CAPABILITY STATEMENT

BDO IN INDIA

FEBRUARY 2023

ABOUT BDO ---------- 03

ABOUT BDO IN INDIA ---------- 12

SERVICES PORTFOLIO ---------- 16

THOUGHT LEADERSHIP ---------- 83

WHAT OUR CLIENTS SAY ---------- 86

ABOUT BDO

ABOUT BDO

GLOBAL REVENUE

US$12.8 billion

+12.1%*

REVENUE INCREASE

* (at constant exchange rates)

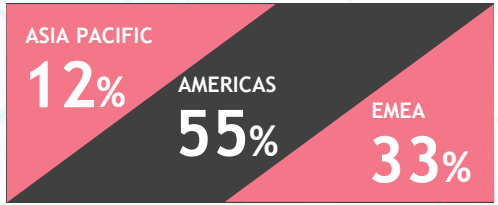
1,803 OFFICES

164 COUNTRIES & TERRITORIES

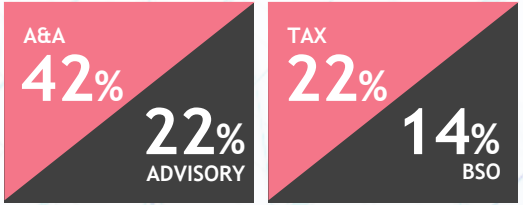
111,307

PEOPLE **+14.4%**

PERCENTAGE REVENUE BY REGION



FEE SPLIT BY SERVICE LINE



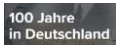
Note: Financial results are as of 30 September 2022

ABOUT BDO – GLOBAL LOCATIONS

IN ALPHABETICAL ORDER PER BDO REGION*

*Dated 11 March 2022

THE BDO STORY
OUR HISTORY



1963
Formation of BSIG (Binder Seidman International Group), the forerunner to BDO

1973
Increasing degree of European economic integration leads to the formation of Binder Dijker Otte & Co. (BDO), headquartered in Britain, the Netherlands and West Germany

1979
BDO goes worldwide with a global-local name concept; BDO replaces BSIG

1988
BDO's International Secretariat is relocated to Brussels from Amsterdam. A corporate visual identity and a new BDO logo are introduced

1993
On its 30th annivers ary, BDO is represented in 66 countries with 496 offices

2002
BDO's mission is to be a worldwide network of professional firms serving global and national businesses, specialising in growing businesses and the people behind them

2010
The BDO brand is strengthened when all member firms adopt the single global trading name, BDO, and a new visual identity is rolled out

2013
BDO celebrates the 50th anniversary of its founding

2016
BDO announces a worldwide technology and services collaboration with Microsoft

2018
BDO global revenues reach US$ 9 billion; BDO wins the IAB Network of the Year Award for third time

2019
BDO global revenues reach US$ 9.6 billion / € 8.5 billion, re-presenting a year-on-year growth of 10.1% at constant exchange rates

2020
BDO global revenues reach US$ 10.3 billion representing further growth of 7.8% Founding firm BDO Germany celebrates 100 year anniversary

2021
BDO global revenues reach US$ 11.8 billion representing further growth of 10.8% Founding firm BDO Canada celebrates 100 year anniversary

BDO

GLOBAL INDUSTRY PROGRAMME

7 GLOBAL INDUSTRIES

GLOBAL KEY ACCOUNT MANAGEMENT (KAM) PLANNING, FACILITATED INDUSTRY MEETINGS TO SHARE, SUPPORT AND CHALLENGE

Financial Services

Public Sector

Real Estate & Construction

Natural Resources

Renewables

Private Equity

Technology, Life Sciences, Media & Entertainment, Telecommunications

OUR BRAND PROMISE

To be the leader for exceptional client service

by providing a level of **global expertise** combined with a **local understanding** of our clients' needs

The global organisation has strong national roots and our firms are experts in their local markets

BDO has a track record in supporting the international expansion of our clients

We offer sensible, actionable advice grounded in local knowledge and backed by regional and local experience

WHY BDO

LEADING ADVISER TO THE MID-MARKET WITH CLIENT SERVICE AT THE HEART

A GLOBAL ORGANISATION YOU KNOW CAN DELIVER

- BDO has 50 years of experience delivering accounting, advisory, tax, business services and consulting services
- We know your businesses and are poised to address your immediate and long-term service needs

A DEDICATED AND ACCESSIBLE TEAM

- High level of involvement from partners/ directors
- Access to specialised services teams
- Dedicated project management support to ensure deadlines are met and any potential issues are highlighted early on

INNOVATIVE SERVICES

- Flexible approach and methodology to manage the engagement efficiently
- Ideas for business. improvements throughout the engagement

PROVEN SECTOR EXPERIENCE

- Our team brings in broad-based experience, knowledge and business savvy approach to our clients
- Our professionals are well versed with the challenges faced in your industry including new legislations and regulations

VALUE FOR FEES TO SUIT YOUR NEEDS

- Openness and transparency in pricing our work; no surprises
- Client service plan designed to identify and track issues and opportunities

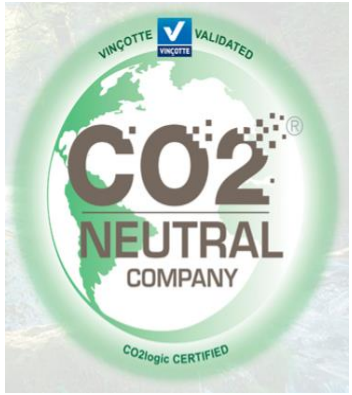
AWARDS & ACCOLADES

BDO GLOBAL

BDO won the recognition as ‘1# most active M&A Advisor globally’ & ‘1# most active Advisor & Accountant (PE Deals) globally’ in the Pitchbook League Tables 2021

BDO in the UK won the award for ‘Financial Due Diligence Provider of the Year 2021’ at the British Private Equity Awards

BDO in Belgium were recognised as Belgium’s first climate-neutral consultancy firm



BDO in Dominican Republic were awarded with best place to work in 2021 by Mercado for the fifth year running

BDO in Estonia were recognised as one of the strongest companies in the country and has received the highest rating AAA / Excellent, which is worth only 1.7% of companies in Estonia

AWARDS & ACCOLADES
BDO GLOBAL

The study MyImage Revision (Accounting)* sends BDO in Denmark to the top of the customer satisfaction list.

BDO in Austria won an award as best recruiter and as 'Tax Advisor of the Year in 2021'

BDO in Hong Kong were awarded the Gold Award for Best Client Service for the third consecutive year, organised by HR magazine

BDO in France has obtained the first place in the ranking of the companies offering fast evolution opportunities

FOCUS-BUSINESS has named BDO in Germany as the country's best employer in the industry.

BDO IN INDIA

BDO IN INDIA

11 KEY CITIES

270+ PARTNERS DIRECTORS

4,600+ STAFF

- Ahmedabad
- Bengaluru
- Chandigarh
- Chennai
- Delhi
- Goa
- Hyderabad
- Kochi
- Kolkata
- Mumbai
- Pune

M&A
RISK AND ADVISORY SERVICES
CORPORATE FINANCE AND INVESTMENT BANKING
BUSINESS RESTRUCTURING
FORENSICS
SUSTAINABILITY & ESG
VALUATIONS
GOVERNMENT ADVISORY
ASSURANCE
DUE DILIGENCE
DIGITAL
BUSINESS SERVICES & OUTSOURCING
TAX & REGULATORY
INDIRECT TAX

DELIVERING EXCEPTIONAL CLIENT EXPERIENCE

BDO in India offers a wide range of services across Assurance, Tax, Advisory, Business Services & Outsourcing, Digital Services and Technology Products and Solutions to both domestic and international organisations across a range of industries.

With a constant focus on technology and innovation, our teams work with businesses to help them safeguard stakeholder value and meet expectations around growth.

MILIND KOTHARI
Managing Partner

YOGESH SHARMA
Deputy Managing Partner

THE CORPORATE TEAM

Backed by experience and expertise in their respective domain areas, each member of our corporate machinery takes on the mantle of fostering in the organisation an environment that is resilient, empowered for growth and people centric, thereby enabling us to stay on course to achieve our business goals.

MEENAKSHI GANJU
Chief People Officer

RAJESH THAKKAR
Chief Operating Officer

SHASHIDHAR JAYARAMAN
Chief Business Officer
Tax - Technology & Outsourcing
BDO Digital

SHILPA SAIYA
Chief Risk Officer
Leader - Partner Affairs

SMRITI SALUJA
Chief Sales & Marketing Officer

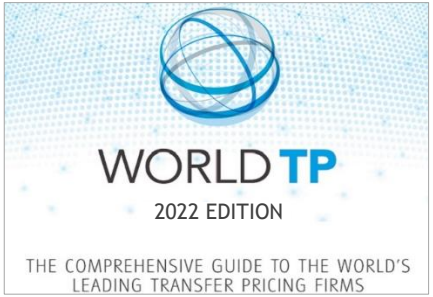
SOUMEN BOSE
Chief Financial Officer

SUNIL MEHTA
Chief Information Officer

AWARDS & ACCOLADES

BDO IN INDIA

#4 for PE and #7 for M&A deals on the League Table	Leading Transfer Pricing firm	Leading Tax firm	Tax Innovator of the year
Venture Intelligence report	World Transfer Pricing- Comprehensive Guide to World's Leading Transfer Pricing Firms	International Tax Review – Comprehensive Guide to World's Leading Tax Firms	ITR Asia-Pacific Tax Awards
2022	2014 - 2022	2012 - 2022	2021



OUR SERVICES

ASSURANCE

TAX

ADVISORY

BUSINESS SERVICES & OUTSOURCING

BDO DIGITAL

OUR SERVICES

ASSURANCE

- Accounting Advisory Services
- Financial Statement Audit and Attestation Services

TAX

TAX & REGULATORY SERVICES

- Corporate Tax Services
- Financial Services Tax
- Global Employer Services
- International Tax Services
- Private Client Services
- Tax Outsourcing
- Transfer Pricing

INDIRECT TAX

- Customs & International Trade
- Goods & Services Tax (GST)
- Indirect Tax Assessment & Litigation Assistance
- Tax Technology

ADVISORY

BUSINESS ADVISORY SERVICES

- Forensics
- Government Advisory
- IT Risk Advisory & Assurance
- Management Consulting
- Risk Advisory Services
- Sustainability & ESG

