



## Firm Profile



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# Briefly

Adelante Certified Public Accountants is a Professional Services firm that specializes in taxes and corporate advising, audit and assurance services, accounting, and bookkeeping.

The firm has registration number PF 423 from the National Board of Auditors and Accountants (NBAA). The Firm is further registered under registration number ZPPDA/C/0279/2021 with the Zanzibar Public Procurement and Disposal of Public Assets Authority (ZPPDA).

Our most asset is our team of highly skilled and experienced professionals, who have been carefully chosen to fulfil the demands of your ever- changing business environment.

We possess the necessary capabilities to assess prospective possibilities and hazards, therefore providing you with proficient professional services. We recognize that a value-adding solution should center on enhancing business operations to help organizations outperform in the arduous business climate.





## Mission

To provide evolving, value adding, reliable and trusted professional services. We position the firm to become one of the leading brands in Tanzania.



## Vision

To build a professional accounting service firm of choice across a wider clientele.



## Values

### + Integrity

We will deliver our promised quality service, with exceptional dedication, team work, mutual understanding, professional due care and ethical standards.

### + Advancement

We guarantee the provision of exceptional service with a focus on the future by enhancing the capabilities of both our employees and clients. This is accomplished through the ongoing development of our teams' potential through mentoring, technology utilization, on-the-job training, and responsiveness to value-adding feedback from our clients.

# Practice Areas



## 1. Assurance services

There is greater scrutiny and scepticism than ever before about the financial statements of a firm in the current corporate climate; hence, financial statement's auditing has become vital. Concerned investors have lost trust in corporate reporting and governance, whilst regulators want assurance that the financial statements of the organisation present fairly.

Important responsibilities must be played by corporate management, boards and audit committees, internal and external auditors, analysts, and other investment

experts in regaining the confidence of donors, regulators, and investors. Meeting expectations of the investors, donors, and regulators begins with the comprehensive and accurate presentation of information in the entity's financial statements.

By using our rich professional experiences, talents, and knowledge and gaining a comprehensive understanding of your organisation, we can identify obstacles and provide value-adding solutions that are optimal for you and, as a result, will propel you forward without sacrificing quality.

**We offer a range of superior quality assurance services, including but not restricted to the following:**

- Statutory audits.
- Special purpose audits.
- Business processes reviews.
- IT audits/reviews.
- Outsourcing of internal audit departments
- Non-assurance audits.





## 2. Accounting and Bookkeeping

Accounting and bookkeeping are essential components of any organization, regardless of its size. Our accountants, who are knowledgeable and skilled in their field, comprehend and assess entity transactions while guaranteeing adherence to accounting standards as well as the legal and regulatory obligations that are unique to your organization. Our practical knowledge of several accounting systems enables us to provide a broader range of services to our clients, contingent

on their preferred accounting systems. Accounting reports that are both timely and of high quality are essential to the success of any organization. Adelante guarantees the timely delivery of pertinent and dependable financial information for the purpose of evaluating performance and facilitating decision-making. The practice of outsourcing accounting services enables the provision of customized accounting/bookkeeping solutions that are both efficient and effective.

### **Our accounting and book keeping services include: -**

- Preparation and presentation of financial statements.
- Installation and monitoring of accounting systems
- Bookkeeping services.
- Payroll services.
- Training of finance/accounting staff.
- Supervision of accounting department.





### 3. Taxation

At present, taxation stands as the foremost regulatory concern for organisations and those entrusted with governance. Consequently, the need to satisfy regulators and other stakeholders is being driven by the necessity for robust internal control activities and rigorous financial reporting processes.

