

DgTx Corporate Tax Training For Sales Executives

(UAE Edition)

Prepared by DgTx – Your Trusted Tax Partner in UAE



INTRODUCTION TO CORPORATE TAX IN UAE

- Corporate Tax = 9% tax on net business profits.
- Effective from 1 June 2023, governed by Federal Decree-Law No. 47 of 2022.
- Administered by the Federal Tax Authority (FTA).
- First AED 375,000 of profit is 0%, above that 9%.



WHO MUST REGISTER AND WHEN

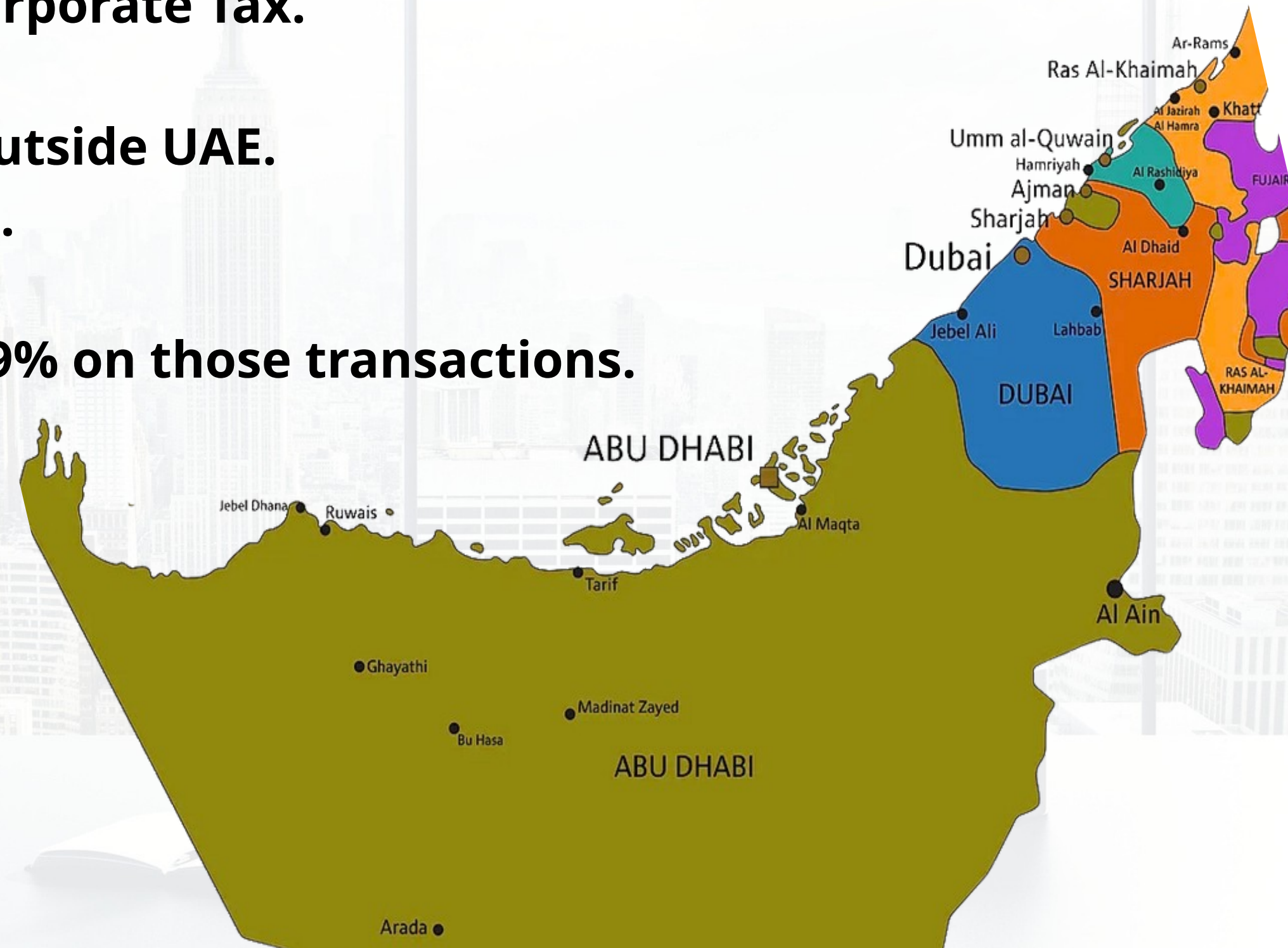
- All UAE businesses must register.
- Separate registration from VAT.
- Even companies with zero profit must register to stay compliant.
- Penalty for late registration: AED 10,000.