DEAL ADVISORY SERVICES

- Business Restructuring Services
- Corporate Finance and Investment Banking
- Deal Value Creation
- Financial Due Diligence
- M&A Tax and Regulatory
- Strategy & Commercial Due Diligence
- Valuations

BUSINESS SERVICES & OUTSOURCING

- Finance and Accounting Outsourcing
- Global Outsourcing
- Human Resource Outsourcing
- Payroll Management and Compliance Services
- Secretarial Services and Compliance Management
- Shared Service Centre Services

BDO DIGITAL

- Digital Services
- Technology Products and Solutions

ASSURANCE

Our Assurance professionals understand your sector, business and specific requirements to provide tailored solutions to best-fit your immediate, short and long-term needs. Our processes are robust, transparent, technology-driven to provide globally consistent quality

- ACCOUNTING ADVISORY SERVICES
- FINANCIAL STATEMENT AUDIT AND ATTESTATION SERVICES

ASSURANCE

ACCOUNTING ADVISORY SERVICES

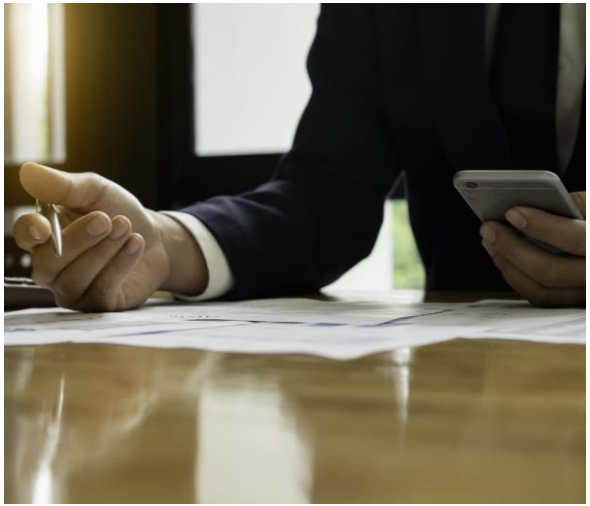
We have knowledge across financial reporting standards, including Indian Accounting Standards (Ind AS), International Financial Reporting Standards (IFRS) and the United States Generally Accepted Accounting Principles (US GAAP). Our professionals help ensure that your financial reporting obligations are fulfilled.

- Financial Accounting
- Accounting Policy Manuals
- Technical Training
- Complex Accounting Technical Memo
- GAAP Conversion
- Capital Markets Support

FINANCIAL STATEMENT AUDIT AND ATTESTATION SERVICES

With a growing importance on understanding a company's financial information, clarity, agility and reliability are imperative in the information. Leveraging our global expertise, our professionals offer clients an array of financial statement auditing, business consulting services and necessary certification services.

- Audits and Reviews of US GAAP/ IFRS/International GAAP Financial Statements
- Audits of US listed entities under PCAOB standards including SOX Attestation
- Audits of entities planning to go for US Listing (US IPO + SPAC)
- SOC I & SOC II Attestation
- Agreed-upon Procedures
- Audits of overseas subsidiaries (Finance Shared Service Centre) - Hub & Spoke Model
- Concurrent Audits



ASSURANCE
REPRESENTATIVE CLIENT CREDENTIALS

India's premier export finance institution established to enhance export, foreign trade, enhance economic growth by export credit

First time adoption of Ind-AS

Leading provider of end-to-end technology products and services for mortgage, consumer and commercial lenders in the US and abroad

Audit of US GAAP financial statements in accordance with ISA

A NASDAQ listed leading data engineering company that provides business process, technology and consulting services

Financial statement audit of NASDAQ listed US Domestic Registrant

India's largest energy conglomerate with roots planted way back in 1975 to accelerate power development in India

Financial statement preparation, support in implementation of the new leasing standard (Ind-AS 116) and related audit support

Leading Indian motion picture production and distribution company and one of the oldest companies in the Indian film industry

Review of complex accounting matters and support in SEC related financial reporting

A leading data analytics, technology and software solutions provider

Audit of US GAAP financial statements in accordance with ISA

Leading global provider of technology-enabled business process outsourcing solutions listed on the NYSE

Financial statement audit of NYSE listed US Domestic Registrant

An artificial intelligence enabled learning and engagement platform delivering mission critical learning outcomes for enterprises

Audit of US GAAP financial statements in accordance with ISA

TAX

TAX & REGULATORY SERVICES

Alongside business operations, companies are also required to stay on top of new developments and tax and regulatory issues arising from their operations. Our tax experts offer advisory across corporate, domestic and international tax specialisms backed by experience in advising companies to achieve their objectives.

INDIRECT TAX

TAX AND REGULATORY SERVICES

CORPORATE TAX SERVICES

Corporate taxation is an evolving subject which often surfaces during discussions with management and other stakeholders. Our professionals assist in resolving tax challenges while keeping up with the changing regulations.

TAX OUTSOURCING

Our team works with clients as their inhouse tax and transfer pricing team, to deliver on tax initiatives ranging from planning, execution, governance, compliance, tax risk management, litigation management, reporting and MIS. Taking hands-on charge of tax-related responsibilities, our teams enable clients to focus more on their business.

PRIVATE CLIENT SERVICES

Exclusively tailored to the need of high net-worth individuals, C-suite executives, their families, family offices, etc., we provide services ranging from accounting, tax, regulatory, compliance, structuring, estate succession planning. The focal point of our services is to provide our clients a personalised experience and adept solutions backed by technology.

GLOBAL EMPLOYER SERVICES

As companies expand globally, several cross-border implications arise for businesses where coordinating domestic and international tax laws carries significant risk. Our experts advise companies on tax and social security issues that may emerge as a result of employee mobility.

TRANSFER PRICING

The rising volume of intercompany transactions and regulations have made transfer pricing a leading risk. Our experienced experts handle complex advisory and structure assignments that mandate coverage of multiple tax jurisdictions globally including litigation and advance pricing agreements.

FINANCIAL SERVICES TAX

Our team provides value added services with a commercial approach based on profound industry experience and technical expertise covering structuring, advisory, tax & regulatory compliances, litigation support services to offshore & domestic funds, FPIs, banks, mutual funds, NBFCs, private qquity, Insurance companies and units in IFSC.

INTERNATIONAL TAX SERVICES

For MNCs, keeping up with new regulations, coordinating and complying with local laws is becoming a demanding challenge. Combining our technical expertise and global reach, the ITS team focuses on managing an MNC's growing global tax complexities.

TAX AND REGULATORY SERVICES
TEAM

MANOJ PUROHIT
Partner & Leader
Financial Services Tax
Mumbai

NABIN BALLODIA
Partner & Leader (North)
Delhi

PRANAY BHATIA
International Liaison Partner
Partner
Mumbai

RONY ANTONY
Partner & Leader
Corporate Tax
Bengaluru

AAKASH UPPAL
Partner & Leader (North)
Corporate Tax
Delhi

ABHAY PITALE
Partner
Pune

AMIT GANATRA
Partner
Kolkata

ASRUJIT MANDAL
Partner
Kolkata

DEEPA SURESH
Partner
Pune

KAMLESH DESAI
Partner
Mumbai

LALIT ATTAL
Partner
Bengaluru

MIHIR GANDHI
Partner
Bengaluru

NIRANJAN GOVINDEKAR
Partner
Mumbai

PRADEEP KASTHALA
Partner
Hyderabad

PREETI SHARMA
Partner
Delhi

RAGHUNATHAN PARTHASARATHY
Partner
Chennai

TAX AND REGULATORY SERVICES
TEAM

RAJIV BHUTANI
Partner
Delhi

VIJAY GILDA
Partner
Hyderabad

DEEPASHREE SHETTY
Associate Partner
Mumbai

KUNAL SHAH
Associate Partner
Mumbai

ARUN GUPTA
Director
Pune

DEEPA NIKIT
Director
Mumbai

DEEPAK MURARKA
Director
Mumbai

HARSHAL SUTARIA
Director
Ahmedabad

HEMLATA BHUNGARE
Director
Mumbai

VIDHI SETH
Director
Mumbai

VINAY DESHMANE
Director
Mumbai

TAX AND REGULATORY SERVICES

REPRESENTATIVE CLIENT CREDENTIALS

Largest shipping company in India

Tax litigation

India's first electronic securities depository

Tax compliance, Representation and Litigation support

Indian arm of the second largest fast food hamburger chain in the world

Tax retainership and Representation

India's largest manufacturer of cables and wires

Related party governance review

Government owned largest oil and gas explorer

Dividend remittance support and Tax certification

Indian conglomerate with global operations in EPC & real estate

Tax certification

Germany- based leading provider of medical devices

Tax retainership, Litigation support, Transfer pricing compliance

World's largest library of creative stock photos

Tax compliance

TAX

TAX & REGULATORY SERVICES

INDIRECT TAX

Our indirect tax team assists domestic and international companies on various indirect tax levies. We offer technology-enabled compliance services to assist companies in meeting their statutory obligations and provide advisory on complex issues/tax positions to bring tax certainty and efficiency in business models.

INDIRECT TAX

GOODS & SERVICES TAX (GST)

We advise companies on GST, compliances, transaction structuring, health check and refund related assignments. We also assist in the review and optimisation of input tax credit, reconciliation of input tax credit, vendor management, anti-profiteering related study and other GST policy advocacy & representation matters.

OTHER INDIRECT TAX SERVICES

We support companies in obtaining advance rulings, due diligence support, product linked incentive advisory & support as well as state industrial incentive advisory.

INDIRECT TAX ASSESSMENT & LITIGATION ASSISTANCE

We provide comprehensive representation and litigation support services in existing or potential legal proceedings before regulatory/governmental authorities. We also offer support related to one-time settlement schemes.

TAX TECHNOLOGY

Combining the knowledge of our tax experts with the experience of our technology team, our proprietary products are aimed at providing clients with a seamless digital transition.

The firm is also a registered GST Suvidha Provider (GSP), equipped to undertake all GST compliances.

CUSTOMS & INTERNATIONAL TRADE

We help businesses reduce international trade costs by efficiently managing import/export risks and establishing transparency in their cross-border transactions.

We assist in strengthening a company's global supply chain & unleashing its potential by identifying & obtaining FTP benefits and offering other compliance & advisory related support.

