



MASTERING INDIRECT TAXES

 27th August 2026

 Movenpick Hotel Karachi



WORKSHOP OVERVIEW

Mastering Indirect Taxes is a practical and comprehensive workshop designed to equip professionals with the knowledge and skills required to effectively manage indirect tax obligations in Pakistan. The session provides an in-depth understanding of the federal and provincial indirect tax framework, covering sales tax on goods and services, federal excise duty, and recent legislative developments.

Through practical examples, case studies, and discussions on common compliance challenges, participants will gain valuable insights into managing tax risks, improving compliance processes, and responding effectively to audits and assessments. The workshop also highlights current trends, recent amendments, and best practices to help organizations navigate the evolving indirect tax landscape with confidence.

WHO SHOULD ATTEND?

This workshop is ideal for:

- Chief Financial Officers (CFOs)
- Finance Directors and Finance Managers
- Tax Managers and Tax Executives
- Chartered Accountants and Cost & Management Accountants
- Company Secretaries
- Internal Auditors
- Accounts and Finance Professionals
- Legal and Compliance Professionals
- Procurement & Supply Chain Professionals
- Business Owners and Entrepreneurs
- Professionals responsible for indirect tax compliance and reporting



Trainer Profile

**MUHAMMAD
HAROON NAREJO**

Partner – Tax
KPMG Taseer Hadi & Co



Guest Speaker

**ZEESHAN
ZAFAR KHAN**

Partner – Tax
KPMG Taseer Hadi & Co



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WORKSHOP OUTLINE

Module 1: Introduction to Indirect Taxes

- Overview of Pakistan's indirect tax regime
- Federal and provincial tax jurisdictions
- Economic significance of indirect taxes

Module 2: Sales Tax on Goods

- Registration requirements
- Taxable supplies
- Time and value of supply
- Input and output tax mechanism
- Exemptions and zero-rating

Module 3: Sales Tax on Services

- Provincial sales tax framework
- Place of taxation rules
- Cross-provincial transactions
- Industry-specific considerations

Module 4: Federal Excise Duty

- Overview of Federal Excise Duty
- Interaction between FED and sales tax

Module 5: Compliance and Reporting

- Return filing requirements
- Record-keeping obligations
- Input tax adjustments
- Reconciliations and documentation

Module 6: Audits, Assessments and Dispute Management

- Common audit focus areas
- Managing tax notices
- Best practices during audits
- Recent judicial developments

Module 7: Recent Legislative Developments

- Finance Act updates
- Recent amendments in indirect tax laws
- Emerging trends and policy developments

Module 8: Practical Case Studies and Interactive Discussion

- Industry-based case studies
- Common compliance issues
- Question-and-answer session





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LEARNING OUTCOME

By the end of this workshop, participants will be able to:

- Understand Pakistan's indirect tax framework and its practical application.
- Apply the key provisions relating to sales tax, federal excise duty, and provincial taxes.
- Identify and mitigate common indirect tax risks.
- Improve compliance with filing, documentation, and reporting requirements.
- Respond effectively to audits, assessments, and tax notices.
- Evaluate the impact of recent legislative changes on business operations.
- Implement practical strategies to enhance indirect tax governance and reduce tax exposures.

MUHAMMAD HAROON NAREJO **Trainer Profile** Partner – Tax | KPMG Taseer Hadi & Co

Muhammad Haroon Narejo is a Partner in the Tax Practice at KPMG Taseer Hadi & Co. and a Fellow Chartered Accountant (FCA) with over 15 years of experience in taxation and regulatory advisory. He specializes in direct and indirect taxation, advising organizations on corporate tax, sales tax, federal excise duty, customs matters, and tax dispute resolution. He has worked with leading local and multinational organizations across sectors including pharmaceuticals, power, textile, construction, real estate, and manufacturing, with expertise in tax planning, compliance, transaction advisory, tax due diligence, and tax litigation support. A frequent speaker at professional seminars, workshops, and corporate training programs, Haroon is recognized for translating complex tax legislation into practical business insights. In this workshop, he will share key perspectives on Pakistan's indirect tax regime, recent legislative developments, compliance challenges, and best practices for tax governance and risk management.

ZEESHAN ZAFAR KHAN **Guest Speaker** Partner – Tax | KPMG Taseer Hadi & Co

Zeeshan is a tax professional with 18 years of experience in tax and accounting, spanning both the service and manufacturing sectors. Associated with KPMG since 2012, he has managed the tax affairs of multinational corporations across a diverse range of industries. His expertise includes tax structuring and planning, international taxation, transfer pricing, regulatory compliance, and tax advisory. He has extensive experience advising organizations on evolving tax laws, international tax treaties, and their impact on business operations.

Zeeshan currently serves clients across sectors including aviation, oil and gas, power, manufacturing, trading, insurance, hospitality, banking and finance, shipping, and investment portfolios. He also represents national and multinational clients before tax authorities and possesses deep expertise in international taxation and transfer pricing, helping organizations address complex cross-border tax and compliance challenges.