CORPORATE TAX ON FREEZONES

- Freezones have special rules under Corporate Tax.
- Freezone company is 0% taxed only if:
 - Earns income within freezone or outside UAE.
 - Complies with FTA substance rules.

If it deals with UAE mainland → may pay 9% on those transactions.



TRANSFER PRICING (TP) BASICS

- Applies to companies that transact with related parties.
- Must maintain Transfer Pricing Documentation (TPD).
- Ensures all inter-company transactions are at fair market value.
- FTA may ask for records anytime.



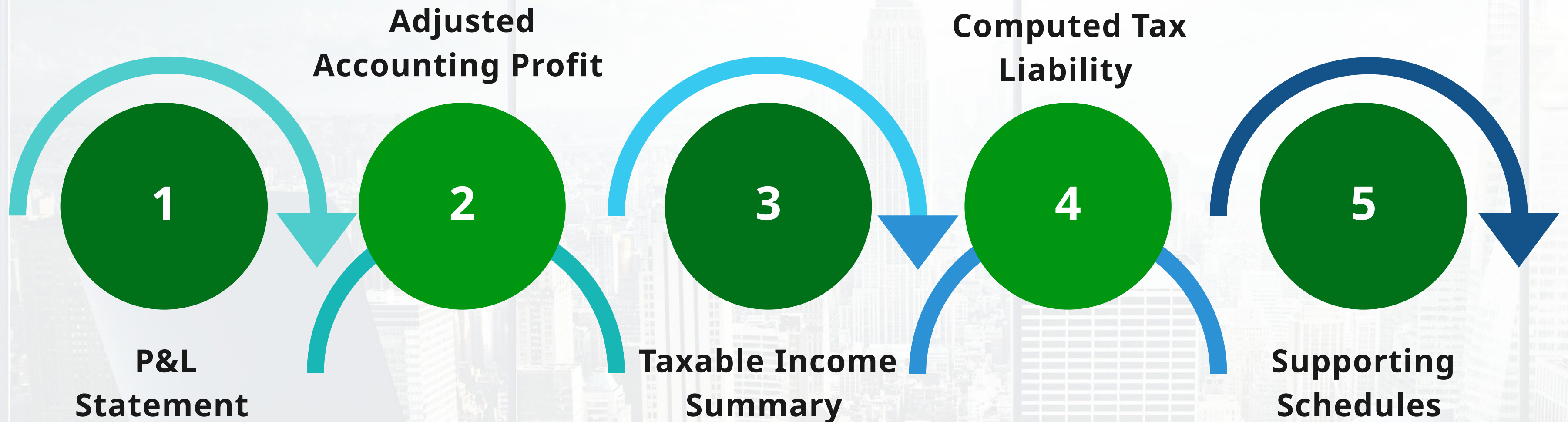
DOCUMENTS & RECORD KEEPING

- Maintain all financials: invoices, contracts, receipts, payroll, rent, etc.
- Must be kept for 7 years.
- FTA can request anytime for audit.
- DgTx provides cloud-based storage with software.



CORPORATE TAX REPORT FORMAT

Each CT report includes:



HOW TO PAY CORPORATE TAX

Payment options:



eDirham or
debit/credit card
via FTA portal



GIBAN (bank
transfer)



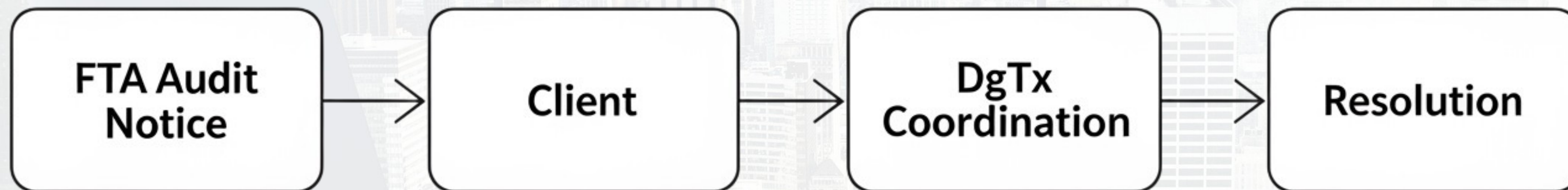
Online banking

***Due within 9 months after end of financial year.**



CORPORATE TAX AUDIT & ASSESSMENT

- FTA audits companies to check accuracy.
- Can be random or risk-based.
- DgTx handles full audit coordination.
- If audit happens → cooperate, share records, and explain transactions.