INDIRECT TAX
TEAM

GUNJAN PRABHAKARAN
Partner & Leader
Chennai

SMITA ROY
Partner & Leader (North)
New Delhi

ABHISHEK ANAND
Partner
Pune

BALACHANDAR N
Partner
Chennai

DINESH KUMAR
Partner
Kochi

KAMAL SHARMA
Partner
Pune

KARTIK SOLANKI
Partner
Mumbai

KRISHNA BARAD
Partner
Pune

MAULIK MANAKIWALA
Partner
Ahmedabad

PAYAL THAKER
Partner
Mumbai

RAJITHA BOORUGU
Partner
Hyderabad

SANDEEP PAREEK
Partner
Mumbai

SIDDHARTH TANDON
Partner
New Delhi

INDIRECT TAX
TEAM

JAYA AMARNANI
Associate Partner
Mumbai

KARTHIK M
Associate Partner
Bengaluru

PRABHSARAN SINGH CHADHA
Associate Partner
New Delhi

PRATIK SHAH
Associate Partner
Kolkata

ABHISHEK SINGHANIA
Director
New Delhi

DEEPTI ALEXANDER
Director
Bengaluru

MANSI GUPTA
Director
New Delhi

RAHUL DUTIA
Director
Ahmedabad

RAVINDRA MULIK
Director
Pune

SWATI AGARWAL
Director
Pune

SWATI NIKALJE
Director
Mumbai

VAIBHAV TALWAR
Director
New Delhi

INDIRECT TAX
REPRESENTATIVE CLIENT CREDENTIALS

One of the leading automotive company, band saw blades manufacturer

MOOWR compliance

A motion picture company

Setting up entity, Incorporating, SEZ set up, etc.

Company dealing with renewable energy products; Leading manufactures of car interiors in India

SVB

Engineering and ITES support entity for the global group entities

GST Refund claim support

World's leading producer of essential nutrients like vitamins; ITES Unit in Special Economic Zone

Compliance, Advisory and Litigation in the areas of Customs, Foreign Trade Policy, SEZ, GST and Pre-GST Indirect Taxes

Recruitment advisory (HR Consultancy), Multinational freight company and India's largest retail pharmacy

E-invoice solution

A leading provider of specialised digital transformation services, manufacturer and distributor of engine components

GST annual return and GST advisory

One of the leading infra players providing high-quality infrastructure and financial solutions to catalyse India's growth

Indirect tax retainer and litigation support

ADVISORY

BUSINESS ADVISORY SERVICES

Leveraging our global expertise and experience, our team of subject matter experts and industry professionals work with clients across sectors and industries to help them respond to the changing business environment. With deep analytic skills and state-of-the-art technologies, our professionals deliver customised and innovative solutions to clients across geographies.

DEAL ADVISORY SERVICES

BUSINESS ADVISORY SERVICES

RISK ADVISORY SERVICES

We support organisations in identifying and mitigating risks to avoid potential losses whilst at the same time help them leverage risks to seize opportunities for value creation and competitive advantage. Our team of experts help embed robust governance, meet risk and compliance requirements across processes and technologies and enable improvements in operating effectiveness.

GOVERNMENT ADVISORY

We assist governments and public sector companies in addressing complex issues through focused advisory, implementation, project management and in monitoring of third-party services in the areas of e-governance, infrastructure and citizen services.

MANAGEMENT CONSULTING

We assist clients on various facets of business transformation and operational excellence which typically lead to revenue and profitability improvement. We help multi-lateral agencies, social developmental institutions and stakeholders with agri-products and defining health care sector programmes.

SUSTAINABILITY & ESG

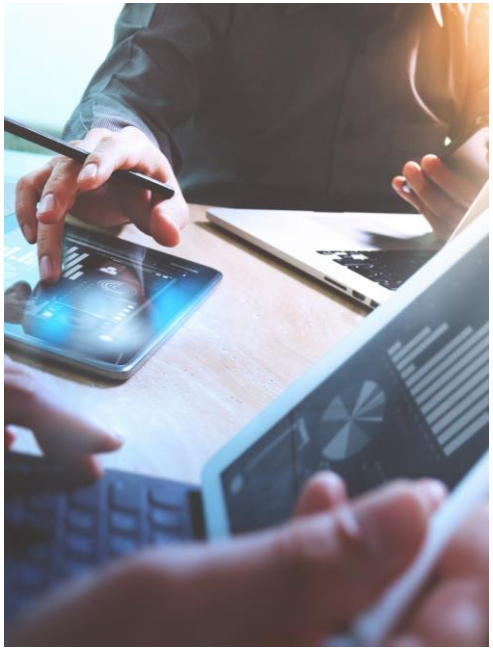
Our passionate team of experts help companies define sustainability and ESG priorities and chart the agenda for future-proofing businesses. We advise on integrating sustainability across functions and assist governments, bi-laterals and multi-laterals on sustainable development and climate action programmes.

FORENSICS

We engage in transforming data into insights, our professionals guide clients through a crisis, fraud, regulatory investigations, etc. and advise them on strategies to prevent and mitigate the disruption arising from these complex matters.

IT RISK ADVISORY & ASSURANCE

Our services are designed to help companies identify and mitigate IT risks effectively, by enabling them to build resilience and meet the needs of the evolving landscape securely. We also assist in complying with various IT regulatory requirements, setting up security & compliance frameworks and testing IT controls impacting financial statements/external audits.



BUSINESS ADVISORY SERVICES
TEAM

LAV GOYAL
Partner & Head
Business Advisory Services
Delhi

RISK ADVISORY SERVICES

ARJUN MEHTA
Partner & Leader
Risk Advisory Services
Delhi

HIREN UPADHYAY
Partner & Leader (West)
Risk Advisory Services
Mumbai

BALASUBRAMANIAN NARAYANAN
Partner
Risk Advisory Services
Chennai

GAUTAM KHETAN
Partner
Risk Advisory Services
Delhi

PANKAJ GUPTA
Partner
Risk Advisory Services
Delhi

PRASHANTH KINI
Partner
Risk Advisory Services
Hyderabad

SUNEEL LUDHANI
Partner
Risk Advisory Services
Mumbai

TARUN KHER
Partner
Risk Advisory Services
Delhi

VISHAL SHAH
Partner
Risk Advisory Services
Mumbai

ANKIT GAUTAM
Director
Risk Advisory Services
Delhi

BUSINESS ADVISORY SERVICES
TEAM

CHARHT BRAR
Director
Risk Advisory Services
Bengaluru

CHIDGHAN S KHANDEKAR
Director
Risk Advisory Services
Delhi

DEEPAK DADHICH
Director
Risk Advisory Services
Mumbai

SARANSH JOLLY
Director
Risk Advisory Services
Delhi

SUMIT AGARWAL
Director
Risk Advisory Services
Delhi

VIKAS AGARWAL
Director
Risk Advisory Services
Mumbai

VINOD KORANGA
Director
Risk Advisory Services
Mumbai

GOVERNMENT ADVISORY

ADITYA SHUKLA
Partner
Government Advisory
Bengaluru

ANURAG SRIVASTAVA
Partner
Government Advisory
Delhi

ASHISH GANGRADE
Partner
Government Advisory
Mumbai

ANIRUDH GUPTA
Director
Government Advisory
Delhi

SHRADDHA BHARDWAJ
Director
Government Advisory
Delhi

BUSINESS ADVISORY SERVICES
TEAM

FORENSICS

AMIT MEHER
Partner
Forensics
Mumbai

AMIT KHANDELWAL
Partner
Forensics
Delhi

RATNASANKAR AKELLA
Associate Partner
Forensics
Hyderabad

ADITYA FATEHPURI
Director
Forensics
Mumbai

BHUSHAN LUNAVAT
Director
Forensics
Mumbai

DEEPAK NAGPAL
Director
Forensics
Delhi

JIGAR VED
Director
Forensics
Mumbai

SUSTAINABILITY & ESG

DIPANKAR GHOSH
Partner & Leader
Sustainability & ESG
Delhi

INDRA GUHA
Partner
Sustainability & ESG
Delhi

BUSINESS ADVISORY SERVICES
TEAM

IT RISK ADVISORY & ASSURANCE

VIKAS BANSAL
Associate Partner
IT Risk Advisory & Assurance
Delhi

MANAGEMENT CONSULTING

SOUMYAK BISWAS
Partner
Management Consulting
Kolkata

SANIL MHATRE
Director
Management Consulting
Mumbai

DR. DHRUBAA GHOSH
Director
Management Consulting
Delhi

SATYAM MODA
Director
Management Consulting
Kolkata

RISK ADVISORY SERVICES

We aim to enhance internal business operations by identifying and mitigating business risks and potential threats. Our approach is to provide business solutions to address gaps by analysing and understanding the organisation's landscape of policies, procedures, risks, controls as well as strategic objectives.

We apply our four-step approach of Diagnostic, Evaluation, Design and Testing to provide independent and unbiased reports to highlight areas of improvement whilst ensuring compliance with regulations.

SERVICE OFFERINGS

- Internal Audit
- Governance Risk & Compliance
- Third Party Assurance
- Risk Analytics

RISK ADVISORY SERVICES
REPRESENTATIVE CLIENT CREDENTIALS

A leading global FMCG company's Indian business

Internal audit

Indian e-commerce marketplace that offers home and personal care services

Internal audit, Internal financial control, Standard operating procedures

The largest retailer and manufacturer of footwear in India

Internal audit

An Indian dairy cooperative society based in Gujarat

Internal audit

An integrated logistics player

Enterprise risk management

A global passenger car maker

Dealer & Service centre audit

One of the fastest growing real estate companies in India

Designing of Standard operating procedures (SOPs) and Delegation of authority

Indian multinational paint company

Concurrent audit of shared services and data analytics of all transactions of shared services

GOVERNMENT ADVISORY

Our Government Advisory services encompass the usage of efficient governance principles and technology solutions with sustainable and strategic insights.

Our experienced team of professionals with in-depth knowledge of public sector transformation solutions provides “Concept to Realisation and Sustenance” services over the entire lifecycle of projects covering – Project Report Preparation, Procurement Assistance, Technology Transition & Transformation, Implementation support, Verification and Validation services.