**We provide guidance to customers on how to fulfil their compliance duties and mitigate tax risks in order to accomplish their business objectives. Our offerings in this domain encompass, however not restricted to the following:**

- Tax compliance services
  - \* Preparation and filing of corporate income tax returns; and
  - \* Preparation and filing of statements of estimated tax payable .
- Employment taxes (PAYE and SDL), and related statutory deductions
- Value Added Tax
- Withholding tax
- Handling tax disputes
- Tax health check review services
- Tax training





#### 4. Corporate advisory

Our corporate advisory team specialises in providing businesses and those tasked with governance with professional counsel and practical support. We provide counsel on a variety of compliance-related rules and regulations that regulate our clients' endeavours, business operations, and other pertinent issues. We collaborate with our clients to deliver all-encompassing services that are customised to meet their specific requirements in:

- + Business planning,
- + Entity's incorporation and licensing,
- + Filing returns with various government authorities.
- + Business plans, cash flow projections, budgets, and trading forecasts
- + Set up an internal accounting system
- + Carry out registration procedures e.g. VAT / TIN etc
- + Decide on the most suitable structure for your business (i.e., sole trader, partnership, limited company).







# Why Adelante?



## Value addition – Beyond traditional compliance focused services

Our objective is to actively involve clients and adapt to their changing demands by proactively anticipating their future requirements. In a dynamic corporate environment and as industries evolve, we maintain a keen awareness of the latest developments to ensure that you remain at the forefront. Our objective is to cultivate enduring connections with our clients by providing support at various junctures of their business growth.

We foster an atmosphere of collaboration and mutual respect among our employees, while also promoting a healthy equilibrium between work and personal life. Our conviction is that satisfied clients result from a contented team, and we are committed to ensuring that our staff interacts with their colleagues and clients in an ethical and sincere manner, fostering supporting connections via transparent and candid dialogue.



## Helping Business to succeed is our Passion

Adelante is devoted to the provision of superior services that facilitate the management of your affairs and the expansion of your organisation. Recognizing that each customer is unique, we personalise our services to precisely meet the requirements of everyone or organisation. Experience has shown us that no two solutions are identical; thus, we will consistently analyse your specific requirements prior to offering guidance.

Our expert staff is well qualified and possesses a vast array of industry knowledge and experience. They deliver services that surpass your highest expectations.



## Our personnel- Qualified and Experienced

To guarantee the provision of value-adding services of the highest quality, the professional backgrounds of our staff members are meticulously examined to ensure that the individual is committed to maintaining the utmost standards. Programs are established to guarantee that people are consistently informed about professional advancements via structured in-house and external trainings. Additionally, we assist employees who are taking professional tests.



## Our Team

A group of very skilled and seasoned individuals that are committed to assisting our clients, make up our professional staff. Our professional staff is comprised primarily of certified public accountants. Our proficient group leverages their prior experience and collectively boasts an extensive array of skills and industry understanding. This comprehensive understanding endows us with insight into the intricacies and evolving requirements of your organization.

## James Simon

### Partner

*James is an Associate Certified Public Accountant in Public Practice (ACPA-PP) registered with NBAA and a Fellow Chartered Certified Accountant (FCCA) with ACCA UK.*

Having more than ten (10) years professional experience with PwC, in both auditing and financing, with vast expertise on technical skills (IFRS & ISAs); financial analysis and interpretations; projects management; budgeting; tax accounting; reporting and presentations etc, James managed to work with both local and multinational companies including international business missions in different countries such as Kenya, Togo and India.

#### **Through his professional career, James has engaged with various organizations including:**

- African Underground Mining Services (AUMS) Tanzania Limited
- Byrncut Offshore Tanzania Limited
- Jinan Diesel Engine Company Limited
- Panasonic Energy Tanzania Company Limited
- Impala Terminals Tanzania Limited
- Air Tanzania Company Limited
- Uber Tanzania Limited
- Bank of Africa Tanzania Limited (BOA)
- United Bank for Africa Tanzania Limited
- Association of Tanzania Tobacco Traders
- Investment Climate Facility for Africa Trust (IFC) – Togo and Kenya Projects
- MS Training Centre for Development Cooperation (MS-TCDC) – Arusha
- East African Support Unit for Non-governmental Organizations (EASUN)
- Royal Danish Embassy on the Participatory Forest Management (PFM) and Sustainable Wetlands Management (SWMP) Programmes
- Scania Finance Southern Africa (Pty) Ltd-Tanzania Branch;
- Tanzania Tea Packers Limited (TETAPA)
- Mwananchi Communications Limited
- Southern Sun Hotels Tanzania Limited
- Silafrica Tanzania Limited
- Nyanza Bottling Company Limited
- Azam Media Limited
- Shelys Pharmaceuticals Limited
- Tanzania Breweries Limited
- Vodacom Tanzania Public Limited Company
- CMA CGM Shipping Line (Tanzania, Rwanda and Burundi)
- Toshiba Plant Systems & Service Corp (TPSS)

