorney General of Pakistan. Bilal has studied the EU Competition Law as one of his special interest areas.

AJMAL KHAN, LLB (KARACHI)

Ajmal Khan is an experienced lawyer in lower court litigation and assists the senior lawyers in prosecuting cases at the high court level. He handles civil, tax and business law matters in Karachi office.

MUHAMMAD NADEEM ZAFAR, LLB (BZU), BA (BZU)

Nadeem did his LLB from Bahauddin Zakrya University, Multan in 2006 and started practicing law immediately after completing his law education. He was admitted to practice in High Courts of Pakistan in 2009. He has been mainly a litigator and his main area of practice has been criminal law in which he represented the clients in over 100 cases. Lately he has started working on commercial and business laws especially with a view to help clients ensure compliance to the statutory framework on one hand and to defend them before the regulatory and judicial authorities. He is based at Islamabad

ASSOCIATES

MUHAMMAD NAZIM, LLM, LLB, BA

Nazim is a law postgraduate from S. M. Law College, Karachi and is very well versed litigation of civil matters at lower judiciary and high court level. He regularly appears before the Sindh High Court in cases on behalf of the firm.

EJAZ AHMAD

Ejaz is a recent hire at Islamabad. He holds an LLM from the Netherlands and has a very strong interest in tax and business law. He has worked as in-house counsel at Worldcall (Pvt) Limited where he acquired valuable experience in dealing with tax, company law, and contract law matters.



SOHAIL RIAZ, LLB (LONDON)

Sohail is a budding civil and commercial law lawyer and practices in Islamabad at the lower judiciary level currently. He has a keen interest in consumer laws and regularly appears in courts of laws representing clients and also advising them on this.

MAJID KHAN, LLB (KARACHI)

Majid is an experienced tax and compliance specialist at our Karachi office and handles matters beyond Karachi office. He is with the firm for the last 6 years during which he has grown from a part time resource (being a college student) to a very dependable key compliance resource of great value.

FARHAN MASOOD KHAN, LLB, (PUNJAB), BA

Farhan has practiced in criminal matters at Chakwal and joined our Islamabad office as litigation associate. He deals with matters relating to criminal and civil litigation. Recently he has started working in taxation and commercial laws as well. Furthermore he intends to specialize in commercial & taxation law.

BEHWAL RASUL, LLB (LONDON)

Behwal is a recent law graduate of the London University with high achiever's grades and accolades. He is admitted to practice by the Punjab Bar Council. He is a junior associate in our corporate and commercial practice and is currently based at Lahore.

NON-LAWYER EXPERT SPECIALISTS

IBRAHIM FAROOQI, MSc (QAU)

Ibrahim Farooqi is a former senior officer of Pakistan's Inland Revenue Service, which he joined in 1979 after successfully competing in central superior services examination.

Ibrahim served in various parts of Pakistan implementing tax laws and assessing taxable incomes and taxes of a wide variety of taxpayer including big corporations, and other non-incorporated businesses of various sizes. He also authored a number of booklets and guides for the information of taxpayer and tax authorities. His keen interest and fine understanding of the taxation system afforded him an opportunity to teach various level tax officers on withholding taxes at the Directorate of Training, Federal Board of Revenue, Lahore and Rawalpindi.

Due to his keen interest in the judicial application of the tax laws and taxpayers' effective grievance redressal he has worked for 5 years as Secretary, Judicial Member Wing in the CBR, predecessor of the FBR.

After putting in more than twenty years of service he left the government and opted to join the profession of taxation and management consultant. Working as Senior Counsel he advises our clients on long spectrum of income tax compliance issues.



OUR CLIENTS

A representative list of our clients most of which have continuous professional relationship with us on retainer basis includes the following. Of these Engro Group companies, Pak Libya Holding, Dawood Family Takaful Company and Bolan Castings are with us on monthly retainer for over a decade.

Corporate Sector

1. Engro Corporation Limited
2. Engro Fertilizers Limited
3. Engro Vopak Terminals Limited
4. Engro Qadirpur Powergen Limited
5. Elengy Limited (An Engro Company in gas energy business)
6. Duyes Construction, (subsidiary of Duyes Insaat, Turkey)
7. Pakistan Refinery Limited
8. Pak Libya Holding Company (Pvt) Limited
9. Karachi Electric Supply Corporation Limited
10. PIA
11. Engro PolyEmer & Chemicals Limited
12. House Building Finance Corp
12. Bolan Castings Limited
13. Philip Morris International
14. Takaful Pakistan Limited
15. Dawood Family Takaful Limited
16. Industrial Development Bank of Pakistan
17. BRR Modarba
18. First Paramount Modaraba
19. Engro Eximp (Pvt) Limited
20. AMZO LLC USA (Munda Hydro Power Project)

Public Sector

1. British Council (Legislative Advisory Capacity Building)
2. Pakhtunkhwa Energy Development Organization, Peshawar
3. Board of Investment, Govt. of Pakistan, Islamabad
4. Trading Corporation of Pakistan
5. Port Qasim Authority
6. Government of Sindh (Finance, Revenue and Livestock & Fisheries Depts)
7. Government of Punjab (Finance and Livestock Depts)
8. City District Government, Karachi
9. Karachi Water & Sewerage Board, Karachi

International

1. Duyes Insaat, Turkey (Turkish multinational working in 6 countries)
2. Shandong Hi-Speed Group, China
3. China East Resources Import and Export Corporation, China
4. China Ocean Engineering Construction Bureau, China
5. Global Energy (Pvt) Limited (A Chinese subsidiary)
6. AMZO LLC, Maryland, USA
7. Tax Analysts, Inc., Virginia, USA
8. Jones Day, NY, USA



OUR OFFICES

We work in close relationship with our clients for which we have set up offices in Islamabad, Karachi, Lahore. In other major business centres, we have made arrangements with associated professional firms to serve our clients throughout the country without incurring unnecessary travel expenses.

You are welcome to contact us through email, mail, telephone, or drop by at the following office locations.

ISLAMABAD

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