SERVICE OFFERINGS

- Consulting Services
- Data Analytics and Emerging Technologies
- Public Sector Cyber Security Services
- Software Development and System Integration

GOVERNMENT ADVISORY
REPRESENTATIVE CLIENT CREDENTIALS

Zoo authority of a state government in India

Project management and SLA verification work for surveillance, network and public addressing systems

Multiple public sector banks in India

VAPT, Application security, Secure code review, Configuration assessment, App performance review and recommendations

A public sector unit in infrastructure finance

Development of procurement & CSR policy

Leading public sector steel producer

Manpower assessment and organisation transformation consultancy services

Medical and Health department of a large state

End-to-end transaction advisory services

Umbrella organisation for operating retail payments and settlement systems in India

Comprehensive cyber security services

An oil & gas state PSU

Consulting services for evaluation of bid of ongoing RFP for ERP project

Nodal agency for IT/ITES services in a large state

Third party audit and SLA monitoring of state-wide area network

FORENSICS

We provide insights to organisations across various sectors enabling them to address high-stake matters involving government inquiries, forensic audits, accounting malpractice, anticorruption & regulatory compliance, whistle-blower allegations, etc.

Our subject experts help investigate alleged fraud or misconduct, measure the financial implications of disputes and find ways to manage the risk with all the sensitivity and urgency required during the course of the engagement.

SERVICE OFFERINGS

- Investigations
- Ethics & Compliance
- Dispute Advisory and Litigation Support
- Forensic Technology Solutions
- Lender Assurance
- Investigative Due Diligence

FORENSICS
REPRESENTATIVE CLIENT CREDENTIALS

South Korean multinational conglomerate

Investigative due diligence and Quantification of loss

Leading private banks in India

Forensic audits and NPA investigations for the financial services industry

A Japanese multinational electronics corporation

Forensic investigation on whistle-blower allegations, pertaining to malpractices and ethical misconduct by the senior management

Indian multinational corporation providing information technology & outsourcing services

Computer forensic investigation procedures to determine if a parting personnel deleted any data or tampered with the target device

A major law firm

Fact finding in business and financial accounting practices in a real estate company in course of arbitration proceeding

Apex institution in the financial sector in Sri Lanka

Investigation on the irregularities in the issue of treasury bonds by the public debt department of the institution

Select regulatory authorities of India

End-to-end digital forensic support to the Income Tax department, SEBI, NSE, BSE, Serious Fraud Examination Office & Central Bureau of Investigation

One of the largest branded jewellery retailers in the world

Forensic audit to ascertain the money trail and establish whether any fund diversion and/or siphoning of funds had taken place

SUSTAINABILITY & ESG

We advise and support organisations in managing sustainability, ESG and climate risks and optimising opportunities through appropriate diagnostics, benchmarking and development of strategy and roadmaps. With extensive experience in supporting the government, bi-lateral and multilateral agencies on policy, assessments, decision-making, programme design, implementation and review, we are well poised to support local, regional and cross-border sustainability initiatives and climate actions.

Our experience-backed multi-disciplinary team of professionals with provides unique insights and solutions for the sustainable transformation of businesses.

SERVICE OFFERINGS

- Sustainability/ESG
  - Strategy
  - Disclosure
  - Capacity Building
  - Performance Improvement
  - Risk & Resilience
- Sustainable Finance
- Sustainable Supply Chain
- Low-carbon Pathway
- Non-financial Assurance
- Sustainable Health Care

SUSTAINABILITY & ESG
REPRESENTATIVE CLIENT CREDENTIALS

An Indian multinational conglomerate in agriculture machinery

Sustainability maturity assessment, sustainability strategy, transition to Integrated Reporting

A ports and logistics conglomerate

ESG roadmap, integration into enterprise risk and sustainability disclosure

A leading multinational telecom company

Assurance of sustainability and climate disclosure, SBTi target setting and path to net-zero

A pharmaceutical major

ESG materiality analysis, gap assessment and roadmap

A leading cement manufacturing company

Supply chain sustainability framework; ESG performance improvement on select rating frameworks

An Indian multinational automotive manufacturing company

GHG accounting, SBTi target setting and roadmap

A global consumer products company

Climate risk and scenario analysis; climate reporting

A diversified financial services company

ESG materiality analysis, gap assessment and roadmap

IT RISK ADVISORY & ASSURANCE

In today's dynamic environment, Information Technology security is a growing concern that is facing businesses world over.

Our focused portfolio is designed to help organisations manage their IT risks effectively, by enabling them to build resilience and meet the needs of the evolving landscape safely and securely.

SERVICE OFFERINGS

- Information Technology General Controls (ITGC)
- IT Process Design and Development
- Data Protection Officer (DPO) Services
- Data Privacy Solutions
- Information Security Management System (ISMS)
- Segregation of Duties (SoD) Support and Audit
- Enterprise Resource Planning (ERP) Post Implementation Review

IT RISK ADVISORY & ASSURANCE

REPRESENTATIVE CLIENT CREDENTIALS

A leading online travel company

Readiness assessment and implementation of GDPR, UK DPA & Swiss DPA

Leading Business Process Outsourcing company

ISO 27001 assessment and ISMS framework development

A leading SaaS product development company

Preparation of ISMS framework and its implementation across 10 countries

Leading Data analytics and Research company

DPO Services

Emerging technology based Non-Banking Financial Company (NBFC)

Development of IT Policy and Procedures in the post covid scenario

Platform based real estate company

Readiness assessment of IT Act 2000 and IT Rules 2011 and personal data protection

Leading sensor, Software and Autonomous solutions company

Preparation of ISMS framework and its implementation

Multinational Heating, ventilation, and air conditioning (HVAC) company

SoD review

MANAGEMENT CONSULTING

We assist marquee private, public and social development clients in engagements across multiple dimensions of planning, implementing, transforming and managing initiatives and programmes.

We support clients across areas of business transformation with a focus on customers, products and channels, cost optimisation, implementation of planned strategy, project management as well as policy design/ review and transaction advisory.

We also offer health care advisory aligned to priorities and programmes of governments, multi-lateral and developmental institutions and corporates (CSR).

SERVICE OFFERINGS

- **Strategy & Operations**
  - Revenue & Profit Improvement
  - Policy Formulation & Evaluation
  - Trade & Investment Promotions
  - Program Management
- **Healthcare Advisory**
  - Health Systems Management
  - Public Health and Nutrition
  - Sustainable Health Care
  - Hospital Operations & Quality

MANAGEMENT CONSULTING
REPRESENTATIVE CLIENT CREDENTIALS

A leading tea producer in India

Validation of medium strategy for the client including ranking of its tea estates based on financial projections to suggest possible revenue augmentation measures

A leading gems and jewellery player with global operations

Sales transformation assistance for the client's Indian and global operations covering customer experience enhancement, dead stock management, omni channel strategy, same store sale growth and implementation to double topline in next 3.4 years

A leading commodity board of India

Design of Vision 2030 for the client covering focus policy areas required to achieve higher domestic consumption, exports, quality production, livelihood for planters in the industry

Multilateral agencies involved in health systems strengthening

Decision support systems and Assessment of various health programmes like Adolescent health, Nutrition, Maternal and Child health, Immunization etc. Strengthening various tiers of health facilities. Encouraging private sector investment on public health

A leading conglomerate in East India

Diversification strategy for the client to enter a new business opportunity across consumer/ B2B/ Industrial Segment

A leading packages staples player

Vision formulation and assistance in enhancing channel and salesforce effectiveness through design of salesforce structure, channel structure, territory mapping, alignment of channel with salesforce and KPIs

Policy review and strategy for health system strengthening

Strengthening the policies on various health programmes in Southeast Asia and Africa Review and recommendations for robust Health National Adaptation Plans

Bilateral agencies and NGOs working on Sustainable Health Care

Assessment of health care facilities on emerging issues like climate resilience and environmental sustainability in South , Southeast Asia. Global sector reviews on market sizing on safe water enterprises, biomedical waste management

ADVISORY

BUSINESS ADVISORY SERVICES

DEAL ADVISORY SERVICES

Our process establishes the risk profile for an investment and supplements the validation of business assumptions and valuation benchmarks being used. Based on the verification of records, interactions with key persons and extensive analysis of data, we highlight potential risks and liabilities and provide key inputs for structuring transactions.

DEAL ADVISORY SERVICES

BUSINESS RESTRUCTURING SERVICES

We provide robust Restructuring and Insolvency services including advisory to secured lenders/ creditors dealing with stressed/ distressed situations, management of insolvency cases, end-to-end advisory for restructuring plans, assessment of the financial health of the companies, etc.

CORPORATE FINANCE AND INVESTMENT BANKING

We provide all solutions related to the corporate finance requirements of a company, from capital raising to M&A advisory and stressed asset resolution. Our team of professionals with expertise across sectors provides tailored advice and end-to-end support to each business.

STRATEGY & COMMERCIAL DUE DILIGENCE

We specialise in providing in-depth commercial understanding of various businesses. We help understand and analyse the attractiveness and sustainability of the business model, evaluate the future cash flows and financial forecasts and indicate the potential risks by reducing the often-inherent information asymmetries.

FINANCIAL DUE DILIGENCE

We carry out a detailed review based on verification of records and meetings conducted with key persons, along with an extensive analysis of data and information, completely focused on your deal objectives. We identify, understand and communicate key value drivers, risks, and the opportunities that matter most to your deals.

VALUATIONS

We help companies identify, measure and realise the value of their assets by providing independent and well-supported valuations. We have robust valuation procedures which are aligned with globally accepted practices and consider a 360-degree view of the requirements of valuation.

M&A TAX AND REGULATORY

Each transaction, internal or external and M&A activity needs to be structured appropriately taking into consideration the ever-evolving tax & regulatory environment. Our experienced team helps organisations structure and implement these transactions in a tax efficient and regulatory compliant manner.

DEAL VALUE CREATION

We work with companies to resolve key challenges and deliver maximum value from M&A transactions. Our team focuses on optimum value extraction from the deal to help enable strategic growth through better integrated and operationalised M&A, JVs and alliances.