## Wilfred Aniceth

### Partner

*Wilfred is a Certified Public Accountant in Public Practice (CPA – PP, a member in good standing of the National Board of Accountants and Auditors (NBAA).*

A professional with over ten (10) years of experience with Innovex Auditors, BM Associates, Claritas International and Lindam Audit, six (6) of which in management capacity, he has provided auditing, accounting, and financial consulting services to the Tanzanian business community, non-governmental organisations, donor-funded projects, and government agencies. The following clients are among those handled by Wilfred:

- Local Investment Climate (LIC). -Project funded by Royal Danish Embassy. implemented by PO RALG, TPSF, TNBC, ALAT and TCCIA, involving district councils in Dodoma and Kigoma regions
- Deloitte Tanzania
- Tanzania Human Rights Defenders Coalition (THRDC)- Funded by SIDA
- Restless Development Tanzania- Funded by SIDA, UNFPA, EU among other donors
- Wildlife Conservation Society of Tanzania- Funded by the embassies of Denmark, Finland and USAID.
- Compassion International Tanzania
- ADAP Inyonga- Funded by ADAP Geneva
- United Nations-Harmonized Approach to Cash Transfers (UN HACT)- Implemented by AMREF Tanzania
- Gaming Board of Tanzania (GBT)
- Ocean Road Cancer Institute (ORCI)
- Tanzania Tourist Board (TTB)
- The University of Dodoma (UDOM)
- Institute of Financial Management (IFM)
- Vocational Education and Training Authority (VETA)
- Surface and Marine Transport Regulatory Authority (SUMATRA)
- Tanzania Standard Newspapers (TSN)
- Bugando Medical Centre. (BMC)
- Umoja Switch Company Limited
- Tanzania Financial Services for Underserved Settlements (TAFSUS)
- Tanzania Association of Microfinance Institutions (TAMFI)
- Mtanga Foods Limited
- Tumaini University Dar es Salaam College (TUDARCo)
- Tanganyika Law Society (TLS)

## Salum Dawa Director

*Mr. Salum Dawa is the Director of our department of tax and accounting/finance services.*

With over eight years of experience in delivering direct and indirect tax services, four of which were with KPMG, one of the big four worldwide accounting firm, he holds a Bachelor of Commerce in Accounting (UDSM). He also served as the financial and tax manager for OLAM Tanzania Limited and Hill Group of Companies. Additionally, he has a solid understanding of generally accepted accounting concepts and the software utilised for tax preparation and accounting. His professional trajectory has granted him the opportunity to collaborate with a diverse range of customers, which encompass:

- ACE Global
- Agrica
- Avery EA Ltd
- Balton Tanzania Ltd
- Finlays Horticulture Tanzania Ltd
- Off Grid Electric
- SNC Lavalin Tanzania
- Tancoal
- Kilombero Plantation Ltd
- Unitrans Tanzania Ltd
- BRAC Tanzania
- Equity Bank
- CBA
- Niko Insurance
- NBC and Bank ABC
- Dawasco
- BBC Media Action
- Touch Foundation

# Portfolio



## Contact Us

Quality Hekima Garden  
Building-Mikocheni,  
P. O. Box 33128, Dar es Salaam  
**Mobile:** +255 758 198 018  
**Email:** [info@adelante.co.tz](mailto:info@adelante.co.tz)  
**Web:** [www.adelante.co.tz](http://www.adelante.co.tz)