



A member firm of ARTHUR ANDERSEN

# Capability Statement Financial Reporting & Compliance



# About The Firm

**35+ Years of  
experience**

**15+ Partners  
& Directors**

**500+  
Clients**

**More than 150  
Professionals**



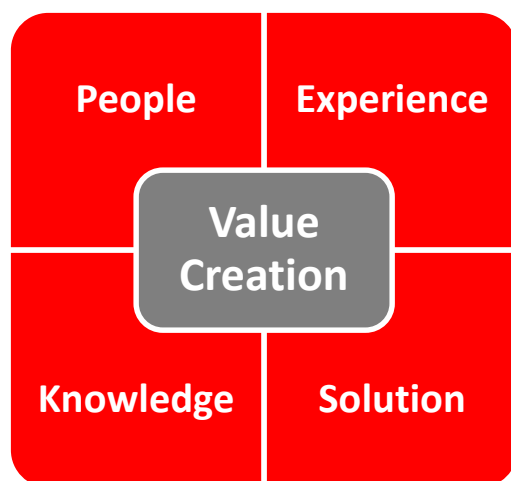
**Associate offices in Chennai &  
Chandigarh**

- **Diverse Mix of Professionals:**  
Employees include CA's, MBA's, CPAs, CS's, CIA's, Lawyers, Engineers and IT professionals.
- **Young team with Experienced Senior Management**
  - Experienced management team with each Partner / Director having **15+ years of experience** in respective sectors.
  - Employees with **mix of consulting (Big 4 / large accounting firm) and industry experience.**
  - Average age of employees below **30 Years.**
- **Providing Services in different areas:**
  - M&A Advisory
  - Asset Management
  - Operations & Risk Consulting
  - Financial Reporting & Compliance

# About The Firm

## OUR VALUES

- Effective, Practical and Timely solutions for client problems
- Demonstrate deep industry knowledge
- Be proactive and responsive
- Highest professional ethics and standards
- Motivate and retain high quality professionals
- Promote and focus on innovation and continuous improvement



## OUR FOCUS

Acquisory assists clients ranging from global enterprises to small and middle market companies that are both publicly held or privately owned, as well as large, mid and small-cap private equity firms, corporate management and boards of directors.

We provides specialist advice for a range of sectors. With a personal, partner-led approach, more than 35 years of experience have taught us that an understanding of the structure and practices of your industry is critical to providing the services you need to reach your goals.

Acquisory applies its capabilities across industries, with dedicated expertise in below industries:

- |                                  |                        |
|----------------------------------|------------------------|
| ▪ Real Estate & Construction     | ▪ Private Equity Group |
| ▪ Infrastructure                 | ▪ Retail Industry      |
| ▪ Manufacturing                  | ▪ Telecommunication    |
| ▪ Media and Entertainment        | ▪ Insurance            |
| ▪ Healthcare and Hospitals       | ▪ Education            |
| ▪ Hotel, Hospitality and Leisure | ▪ Service industry     |

# Our Services Portfolio

Our professionals bring a structured approach to each and every assignment, with a unique set of objectives, requiring specific priorities, designed to deliver the best results. With a widespread and detailed understanding of operations, our professionals are able to rapidly formulate and execute practical solutions in complex business problems / environments by:

- Obtaining in-depth business / industry understanding
- Collating all facts and getting them right
- Planning and partnering
- Analyzing and diagnosing the problem
- Identifying practical solutions
- Supporting and leading
- Establishing a self-sustaining organization

## M&A Advisory

- Deal Structuring / Negotiation
- Buy Side / Sell Side Advisory
- Due Diligence
- Valuations
- M&A Integration
- Corporate Finance

## Asset Management

- Portfolio Management
- Strategic Advice
- Finance Management
- Dispute Resolution and Litigation Management
- Exit advise & maximization of investor Returns

## Operations & Risk Consulting

- Internal Audit
- Risk Management
- IFC Review
- DAS Audit
- Compliance Management
- Process Improvement
- Cost Reduction
- Working Capital Optimization
- Data Analytics
- Physical Verification
- Forensics

## Financial Reporting & Compliance

- Accounting & Reporting
- Secretarial
- Tax Consulting (Direct & Indirect)



**M&A  
Advisory**

**Asset  
Management**

**Operations  
& Risk  
Consulting**

**Financial  
Reporting &  
Compliance**



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# Our Financial Reporting & Compliance Portfolio

We believe in delivering practical, effective and implementable advice, having full context and relevance to business or commercial problem. Our professionals understand transactions, business nuances and therefore can go beyond the specific tax or regulatory issue to develop a solution that works. We firmly believe that we will be able to retain and grow with our clients only when we are able to provide such advice consistently, from engagement to engagement, from one year to the next.