DEAL ADVISORY SERVICES
TEAM

SAMIR SHETH
Partner & Head
Deal Advisory Services
Mumbai

BUSINESS RESTRUCTURING SERVICES

BHRUGESH AMIN
Partner
Business Restructuring Services
Mumbai

DEVENDRA PRASAD
Partner
Business Restructuring Services
Mumbai

SANJEEV JALAN
Partner
Business Restructuring Services
Mumbai

SUNDARESH BHAT
Partner
Business Restructuring Services
Mumbai

SUPRIYO CHAUDHURI
Partner
Business Restructuring Services
Kolkata

SUTANU SINHA
Partner
Business Restructuring Services
Kolkata

SALONI KOTHARI
Associate Partner
Business Restructuring Services
Mumbai

ASIT KUMAR DAS
Director
Business Restructuring Services
Kolkata

BALAKRISHNAN A.
Director
Business Restructuring Services
Mumbai

SIDDHARTH MATHUR
Director
Business Restructuring Services
Mumbai

YASH MORE
Director
Business Restructuring Services
Kolkata

DEAL ADVISORY SERVICES
TEAM

CORPORATE FINANCE AND INVESTMENT BANKING

ASHISH BAGADIA
Partner
Corporate Finance and Investment Banking
Mumbai

KIRAN CHONKAR
Partner
Corporate Finance and Investment Banking
Mumbai

MAULIK SANGHAVI
Partner
Corporate Finance and Investment Banking
Mumbai

SAPNA RAO
Associate Partner
Corporate Finance and Investment Banking
Mumbai

MITHUN BANERJEE
Director
Corporate Finance and Investment Banking
Mumbai

RAJORSHI ROY
Director
Corporate Finance and Investment Banking
Delhi

SAHIL DEDHIA
Director
Corporate Finance and Investment Banking
Mumbai

DEAL VALUE CREATION

KUNAL GALA
Director
Deal Value Creation
Mumbai

DEAL ADVISORY SERVICES
TEAM

FINANCIAL DUE DILIGENCE

AKHILESH PANDEY
Partner & Leader
Financial Due Diligence
Mumbai

GAUTAM DAYALDASANI
Partner
Financial Due Diligence
Chennai

JEETU BAIRATHI
Partner
Financial Due Diligence
Delhi

K M PRABHU
Partner
Financial Due Diligence
Bengaluru

RAHUL MURARKA
Associate Partner
Financial Due Diligence
Mumbai

HASHIKESH BHAMMAR
Director
Financial Due Diligence
Mumbai

KAVEET DESAI
Director
Financial Due Diligence
Mumbai

DEAL ADVISORY SERVICES
TEAM

M&A TAX AND REGULATORY

ANISH SHAH
Partner
M&A Tax and Regulatory
Mumbai

HARRY PARIKH
Partner
M&A Tax and Regulatory
Mumbai

NITESH MEHTA
Partner
M&A Tax and Regulatory
Mumbai

VALUATIONS

LATA MORE
Partner & Leader
Valuations
Mumbai

MANDAR GADKARI
Partner
Valuations
Mumbai

SWANAND DESHPANDE
Partner
Valuations
Mumbai

PRATIK BHANDARI
Director
Valuations
Bengaluru

SUJAY PAI
Director
Valuations
Mumbai

BUSINESS RESTRUCTURING SERVICES

Our trusted team of advisers comprising of highly qualified and experienced finance, accounting and legal professionals, industry and forensic experts along with sector specialists and bankers offer end to end advisory from initiating to implementing restructuring plans, assessment of financial health of the companies.

We are market leaders with a PAN India presence providing stakeholders with 360-degree turn-around and restructuring services and solutions and an IBBI registered insolvency professional entity.

SERVICE OFFERINGS

- Turn Around Services & Crisis Management to Stabilisation
- Insolvency Services
  - Corporate Insolvency
  - Liquidation
  - Personal Insolvency and Bankruptcy
- Debt Restructuring and Resolution Advisory
- Post Merger Integration Services
- Liquidity, Working Capital and Operational Advisory
- Agency for Special Cash Monitoring

BUSINESS RESTRUCTURING SERVICES
REPRESENTATIVE CLIENT CREDENTIALS

HANDLED DEBT OF OVER INR 1,60,000 CRORE UNDER IBC

We have managed several successful corporate insolvencies and plan implementations, as well as successfully conducted going-concern sales in liquidation processes

FROM RBI'S DIRTY DOZEN

Bhushan Power & Steel Limited

IRP, RP and resolution plan implementation support

ABG Shipyard Limited

IRP, RP and liquidation support

Jyoti Structures Limited

IRP, RP and resolution plan implementation support

OTHER MARQUEE CASES

IVRCL Limited

IRP, RP and liquidation support

Sterling Biotech Limited

IRP, RP support

Rohit Ferro Tech Limited

IRP, RP support

JBF Petrochemicals Limited

IRP, RP support

S. Kumars Nationwide Limited

RP support

CORPORATE FINANCE AND INVESTMENT BANKING

Drawing on years of experience, our team of Corporate and Investment Banking professionals provide comprehensive solutions across the gamut of Corporate Banking. Comprising of M&A specialists, senior bankers, predictive modelling and research consultants and sector experts, our team is well structured to provide bespoke solutions for every situation.

SERVICE OFFERINGS

- Private Equity Fund Raising
- Private Equity Exits
- Mergers and Acquisition advisory
- Debt advisory
- Stressed Asset Advisory Services

CORPORATE FINANCE AND INVESTMENT BANKING

REPRESENTATIVE CLIENT CREDENTIALS

Large operator in the wood panel products space catering to both Indian and international markets

Advised a large Tanzanian group for acquisition of a company manufacturing laminates, wooden boards and veneers

Fund raising for hydro power company

Advised on fund raising to a hydro power generation company for its fund raising from leading Singapore based investor

First green field port in Maharashtra being developed under a 50 year "Build, Own, Operate, Share & Transfer " Concession Agreement signed with Maharashtra Maritime Board under IBC

Advised the consortium of lenders on negotiations and sale of port concession rights

One of India's leading manufacturers and turnkey solution providers in the diverse domains of telecom & defence, power, solar, infrastructure

Closed the sell-side transaction

COC advisory for a large thermal power sector company

Concluded sell-side advisory of a large thermal power sector company

Leading global supplier of window, door and façade systems

Buy-side advisory for acquisition of a leading façade manufacturer in India

One of the largest manufacturers of edible oil in India

Sell-side advisory of a large refined oil company for evaluation and closure of transaction

Buy-side advisory under IBC

Advised on a joint resolution plan of two pharma companies for acquisition of another pharma company under IBC

STRATEGY & COMMERCIAL DUE DILIGENCE

We understand complex business environments and our experts are adept with the latest trends and business evaluation approaches. We help organisations conduct a thorough study and provide comprehensive solutions to enable them to conduct their operations effectively. Our process establishes the risk profile for an investment and supplements the validation of business assumptions and valuation benchmarks being used.

We aim to analyse the attractiveness and sustainability of the target's business model, evaluate the future cash flows and financial forecasts and indicate the potential risks by reducing the often-inherent information asymmetries.

SERVICE OFFERINGS

- Business Feasibility and Viability
- Strategy and Market Scoping
- Commercial due diligence for Deals

STRATEGY & COMMERCIAL DUE DILIGENCE

REPRESENTATIVE CLIENT CREDENTIALS

A large private sector bank

Conducted select portfolio review of a large private sector bank

Advisor to lenders of a road company in Chhattisgarh

Techno economic viability assessment of the business model of an operating road project

Electric vehicles- strategy and market research

Market research and advisory for clients in 3-wheeler and electric bus segments

South India based leading steel fabrication industry

Advised a leading PE on its proposed investments in a steel fabrication company

Raw cashew nuts processing unit in Vietnam

Carried out techno-economic feasibility study of the proposed raw cashew nuts processing unit in Vietnam

Large fiber asset company with pan-India optic fiber cable network

Analysis of financial assumptions and acceptability of the pricing as per the revenue contract entered with related parties

One of the leading Engineering, Procurement and Construction company in India

Techno economic viability study on the resolution plan submitted by a leading EPC company for one time restructuring under COVID-19 resolution framework

Large operator in automobile industry

Advised an automotive and industrial lubricant manufacturing company in India for acquisition of a strategic minority stake in an auto servicing and component manufacturing company

DEAL VALUE CREATION

Deals must be approached as part of a clear strategic vision and with a comprehensive value creation plan that also prioritises people and culture. It's important to identify capabilities to protect and maximise value from the deal upfront.

We offer end-to-end transaction advise and support, helping your business identify, quantify and deliver full deal value, with greater speed, insight and confidence. We help clients accelerate the transition and achieve rapid integrations that fully realise the desired synergies and allow them to return to a "business as usual" environment as quickly as possible after a deal.

SERVICE OFFERINGS

- Post-merger Integration & Day 1 Readiness
- Divestitures and Carve-out
- Synergy Assessments and Realisation
- Project Management Office (PMO)

DEAL VALUE CREATION
REPRESENTATIVE CLIENT CREDENTIALS

Large private sector bank

Post-acquisition integration of financial services entity across multiple functions like operations, IT, compliances, HR, legal, risk management, etc.

Global pharmaceutical company

Disentanglement of the pharmaceutical and consumer businesses in India

Multinational company into manufacturing of building components

Post merger integration support for enabling seamless merger of processes, client deliverables, plant utilisation, etc.

Leading network of super specialty hospitals

Assessed business automation and revenue enhancement potential by building a blueprint for integration of proposed measures across various business processes

Large operator in the wood panel products space

Pre-acquisition integration and strategy assessment for a large Tanzanian group investing in India

Leading hospital in Mumbai

Pre-acquisition synergy assessment and market mapping

Diversified infrastructure company

Process re-engineering including new technology adaptation and development of costs optimisation strategy

Major retail company

Business transformation of the finance function and building of a digital roadmap

FINANCIAL DUE DILIGENCE

Our process establishes the risk profile for an investment and supplements the validation of business assumptions and valuation benchmarks being used.

We carry out a procedure review based on the verification of records and meetings conducted with key persons, along with an extensive analysis of data and information. We not only verify compliances and highlight potential risks and liabilities but also provide key inputs for structuring your transaction. We identify, understand, and communicate key value drivers, risks and opportunities that matter most to your deals.

SERVICE OFFERINGS

- Advice on Transaction Agreements
- Closing Review
- Financial and Tax Due Diligence (pre-investment)
- Post-investment Diligence/ Monitoring
- Vendor Due Diligence
- Vendor Assistance

FINANCIAL DUE DILIGENCE
REPRESENTATIVE CLIENT CREDENTIALS

A billion-dollar global enterprise company primarily engaged in manufacturing of trucks, tractors, vehicles, etc.

Financial and tax due diligence on 2 start-up companies, 1 engaged in optimising energy solutions and the other engaged in agro based predictive data analytics using aerial imagery and remote sensing

World's leading distributor in specialty chemicals for agrochemical, fertiliser formulations segment, etc.

