

GST WAY FORWARD - OPPORTUNITIES & CHALLENGES FOR INDUSTRY/ TRADE & PROFESSIONALS

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COVERAGE TODAY

- Opportunities & Challenges for Trade/ Industry & Professionals
- Brief Impact
- Way Forward in Practice
- Opportunities
- Q/A

CHALLENGES FOR INDUSTRY/ TRADE

- Continuation of business over period
- Safeguard their margins
- Safeguard / enhance their business by being GST ready
- Not lose/ plan for advantages available
- C/f of credit & credit on stocks
- Comply with the complex electronic returns
- Limit exposure under the earlier laws



INTERACTION WITH SUPPLIERS/ CUSTOMERS

- GST Compliance requires lot of co-ordination due to matching concept.
- Clarity in understanding as each person may have different views
- Customer/Supplier is master in certain cases
- Legal position to be clear while following customer / client

ROLE OF ACCOUNTANTS

- Pillars for the organisations in SMEs and MSMEs.
- Knows GST law & Procedures
- Preparation of Documents
- Maintenance of records
- Filing of Returns
- Interaction with the suppliers/customers and Authorities

IMPACT ON TRADE

- Grey Economy – brakes. Continuing old practices risk is high.
- Average Rate of Tax 18% - Impact Disastrous if lower, value, rate ...
- JW route to users not wishing enhanced credits – 5%
- 5% for Regd Brand name
- Composition – 2 Cr
- Deemed ITC
- ITC available to next stage.
- RCM for imported services in cash/ credit available

IMPACT ON MANUFACTURERS

- All issues of Traders
- Service Vs Supply of Goods – Turnkey Projects
- JW under section 143
- Supplies to Merchant Exporters/ EOUs
- Compliant manufacturers increasing their TO
- Grow to Flourish

IMPACT ON SERVICE PROVIDERS

- Some issues of Traders/ manufacturers same
- Service Vs Supply of Goods – Turnkey Projects
- JW under section 143
- Services to Merchant Exporters/ EOUs
- Multi locational Issues – Credit to customer
- Intermediaries – Customers O/India - liable to GST - BSS
not liable

INTERACTION WITH DEPARTMENT AUTHORITIES

- Expected to reduce
- E mails to be tracked and replied to
- Any information or data to be submitted to be checked before submission
- Take proper acknowledgment of having provided the data or documents
- Refunds maybe manual for some time

IMPACT ON INDIAN ECONOMY

- SME have some challenge – some maybe mitigated
- Action by intermediaries – no choice
- Last mile – customer selling – exemption + composition option
- Collections encouraging – Political overtones?
- FDI + Ease of Doing Business – next 2 years on
- Some movement from parallel/ grey to mainstream
- Q2 results of FMCG good
- Lack of professional advisors/ Officers unable

BOOK KEEPING - IMPORTANCE

- Primary entry- correct- Errors may become costlier
- Suggested to have a system of periodical checking , reconciliation & cross checking
- Any errors found should be corrected voluntarily
- Time limit prescribed should be kept in mind
- Credit lost is margin lost – corrective system

Parts of SMP being GST Ready

Attend GST Cert- Virtual fully- Certificate not necessary – maybe opted if felt needed.

Join/ start study circle/ whatsapp serious group- avoid birthday-etc...

Keep Updated Commentary on Central Excise, Service Tax, VAT, CST for reference

Update daily on online web sites- forums- pdicai.org ++

**List our unresolved issues in GST subject wise in indexed 400 page book.
Representation by ICAI can be start point**

Get staff ready- join 3 day course or watch virtual course.

How to Start to Serve?

Understand the nature of business – Globally,
In India, Our Clients specifically by referring:

Company's website

Specific note on background

**What are the queries- if oral – send mail
on what is expected from client.**

**Do not hurry- even repetitive ones –
update seen- reread law and advise**

**What other areas they may require
assistance**

Evaluate
where you
wish to be in
next 5 years

**CAPABILITY +
INTEREST**

Good grasp,
analytical -
Advisory

Meticulous –
Compliance-
Review

Independent –
Mandatory
Audit

Liking-
passion where

Already Compliance
Practice –
Concurrent
Mandatory

Fresher – Any work
– Value for Money-
Differentiate

Want to Travel –
Global Practice in
VAT

Collaborate for Win-
Win - WIN

**Local
Opportunities**

**In other
States?**

**GLOBAL
OPPORTUNITIES***

**Tax Advisory
Services**

**International
Research
Issues**

**Knowledge
Process
Outsourcing**

**Information &
Knowledge
Sharing**

**Capacity
Building
Services**

**Technology
Support
Services**

GST Consultant - Qualities

- In depth Understanding of concepts
- Clarity on alternative procedures
- Able to automate processes using IT
- Put checks for confidentiality, accuracy, audit trail; reconcile quantity, values, taxes, credits
- Knowledge capture, update and sharing
- Independent Opinion
- Collaboration?
- Geographical Flexibility...