In current business environment, tax and regulatory is much more than compliance planning and needs to be utilized as a competitive edge. Smart corporations have identified tax & regulatory as a separate function with identified goals to contribute to business and financial performance.

The company's ability to manage tax and regulations can directly impact its valuation. Our suite of services has been designed maximize value by implementing a strategy for future growth.



# Accounting & Reporting

Our Accounting Support Services are designed to support clients right from initial set up of finance function, to support routine accounting / reporting requirements and to support any change management due to compliance with regulatory changes like GAAP, Taxation etc.

- **Setting up and managing finance function** - We have a three phased approach:



- **Regulatory compliance** – including Companies Act, Direct & Indirect Taxes and Employee related regulations
- **Accounting support** – including management reporting support; and
- **Payroll services** – including expatriate taxation
- **Change management** – Our GAAP specialists support organizations with management of changes due to regulatory changes like IFRS etc. Our typical approach entails the following:



*Our Accounting / Reporting Services are customized / designed to provide solutions to any of our clients needs*



# Secretarial

Our services are customized in accordance to your specific requirements. We assist you from the very initial processes of company establishment to company maintenance process etc. Our Services are divided into two parts:

## **Pre Incorporation**

- Consultancy for formation of foreign companies in line with FDI policy and guidelines
- Obtaining licenses/clarification's/regulatory approach from RBI/FIPB/ROC and others
- Setting up of Branch Office/Liaison office/Project office/Joint Ventures/Wholly owned subsidiary/LLP and their compliance
- Obtaining Direct Tax and Indirect registration numbers such as pan, service tax etc.
- Formation of companies including Section 8 Companies (Non Profit Making organization)

## **Post Incorporation**

- Representation to Registrar of Companies / Regional Director / Company Law Board / RBI / MCA and other regulatory bodies
- Advise on various matters under the Companies Act, 1956 and 2013. Assisting in winding-up of companies / LLP's including striking of names through Fast Track Route
- Compliance under Companies Act,2013
- E-Filing of Documents with MCA and all Annual Filings
- Event based transactions such as getting company name changed, share transfers, appointment or removal of directors / KMP, getting charges registered, extension of time for holding AGM and it's compliance etc.
- Maintenance of statutory records prescribed under Companies Act, 2013
- Internal Audit of Portfolio Managers/Stock Broker/Trading Member/Clearing Member/Credit Rating Agency/Depository Participants
- Secretarial and Share Capital Audit
- Due Diligence

***WE WANT OUR CLIENTS TO FOCUS ON THEIR BUSINESS AND LEAVE THE REST TO US***



# Tax Consulting

## Direct Tax

### Corporate Tax Advisory

- Entry strategy from a tax and regulatory perspective
- Optimum use of corporate tax incentives
- Tax-planning strategies for profit and dividend repatriation
- Help resolve uncertain tax positions

### Tax Compliance

- Advising on withholding tax obligations on payments
- Obtaining no-objection certificates
- Helping during tax audit by revenue authorities
- Providing representation services
- Obtaining advance rulings

### Tax Representation

- Representing the companies matter before the respective appellate authorities
- Making written submission in discussion with companies personnel wherever necessary

## Indirect Tax

### Advisory

- Analyzing a transaction from Service tax and VAT perspective to provide opinion
- Planning strategies to minimize VAT and Service Tax Liability

### Others

- Filing of Service tax, VAT and CST returns for clients
- Assistance during Service tax audit and VAT Audit
- Assisting in complying with statutory provisions
- Assistance in making applications
- Review services for compliance with Excise and Customs provisions