Financial and tax due diligence and structuring support in connection to acquisition of distribution segment of several Indian companies

Well-known American venture capital firm that works with startups in seed, early and growth-stage investments

Financial and tax due diligence on 8 start-up companies engaged in agri-finance, e-commerce, healthcare technology, SaaS companies

Major player in the impact sector and one of the world's largest impact investors

Financial and tax due diligence, valuation and tax structuring services to FMO in connection with their investment

A large Indian based conglomerate with a wide range of businesses ranging from Power to IT

Financial & tax due diligence on 2 Australian companies & 1 Kenya based company engaged in providing IT solutions & services; Vendor due diligence on 2 large thermal projects of an Indian multinational conglomerate and construction company aggregating 2,400 MW

The investment arm of a leading Indian internet technology company that partners with upcoming start-up companies

Financial, tax and secretarial due diligence on 10-12 start-up companies engaged in technology sectors such as med-tech, ed-tech, AI interface, etc.

A well-known consumer-centric venture fund regarded as one of the strongest analytical minds

Financial and tax due diligence on 8-10 companies mainly engaged in consumer-oriented businesses

A global private equity platform

Worked on 6 transactions across varied sectors including e-pharmacy, financial services, urban transportation, etc.

M&A TAX AND REGULATORY

There is a paradigm shift in the perception of investors and this transformation has made the transactions and M&A space volatile and complex. Each transaction and M&A activity needs to be structured appropriately keeping the ever-evolving tax and regulatory considerations in mind.

Our team's solution driven approach helps organisations structure these transactions appropriately and add value.

SERVICE OFFERINGS

- Corporate Structuring
- M&A Deal Advisory and Support
- Cross Border Transactions
- Exchange Control & Regulatory Services
- Promoter Restructuring & Succession Planning
- Employee Stock Option Plan (ESOP) Services

M&A TAX AND REGULATORY
REPRESENTATIVE CLIENT CREDENTIALS

IATA certified corporate travel arm of India's top travel Company

End-to-end deal assistance for sellers, including transaction documentation support

A multinational organisation in the media and entertainment sector

End-to-end assistance in structuring, negotiation and formation of Joint Venture in India

NBFC providing financing options to entities involved in cleantech space

Assistance in obtaining Non-Banking Finance Company License

Promoter group/ family having diversified business

Succession planning advisory

Leading public sector mutual fund house in India

Structuring advisory in relation to acquisition of asset management rights

An Indian conglomerate in the infrastructure sector

Tax and Regulatory advisory on debt restructuring options

Credit fund into alternative space

Tax and regulatory advisory in relation to acquisition of a company pursuant to Corporate Insolvency Resolution Process

One of the leading multinational organisations in the pharma and healthcare sector

Regulatory assistance for shareholding restructuring and compounding process

VALUATIONS

We help companies identify, measure and realise the value of their assets by providing independent and well-supported valuations. We have robust valuation procedures which are aligned with globally accepted practices.

Our team of professionals possesses extensive delivery capabilities, deep financial and valuation related knowledge, robust industry expertise. Our Valuation process considers a 360-degree view of the requirements of valuation.

SERVICE OFFERINGS

- Business/Equity Valuation (Including regulatory and IBC valuations)
- Financial Reporting (IND-AS,US GAAP,IFRS)
- Intangible Asset/Brand Valuation
- Tangible Asset (Technical - Valuation & Assessment)
- InvIT & REIT Valuation
- Arbitration & Dispute Valuation

VALUATIONS
REPRESENTATIVE CLIENT CREDENTIALS

Indian multinational automotive manufacturing company

Valuation for merger of step-down subsidiary engaged in electric vehicle business

India's leading healthcare/ pharmaceutical company

Valuation - Divestment of non-core brands

Indian conglomerate with significant presence in fashion, supermarkets, insurance, logistics, FMCG etc.

Share swap ratio for merger of group entities in the composite scheme of arrangement for acquisition of stake by an Indian multinational conglomerate company

India's leading real estate companies

Share swap ratio for the merger of one of South India's leading real estate group with India's leading real estate company – one of the largest real estate deal in India

One of India's largest integrated ports and logistics company

Share swap ratio for consolidation of the aforesaid companies

Private InvIT having investments in SPV's operating toll projects in India

Valuation of InVIT projects engaged into operations of road infrastructure projects In India

Largest power generation company in India aimed at providing uninterrupted power supply from its plants located across India

Valuations of land parcels owned by group company

Leading general insurance companies of India

Share entitlement ratio for the demerger of the non-life insurance business of one company to another

BUSINESS SERVICES & OUTSOURCING

We provide global and domestic companies with a range of accounting, advisory and compliance services to support growth and cater to the evolving business needs. Our teams offer operational efficiencies through streamlined working processes resulting in cost optimisations.

BUSINESS SERVICES & OUTSOURCING

GLOBAL OUTSOURCING

We offer outsourcing services to organisations in and outside India, enabling our clients to remotely manage international operations with the full benefits of local governance. We offer:

- F&A Outsourcing
- Payroll Services
- AR Collection Services
- HR Services
- Carve Out Support

FINANCE AND ACCOUNTING OUTSOURCING

We help businesses understand their costs, revenue and opportunities and focus on core business operations. We offer:

- Accounting, Financial Reporting, planning & analysis
- CFO Services
- Finance Transformation
- Fixed Assets Management Services
- Fund Accounting
- Retiral Benefits

HUMAN RESOURCE OUTSOURCING

Leveraging industry knowledge and extensive experience, we provide HR outsourcing services to our clients, thus enabling companies to focus on their core business activities.:

- Recruitment
- External Staffing
- Learning and Development
- Global Mobility Services
- HR Consulting Services
- Retiral Benefits Administration

PAYROLL MANAGEMENT AND COMPLIANCE SERVICES

Payroll processing is a critical, but time-consuming activity. We act as a one-stop-shop for all Payroll related aspects. With our expertise along with a technology backed platform, we extend to clients:

- Payroll Management
- Statutory Compliances
- Labour law Compliances
- ESS

SECRETARIAL SERVICES & COMPLIANCE MANAGEMENT

Our experts have in-depth knowledge and skill in the corporate secretarial space and are experienced in providing bespoke services to organisations of all sizes.

- Incorporation & Post Incorporation
- Secretarial Services
- Special Projects

SHARED SERVICE CENTRE SERVICES

We act as a catalyst in an organisations business process change towards achieving economies of operations, reduce back-office expenses and achieve better organisational efficiencies. We offer our expertise through the following models:

- Captive Setup
- Build/Operate and Transfer
- Transfer to Third Party

BUSINESS SERVICES & OUTSOURCING

REPRESENTATIVE CLIENT CREDENTIALS

German chemical company and the second largest chemical producer in the world

Finance and Accounting services, HRO and Payroll across 3 countries

American worldwide manufacturer of lifting and material-handling products

Contract staffing services for Africa

Singapore based engineering services and product design company

Finance and Accounting services and Payroll across 7 countries and growing

Indian start-up providing smart automation and digital solutions for BFSI industry

Finance and Accounting services and Payroll

German multinational pharmaceutical and life sciences company and one of the largest pharmaceutical companies in the world

Finance and Accounting services, HRO and Payroll across 9 countries

A German global provider of personnel services, HR services and HR management

Due diligence study for payroll processing

Indian start-up providing value added services for mobile operators

Tax compliance services for 15 countries

Indian software development company

Payroll services for 2 countries

BUSINESS SERVICES & OUTSOURCING
TEAM

SURENDRA CHOUDHARY
Partner & Head
Business Services & Outsourcing
Mumbai

JATIN MEHTA
Partner
Finance & Accounting Outsourcing
Mumbai

MRADUL SHARMA
Partner
Finance & Accounting Outsourcing
Delhi

RAVINDRA JOSHI
Partner
Global Outsourcing
Mumbai

SACHIN MENON
Partner
Global Outsourcing
Pune

SUMIT JUNEJA
Partner
Global Outsourcing
Mumbai

VIJAYKUMAR GOPALAN
Partner
Global Outsourcing
Bengaluru

VIRENDRA JAIN
Partner
Finance & Accounting Outsourcing
Mumbai

KAPIL GUPTA
Associate Partner
Global Outsourcing
Mumbai

MANNU KHANDELWAL
Associate Partner
Secretarial Services and Compliance Management
Delhi

RAJIV NAIR
Associate Partner
Shared Services & Outsourcing
Bengaluru

RAVI LONKAR
Associate Partner
Payroll Management & Compliance Services
Pune

SAMEER BHAT
Associate Partner
Human Resource Outsourcing
Delhi

BUSINESS SERVICES & OUTSOURCING
TEAM

TEJAS VORA
Associate Partner
Finance & Accounting Outsourcing
Hyderabad

ABHIJIT INAMDAR
Director
Finance & Accounting Outsourcing
Mumbai

DIVYA DEWAN
Director
Finance & Accounting Outsourcing
Bengaluru

GIRISH GOSWAMI
Director
Finance & Accounting Outsourcing
Delhi

HARSIMRAN K PUNJ
Director
Finance & Accounting Outsourcing
Delhi

JENISH SHAH
Director
Finance & Accounting Outsourcing
Mumbai

NAMRATA SHAH
Director
Finance & Accounting Outsourcing
Pune

PINKESH AVLANI
Director
Global Outsourcing
Mumbai

SARANG KHARDEKAR
Director
Global Outsourcing
Pune

SHILPA TIWARI
Director
Global Outsourcing
Mumbai

SUMIT R AGARWAL
Director
Finance & Accounting Outsourcing
Mumbai

SWATI GANDHI
Director
Finance & Accounting Outsourcing
Pune

DIGITAL SERVICES

DIGITAL SERVICES

Digital is a dominant force disrupting well-established business models and making operations more efficient and complex too. Leveraging modern technologies, we support organisations through their digital transformational journeys and help uncover new growth avenues and build better customer experiences.

TECHNOLOGY PRODUCTS AND SOLUTIONS

DIGITAL SERVICES

DIGITAL STRATEGY & TRANSFORMATION

A business' digital transformation needs a clear definition of objectives. Our experts help managements strategise and manage complex digital transformation programmes.

- Digital Strategy
- Innovation Strategy
- Digital Transformation Office
- Business Technology Alignment
- Vendor/ Software Selection

CYBER SECURITY

We help organisations through their cyber security journey, enabling them to build resilience and meet the needs of the evolving landscape safely.