PENALTIES UNDER CORPORATE TAX

VIOLATION	PENALTY (AED)
Late Registration	AED 10,000
Late Filing	AED 500-5,000
Incorrect Declaration	AED 20,000
Non-Payment	1% per day (up to 300%)
No Record Keeping	AED 10,000–50,000

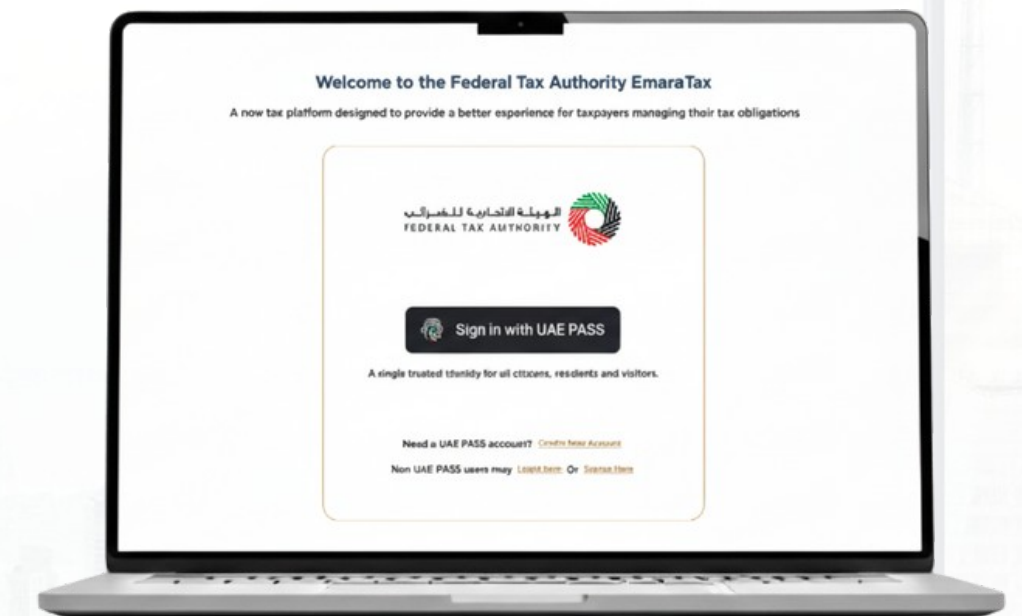
GCC CORPORATE TAX OVERVIEW

- All GCC countries plan or have introduced CT.
- Saudi Arabia, Oman, Qatar already active.
- UAE Corporate Tax is aligned with GCC framework.



DgTx PROCESS FOR CORPORATE TAX SERVICES

- Registration on FTA Portal – Company gets CTRN.
- Data Review – DgTx auditors check accounting records.
- P&L & Balance Sheet Preparation – as per IFRS.
- Tax Calculation – 0% or 9% depending on profit.
- Filing & Payment – within 9 months after financial year end.
- Ongoing Compliance & Support.



WHY CHOOSE DgTx?

- FTA-Registered & Trusted by 5,000+ UAE clients
- Qualified Auditors & Tax Experts
- File over 2625+ Corporate Tax Filing till now
- An ISO certified company
- Free Cloud Software
- Offices in Dubai, Sharjah, Abu Dhabi
- 7+ Years of Compliance Experience



TRUSTED
— BY —
5,000+
CLIENTS

FILE OVER
2,625+
CORPORATE TAX FILING

CLIENT OBJECTIONS & SALES HANDLING

CLIENT OBJECTION	DgTx REPLY
"My accountant will do it."	• That's great — we can work with your accountant. They manage books; we handle FTA filings and compliance.
"Freelancer is cheaper."	• Freelancers aren't authorized to represent before FTA. We are FTA-registered you're legally protected with us.
"I'm already registered."	• Perfect — we can review your filing to ensure compliance. Even registered companies face audit issues.
"Too expensive."	• We offer discount (based on approval), plus software and audit support included. Others may be cheaper, but none safer.
"Linked with another group."	• That's fine — we'll review if group filing or transfer pricing applies, which may save you money.

HANDLING DIFFERENT CLIENT TYPES

- **Price-sensitive:** Focus on value, risk of penalties.
- **Freelancer-led:** Emphasize DgTx's FTA Accreditation.
- **Existing accountant:** Offer collaboration.
- **Linked companies:** Suggest group filing.
- **Doubtful client:** Offer free consultation or file review.



KEY SALES POINTS SUMMARY

- DgTx = FTA-Registered Partner
- Complete Service: Registration → Filing → Audit
- Free Cloud Software
- Experienced Team
- Legal Protection & Compliance Assurance



QUICK REVIEW QUIZ

Q1. What if client says freelancer offers AED 500 only?

Q2. How to respond if client says, "I'll do it myself"?

Q3. How to offer 50% discount while maintaining value?



CONTACT

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