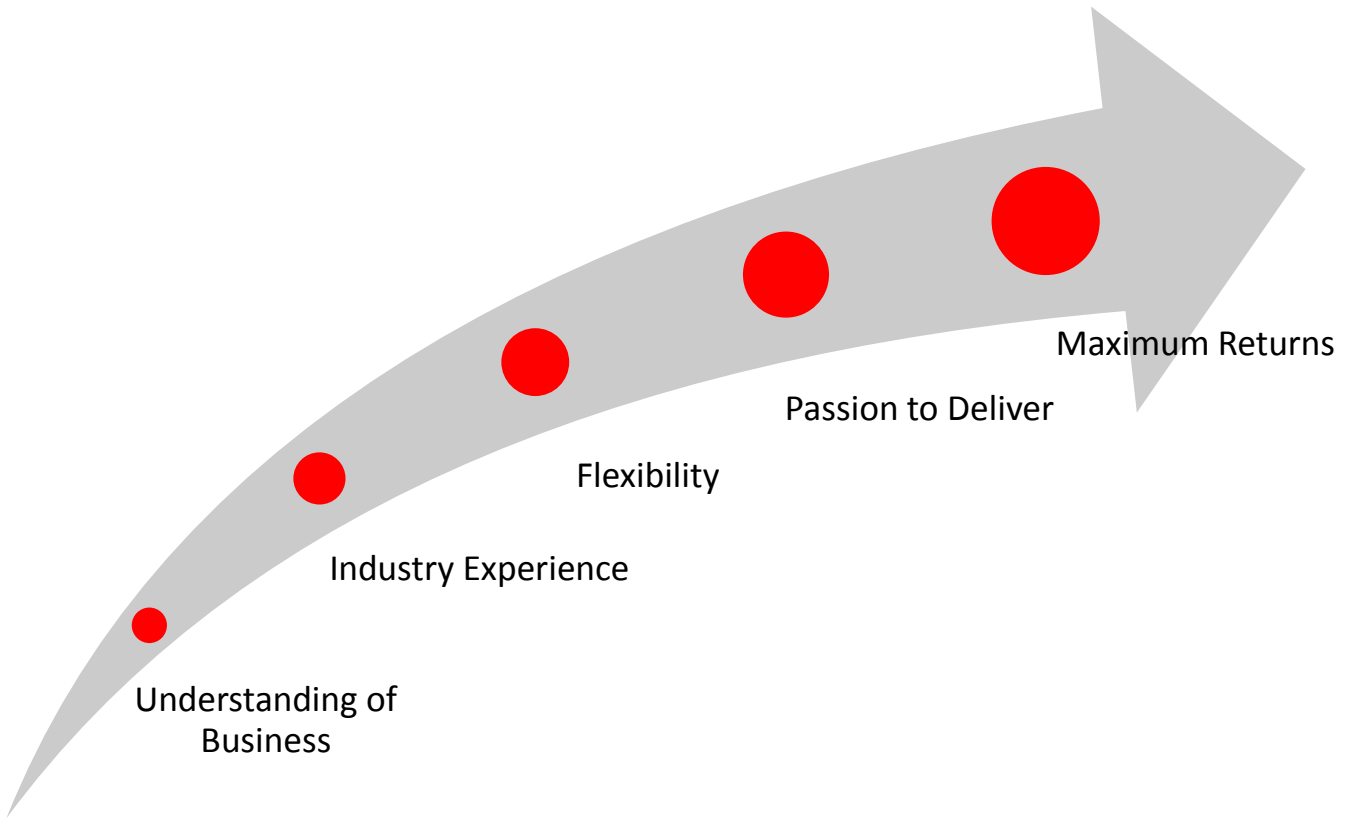
### Representation

- Assisting clients in hearing before Service Tax and Sales Tax appellate authorities
- Representing clients before appellate authorities
- Making written submission after discussion with companies personnel wherever necessary

# Why Us?

## Acquisory Strength

Acquisory was founded in 2010, by highly credentialed and experienced professionals, from PricewaterhouseCoopers, Arthur Andersen and Protiviti. The management team amongst themselves represent extensive experience in specialized services across M&A Advisory, and Operations & Risk Consulting. We work together to provide expertise to our clients



*We will put our best foot forward to ensure maximum returns.*

*We care more than other think is wise....*

*We dream more than other think is practical....*

*We expect more than other think is possible....*

# Alliances and Awards

## Alliances

- **MGB** is our assurance partner. For more than 35 years, MGB has been offering a comprehensive set of assurance, taxation and consulting services.
- Acquisory is a member firm of **Arthur Andersen**. Arthur Andersen is based in Chicago and formerly one of the "Big Five" accounting firms.
- **Acquisory Real Estate Investment Advisory (AREIA)** is a subsidiary of Acquisory, which offers comprehensive services to all stakeholders in the Real Estate industry.



## Awards

- Acquisory received the award of "M&A Advisory Firm of the Year" in 2013.
- Acquisory received the award of "Due Diligence Experts of the Year" in 2014.
- MGB is amongst the **Leading Tax Firms** in India as per International Tax Review's World Tax 2015 ratings.