- Security & Governance
- Protection & Privacy
- Enablement & Culture
- Emerging Technology
- Detection & Response

BUSINESS ANALYTICS

We help unlock the value of data by understanding a business' requirements, building the data foundation and generating insights by leveraging both traditional and AI technologies.

- Data Strategy & Management
- Data Analytics
- Artificial Intelligence
- Finance, Risk & Compliance Data Analysis & Automation

BUSINESS PROCESS MANAGEMENT

We help businesses visualise user journeys and underlying business processes for an omnichannel, customer-centric, digital experience.

- User Journey Transformation
- Business Process Reengineering for Automation

DIGITAL SOLUTIONS

Our experts help build the right architecture and applications for organisations and help them in their technology journeys from project inception till GO-LIVE.

- Application Development
- Automation (RPA)
- Enterprise Resource Planning (ERP)
- Cloud Services
- CRM

DIGITAL SERVICES
TEAM

DIGITAL TRANSFORMATION

DHEERAJ TOSHNIWAL
Partner / Digital Transformation
BDO Digital
Pune

AVINASH SABHNANI
Partner / Digital Transformation
BDO Digital
Delhi

CYBER SECURITY

SAUMIL G SHAH
Partner/ Cyber Security
BDO Digital
Bengaluru

VIRENDRA SINGHI
Partner/ Cyber Security
BDO Digital
Mumbai

AKSHAT GAIROLA
Associate Partner/ Cyber Security
BDO Digital
Hyderabad

NIPUN JASWAL
Director/ Cyber Security
BDO Digital
Delhi

DIGITAL SERVICES
REPRESENTATIVE CLIENT CREDENTIALS

A leading global services company

Automation and dashboarding assessment to reduce the management reporting effort by 30%

Leading Indian financial services company

Conducted a system study, identified gaps and developed and implemented the recommended solution

A high growth non-banking financial services company

Finance functional transformation and implementation of Microsoft Business Central

A leading global outsourcing and technology services company

Workflow automation for account payable process

A leading non-banking financial services company

Future state architecture definition to support 5X growth in loan book

A leading automotive finance company

Analytics solution to improve recoveries and reduce defaults

A leading healthcare company

Management KPI definition and dashboard development using Power BI

A leading corporate training house

Business case for online marketplace for learning industry

DIGITAL SERVICES

REPRESENTATIVE CYBER SECURITY CREDENTIALS

The third largest private-sector bank in India

Application Security Testing, Vulnerability Assessments, Vendor Risk Assessments, Desktop Audit, Internal Audit

A large oil and gas conglomerate in Saudi Arabia

Third party security assessments

Leading asset management company in India

Cyber security and System audit as per SEBI requirements

Several multinationals outsourcing companies with offices in US and India

SOC 2 Type I and Type II Attestations

An umbrella organisation for operating retail payments & settlement systems in India

IT system audit

Large UAE based Bank

Application security and Controls assessment

Provides life insurance solutions to individuals, groups and corporate clients in India

Cybersecurity audit, ISNP audits

A leading long-term life insurance provider in India

RPA security assessment, Cyber security audit, Cloud security audit

BDO DIGITAL

DIGITAL SERVICES

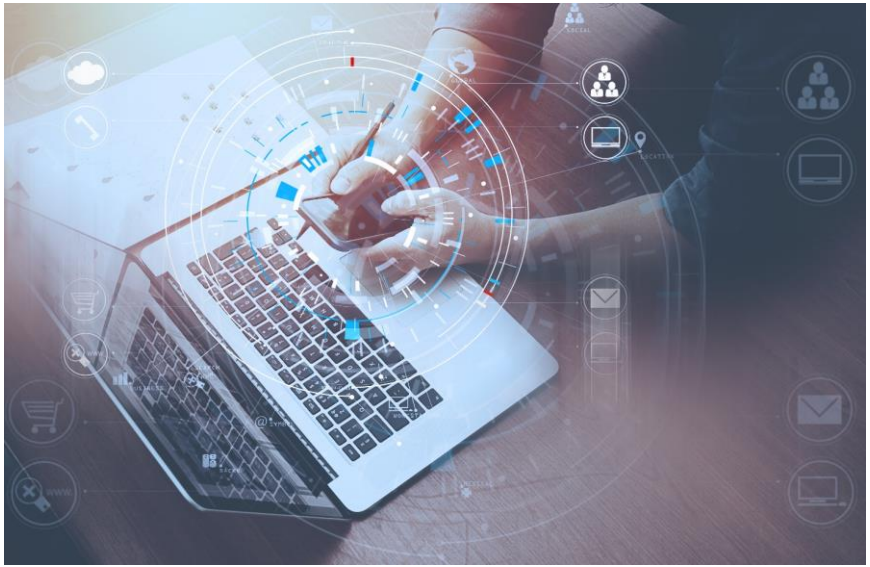
TECHNOLOGY PRODUCTS AND SOLUTIONS

Rapid growth and adoption of technology has helped transform the operations of various business functions. Backed by our tech and domain experts, our products and solutions are designed to help businesses transform their core functions with innovative solutions, thus enabling them to accelerate their growth journeys.

TECHNOLOGY PRODUCTS AND SOLUTIONS

Designed with an objective to enable businesses to digitise, automate and integrate their tax, finance, accounting and assurance requirements, our portfolio of products and solutions enables companies to pace their digital transformation agenda efficiently. The portfolio is designed to:

- Manage compliances timely and accurately
- Monitor and track compliance assessments, litigations and assurance risk
- Decision making and exceptional analytics
- Integrate with ERP systems and other software tools
- Reduce costs and provide real-time information to all stakeholders
- Contribute to the environment by reducing/eliminating the use of paper



TECHNOLOGY PLATFORM SOLUTIONS AND SERVICES

A focused and integrated portfolio of modern and open technology solutions developed by domain, business and technology experts, leveraging years of business experience and expertise.

- GST, Einvoice & E-way bill compliances
- TDS and Corporate Tax
- Customs duty - Incentives and Benefits
- Reconciliations
- Tax Litigation
- Tax Compliance Tracker
- Global Tax Solutions
- Connectors & Integrations
- Automation and BOTs
- Analytics – Tax, Finance and Accounting
- Vendor/Customer solutions
- Managed services

**Technology products and solutions are offered through BDO India Technology Solutions Pvt. Ltd. (BITS)*

TECHNOLOGY PRODUCTS AND SOLUTIONS
TEAM

SHASHIDHAR JAYARAMAN
Chief Business Officer
Tax Tech & Outsourcing
BDO Digital
Mumbai

KASHYAP TRIVEDI
Chief Product &
Strategy Officer / BITS
BDO Digital
Mumbai

PARIJAT PARIMAL
Partner & Sales Lead
Large Accounts / BITS
BDO Digital
Delhi

RAHUL AGGARWAL
Partner & Tax Tech
Lead / BITS
BDO Digital
Delhi

NIKHIL DHARIWAL
Associate Partner / BITS
BDO Digital
Mumbai

AJAY KUMAR
Director / BITS
BDO Digital
Mumbai

ARPIT VERMA
Director / BITS
BDO Digital
Mumbai

BASANT SAHU
Director / BITS
BDO Digital
Mumbai

DHARMENDRA PANIGRAHI
Director / BITS
BDO Digital
Mumbai

JATIN JAIN
Director / BITS
BDO Digital
Delhi

TEJAS MEHTA
Director / BITS
BDO Digital
Mumbai

TECHNOLOGY PRODUCTS AND SOLUTIONS

REPRESENTATIVE CLIENT CREDENTIALS

A heavy engineering company

Tax automation business case

A leading pharma giant

Tax Litigation

A British automotive marque

AI, ML and Cognitive Services

A leading global visa processing services company

Workflow automation for account payable process

Leading Indian financial services company

Conducted a system study, identified gaps and developed and implemented the recommended solution

A global business travel company

E-invoice

Leading home furnishing company

Custom business solutions

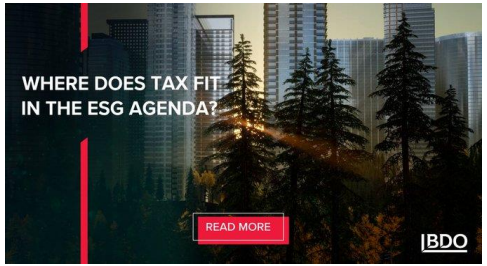
A leading furniture retailer

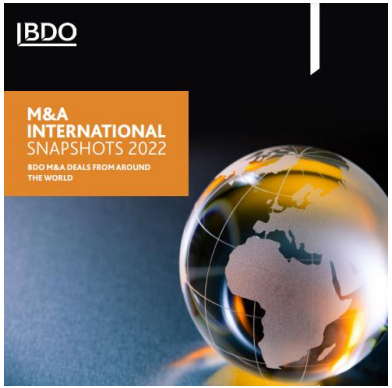
Tax compliance transformation

THOUGHT LEADERSHIP

THOUGHT LEADERSHIP
BDO GLOBAL INSIGHTS

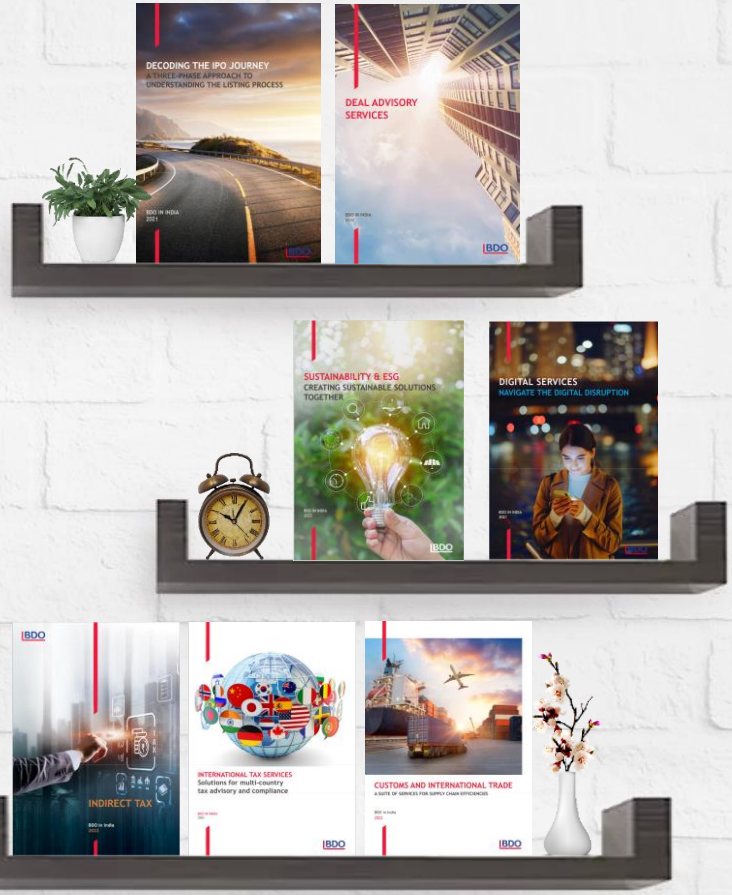
Bringing in perspectives from around the globe, we produce content that assists our readers in making informed decisions. Our publications focus on latest developments and brings views from experts world over and also offer tailored advisory for specific markets.





To read more, visit BDO Global Insights

THOUGHT LEADERSHIP
INDIA INSIGHTS



Our publications focus on critical topics and amendments that impact businesses not only in India but globally as well. Each publication is curated with an aim to provide our readers with comprehensive information and a holistic understanding of latest business trends, developments and areas that could impact business operations.

CORPORATE PUBLICATIONS

Our publications offer a diverse perspective on tax, accounting, advisory and economic subjects with insights on challenges and potential solutions

ALERTS

Our timely alerts capture recent updates in the accounting, tax and regulatory space, along with our experts summarising the impact of these critical updates on the business

WEEKLY DIGEST, NEWSLETTERS AND JOURNALS

Our scheduled publications provide updates and developments on tax, deals and accounting along with insightful views from experts on trending topics in the industry

INFORMATION DOSSIERS

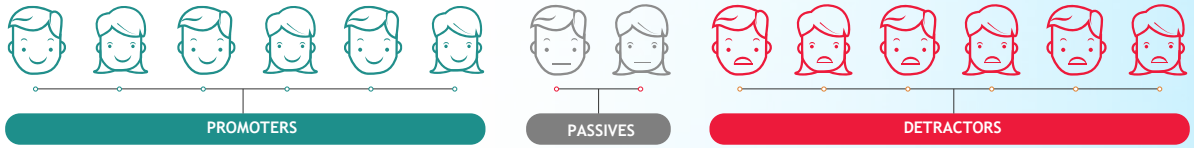
Read our subject specific information dossiers for a deeper understanding of a topic and how we can help make a difference to your business

To read more, visit BDO India Insights

WHAT OUR CLIENTS SAY

CLIENT SATISFACTION SURVEY

NPS PROGRAMME



PROMOTERS	-	DETRACTORS	=	NPS
66		6		60

Net Promoter Score (NPS) is a metric used to evaluate & improve customer loyalty. It echoes the likelihood of a customer's recommendation;

BDO in India scored an NPS of **60**

CLIENT SATISFACTION SURVEY

TRIM INDEX

PERFORMANCE

100

PREFERENCE

80

TRIM INDEX

91

$$\frac{\text{PERFORMANCE (101)} + \text{PREFERENCE (80)}}{2} = \text{TRIM INDEX (91)}$$

Excellent performance for us is a pre-condition for good relationships
but needs to be transformed into a preference for our brand.

The TRI*M Index covers both dimensions in one KPI and best reflects the strength of client relationships

CLIENT TESTIMONIALS
REPRESENTATIVE

ROHIT CHANDAK
CFO
Ayana Renewable Power Private Limited

The team is always ready to turnaround deliverables at a short notice, which is often required given the M&A landscape. They are also very diligent and thorough in their work and have deep knowledge and insight on structuring matters. The team provides an adequate balance between a compliant deal structure and being tax efficient.

VIKAS JAIN
Head - Internal Audit / Information Technology
Hinduja Leyland Finance and Hinduja Housing Finance

We really enjoyed working with the team and want to thank you all for your professional and congenial nature through the audit. Thanks to everyone for bringing their expertise and experience to the table and engaging in such fruitful, constructive, and open exchanges throughout the assignment. It really reflects the continuous engagement, high quality of debates and acknowledges that a lot of ground was covered across the various work streams.

Special thanks to the team for their unconditional support on engagement, report finalisation and help in action closure which really adds value to the organisation.

Private and Confidential

CLIENT TESTIMONIALS
REPRESENTATIVE

ARCHITA BHATTACHARYYA,
Head - HR & Admin
Air Water India Private Limited

Air Water India has been associated with BDO India for the last 2 years and the journey till now has been extremely smooth. Right from assisting us with onboarding the expatriate employees to securing their FRRO, payroll processing, filing their taxes and subsequent returns, name it and Team BDO India delivered it brilliantly and well within timelines. My special thanks to the team who facilitated our understanding of expat management, without which we could not have functioned, my heartfelt thanks to BDO India. I thank the engagement Partner for the constant check-ins, this helped plug gaps whenever necessary. It's been simply amazing to have BDO India as our partner.

KIM GILL
Sr. Manager, Tax and Property Accounting
ESRI R&D India

Doing business in India is highly complex. BDO India has been a valued business partner in helping us navigate the often overwhelming and challenging environment. They are proactive about informing us about tax law changes and have been key in keeping our company tax compliant in India. I would highly recommend BDO India to anyone doing business in India.

SVETLANA EFREMOVA
Financial controller
Dyninno India LLP

Dyninno is an international group of companies working in many countries and we have been using BDO India services since the start of our operations in India in 2019. We have engaged BDO India for various services like incorporation of legal entities, registration with various authorities, consultations on a number of tax and statutory accounting issues.
The engagement partner and his team have always been very attentive to all our queries and have always responded professionally and quickly. This enabled us to make our first steps in the Indian business environment with ease and confidence. Without a trusted partner like BDO India it would be difficult for us to start the operations so quickly after entering the market. I would definitely recommend BDO India to anyone who is looking for professional services combined with personal approach and attention to details.

Private and Confidential

CLIENT TESTIMONIALS
REPRESENTATIVE

MANO MURTHY
Executive Vice President
Attivo Network Security India Private Limited

I am very pleased to be writing these few words about our relationship with BDO India. We have been involved with the firm for many services including but not limited to income tax, transfer pricing, BIS certification, GST, since 2014 when they set up our India subsidiary structure and incorporated us. I have been involved with various teams at BDO India and I am really impressed with the breadth of expertise as well as the depth within each area. They have been very easy to work with and I can be confident that they have given us the right advice in every area that we have worked with them on. I would certainly recommend BDO India to any company of any size

SIDDHARTH BORKAR
Partnerships & Alliances, Mahindra Group
Mahindra Airways Limited

The Team did an exceptional job during the entire due diligence process, delivering outstanding service in a very short time span.They have repeatedly provided quality services in a cost and time efficient manner

MEHR DEEN
Global Tax Manager
Mothercare Plc

We have always found the partner and his team at BDO India to be professional, knowledgeable and very approachable. They did an excellent job of keeping us informed on compliance related issues through-out the tax year and made useful suggestions to improve our tax compliance processes. The team is always available over the phone, and they frequently update us on the changes in the Indian Tax legislation. BDO India's response is timely, and they often exceed our expectations. We feel we are in very capable hands

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CLIENT TESTIMONIALS
REPRESENTATIVE

Srivathsan Ranganathan
Director Finance
Armstrong International

The Partners and their teams have displayed strong subject knowledge of direct and indirect taxes. We have been able to keep ourselves abreast of the changes specifically applicable to our industry and its implications on our company. BDO India started with a small engagement and have now been assigned with complete compliance responsibilities of our organisation. Kudos to their commitment and swiftness in response, not forgetting their proactive approach

RAJESH
Senior Manager Finance
Mystifly Consulting (India) Private Limited

Overall, it has been a good experience working with the BDO India team. We got a good understanding on the subject matter through personal meetings and telephonic discussions with the team. They helped us in every aspect related to taxation such as document drafting, data compilation, computations, overseas tax implication etc. We had a good working relationship with the team, as they were available and prompt in addressing any query. It was good to have BDO India as our tax consultants and we thank them for their services.

Jim Ward
Global Controller
3Pillar Global

We have been working with BDO India since 2017 & we are very happy with their professionalism and industry knowledge. Their devotion to client service has impressed us to no end. No matter what the issue, BDO has been our solid business partner in India. We have expanded our work with them each year & have come to rely on them as if they were our employees.

3PILLAR GLOBAL

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CLIENT TESTIMONIALS
REPRESENTATIVE

SRIVIDYA RAVI
Sr Manager Finance
SMS Integrated Facility Services Private Limited

Engaging with BDO India for monthly compliances has always given us confidence. They are always available for suggestions whenever approached for. Recent notifications and updates are circulated and brought to our notice proactively.

Senior Compliance Officer
Statkraft (India)

BDO India has been a trusted business advisor and partner, consistently and seamlessly supporting my work area during COVID times. The engagement level of senior members at BDO India is commendable.

UJJAL KUMAR
Tax Manager
Atlassian India LLP

The BDO India tax team has been really prompt from day 1 and the entire team is very well updated and knowledgeable. The team has been on spot with the monthly, quarterly and annual compliances. We have never missed a due date and have always been compliant with the local laws. We have always got the proper guidance from the team whenever we are going to make a decision that impacts us at a large scale or otherwise. Atlassian India LLP has worked with BDO India for around 3 years and the journey has been really smooth and the entire team has been very accomodating throughout. We would recommend BDO India to other entities for their tax solutions.

EDWARD
Finance Manager

I have been working closely with the team for a few years, and they have provided excellent services to us. We are a foreign company operating in India, and it is very difficult to comprehend all areas of local regulations to ensure compliances. The team has provided us with comprehensive tax services to help us through in our operations in India. Not only do they assist us with tax filing, but often go the extra mile and alert us about issues that we could get ourselves into trouble with. If there is anything new in the regulations that we should be aware of, they also alert us so we can prepare ourselves ahead of time. Furthermore, they spend time and effort to review transactions with us and guide us. This not only helps our operations in India, even our clients appreciate it.
I appreciate the services the BDO India tax team has provided us, and most importantly I am thankful to all the members for their guidance. I would definitely recommend BDO India's tax team to others, particularly for those foreign companies trying to enter the Indian market.

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For queries regarding our services, please get in touch with us

For any other comments or feedback, kindly write in to marketing@bdo.in

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Pune – Office 2
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Chowk, Model Colony, Shivaji Nagar
Pune 411016, INDIA

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