# Firm Credentials



# Select Team Credentials

*Our experience spans across business, operations, processes, accounting, and transactions; providing services to private equity firms, hedge funds and strategic corporate acquirers, partnering with them through the entire deal continuum.*

- Amtek
- Actis
- AIG
- Avendus
- Avaya
- Bharti
- British Gas
- Bhilwara Energy
- Bharat Starch
- Bausch & Lomb
- Baer Capital
- Ballarpur Industries
- BJ Services
- Citibank
- Cadim
- Caltex
- Castrol
- Crompton Greaves
- Clearwater Capital
- DB Realty
- DCM Shriram
- Dorling Kindersley
- Deutsche Bank
- DE Shaw
- Electrolux
- Edelweiss Capital
- Essel Group
- Federal Mogul
- Flexituff
- Fortune Brands
- General Electric
- Grasim
- Gem India Advisors
- Hewlett Packard
- Hitachi
- Hutchison
- HCL Group
- Helion
- Idea
- Indus Towers
- ILFS
- India Prepaid (Oxigen)
- ICICI Ventures
- Indian School of Business
- Jagatjit Industries
- Jindal Drilling
- Jubilant Organosys
- Kalpataru
- Kotak
- Kuoni
- Larsen & Toubro
- Lucent Technologies
- Maruti Udyog
- Maersk
- Mahindra
- Monnet Ispat
- Max Bupa
- Medcover India
- Milkfood
- New York Life
- Nadathur Investments
- NIIT
- Norwest Venture Partners
- Nuance
- OCS
- Oberoi Group
- Pernod Ricard
- Perot
- Pacific Alliance
- Rabo Bank
- Reliance Capital
- Cerestra
- Standard Chartered
- Sun Group
- Sanawar School
- Sachsen Fonds
- Star TV
- Sony
- Scandent
- Skillsoft
- Shell
- SITQ
- SRF
- S N Power
- Solvay
- Sumitomo
- TATA Teleservices
- Trinity Capital
- TV 18
- Temasek
- Tupperware
- Vedior
- Wachovia
- Welspun Group
- Wipro
- Woodstock School
- ZEE Group

# Our Selected Team

**Sumchit Anand**

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**Sumchit** is a Managing Director, leading the M&A Advisory practice for Acquisory, India. Sumchit is a Chartered Accountant by qualification with over 20 years of experience with PricewaterhouseCoopers, Ernst & Young and Protiviti.

His risk consulting experience spans through Asset Management, Sox Compliance, Process Reviews, Setting Up and Management of Finance Functions and Internal Audit. In his last assignment he set up and led the M&A risk advisory practice for Protiviti in India. His transactions experience includes advising and assisting large Private Equity funds and Strategic investors in their investment activities by providing comfort on their proposed investments and helping achieve their commercial and strategic objectives.

**Jeenendra Bhandari**

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**Jeenendra**, is a director with over 17 years of experience. He, is a Fellow member of the Institute of Chartered Accountants of India and a Certified Public Accountant from Delaware, United States. He has worked with Arthur Andersen at Mumbai.

His focus is Tax advisory and structuring and he provides inputs from Indian as well as International tax perspective. His experience spans across advisory, due diligence, valuations, assurance and structuring. He also shares the responsibility for the ongoing development of the firm's practice. Jeenendra has worked across industry segments including - Manufacturing, Real Estate, Infrastructure, IT & ITES, Healthcare, Automobile and Media & Entertainment.

# Our Selected Team

**Divya Vij**

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**Divya** is a Director in the Operations Consulting practice of Acquisory. A Chartered Accountant by qualification, Divya has over 18 years of experience including over 11 years with PricewaterhouseCoopers in India. She has also worked in the UK practice of PwC on a secondment and managed some large relationships in the UK. She has expertise in Operations Consulting, Process Assurance & Evaluation, Internal Audits and Accounting & Reporting.

Divya has worked across Industries including Information Technology, Manufacturing, FMCG, Hospitality, and Education.

**Sandeep Jhanwar**

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**Sandeep** leads Jaipur office of the firm . He is acting in the position of an independent director of a BSE listed company and is the Honorary Secretary and trustee of a religious trust

Before MGB & Co, he has worked as a partner in Kalani & Co. He has extensive experience in taxation advisory & representation including ITAT, capital, debt & business structure advisory, mergers & acquisition advisory, financial reporting, management/internal audits and business process development & advisor.



# THANK YOU

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