



## Grant Thornton India

Solutions for dynamic Indian businesses

# Assurance

### Audit

- Attest services (under international standards - ISA, PCAOB, AICPA, etc)
  - audits and reviews of US GAAP/ IFRS financial statements
  - SOX attestation
  - agreed-upon procedures
  - certification services
- Financial Reporting Advisory services
  - International Financial Reporting Standards (IFRS)
  - US GAAP
  - Indian GAAP
  - eXtensible Business Reporting Language (XBRL) compliance
  - derivatives & hedging
  - financial instruments
  - intangibles and purchase price allocation
  - contracts review and structuring (acquisitions, joint ventures, customer contracts, etc)
  - training
  - loan staff & support
  - global financial reporting consistency

### Indirect Tax

- Indirect tax structuring and planning
- Advisory services
- Due diligence reviews/ transaction advisory services
- VAT audits
- Representational services
- Comprehensive health check/ reviews
- Refund support services (service tax)
- Compliance services
- Special Valuation Branch (SVB)
- SEZ
- Foreign Trade Policy services (FTP)
- Financial Impact Analysis for Goods & Service Tax (GST)
- Systems and training for GST
- Implementation of GST

### Transfer Pricing

- Documentation: transfer pricing study
  - functions & risk analysis
  - compatibility analysis
  - primary and secondary documentation
- Planning new transactions/ re-structuring
  - profit margin reviews
  - functional and risk profile
  - transaction planning
  - cost sharing agreements/ intra group services
- Representation: transfer pricing assessments & appeals
  - assistance in preparing submissions
  - representation before assessing officers

# Tax

### Direct Tax

- Direct tax advisory & statutory compliances
- International tax and advisory & planning
- Regulatory advice & support under:
  - Foreign Exchange Management Act (FEMA)
  - Foreign Direct Investment (FDI) guidelines
  - Reserve Bank of India (RBI)
  - Securities & Exchange Board of India (SEBI)
  - Companies Act
- Inbound investment advisory and entity set up
- Outbound investment/ cross border transaction advisory
- Special Economic Zone (SEZ)
- Services specific to Foreign Institutional Investors (FIIs)
- Diagnostic reviews
- Due diligence

### Transaction Tax

- Investment structuring advisory
- Drafting transaction related documents
- Implementation assistance

### US tax

- US corporate tax returns
- US individual tax returns
- US partnership tax returns (Schedule K-1's)
- US incorporation assistance
- US tax due diligence reviews
- US M&A tax advisory



## Compliance & Outsourcing

- Expatriate tax advisory
- Domestic tax
- Payroll, accounting & secretarial support

# Advisory

## Business Risk

- Corporate governance services
  - governance risk & control advisory
  - CxO advisory services
  - SOX advisory services
  - clause 49 readiness assessment & assistance
- Internal audits
  - internal audit transformation
  - outsourcing/ co-sourcing
  - NGO grant audit
- SSAE 16/ ISAE 3402 attestation services
  - pre-readiness
  - SSAE 16/ ISAE 3402 Type I/ Type II
- Enterprise Wide Risk Management (EWRM)
- Performance enhancement & cost reduction
- Regulatory support & outsourcing
- Development of standard operating procedures
- IT advisory services
  - pre/post Enterprise Resource Planning (ERP) implementation reviews
  - vendor selection
  - IT due diligence reviews
- IT strategic & planning
  - review/ assistance in development of IT strategy/ blue prints
  - application development planning
  - project management
- Information security advisory
  - Information Security Management System (ISMS) implementation assistance
  - IT vulnerability assessment
  - third party information security reviews
- Business resilience (BCP/ DRP)

## Corporate Social Responsibility (CSR) & Sustainability

- CSR advisory & sustainability reporting
- Health, Safety & Environment (HSE) advisory
- Supply chain (vendor) monitoring
- End-use monitoring
- Ethics & integrity
- Social & environmental due diligence
- Social & environmental impact studies

## Mergers & Acquisitions

- M&A advisory (buy & sell-side domestic & cross border)
- JV advisory
- Strategic alliances & partner search (inbound/ outbound)
- Private equity advisors
- Debt advisory (structured debt & special situations)
- Capital markets

## Strategy Advisory

- Strategic advisory
  - concept/ idea validation (market scan)
  - business planning
  - strategy formulation & implementation
  - location advisory
  - industry & market assessment
  - feasibility study & financial modeling
  - economic impact assessment
  - interim management support
  - extended CEO secretariat
  - bid advisory
  - IPO assistance & advisory
- HR advisory
  - visioning/ objective setting
  - balanced scorecard creation & implementation
  - organisation structuring/ restructuring
  - competency development and assessment
  - performance architecture/ management
  - career management/ progression system
  - ESOP design & implementation (other short/ long term incentives)
  - employee satisfaction surveys
  - manpower optimization
  - HR policy/ manual design
- Commercial due diligence
- Cross-border advisory
  - India entry strategy
  - inbound market positioning
  - outbound international expansion strategy
  - inbound & outbound location selection
  - international partner search & evaluation
  - global sourcing advisory
- Shared services setup
- Outsourcing operating model
- Vendor selection support



## Government & Infrastructure

- Public Private Partnership (PPP)/ Private Finance Initiative advisory
- Owner's consultant:
  - business case development
  - PPP frameworks and transaction structuring
  - bid documentation and process management
- Bid-side advisory:
  - business case development
  - partner search
  - project finance
- Public sector consulting
  - governance, strategy, policy formulation and reforms
  - evaluation, assessments and research support
  - performance improvement, institutional strengthening and capacity building
  - implementation support
- Sector & Segments Verticals (SSVs)
  - industrial infrastructure and cluster development (IICD)
  - urban futures
  - Public Health, Education and Social sector (PHES)
  - economic and public finance (EPF)
  - agri-business and natural resources (ANR)
  - mobility and transport sector (MTS)
  - tourism and real estate (TRE)
  - e-government and IT
  - power

## Leadership Consulting

- Building organisation culture, vision and values
- Maximising talent to attain organisational goals
- Overcoming shortcomings and evolving new strategies throughout management chain
- Designing winning work styles to enhance motivation
- Enhancing performance through constant coaching and feedback mechanisms
- Driving people to explore avenues and meet new goals
- Enabling effective and out-of-the-box decision making

## Healthcare and Life Sciences Advisory

- Strategic planning
- Infrastructure financing
- Capital raising
- Transaction advisory
- Valuations
- Business planning

- Joint ventures/ strategic partnerships
- Process improvement

## Valuation

- Corporate and business valuations
  - acquisition of business in India or overseas
  - determination of swap ratio for mergers/ amalgamations
  - valuation of business segments/ divisions for spin-off/ re-structuring
  - valuation for share purchase/ investment/ fund raising
- Impairment testing (US GAAP/ IFRS/ Indian GAAP)
- Intangible asset valuation (brand/ IPR/ others)
- Valuation of financial instruments (derivatives, compound instruments etc) for financial reporting under IFRS/ US GAAP/ Indian GAAP
- Valuation for purchase price allocation (PPA) for accounting for business combinations (USGAAP/ IFRS / Indian GAAP)
- Employee stock option valuation
- Fund valuation: valuation of portfolio companies for private equity/ venture capital funds
- Valuation for litigation and disputes including providing expert witness
- Build/ review financial models

## Transaction Advisory

- Due diligence reviews
  - financial due diligence for acquisitive corporate, private equity and/ or debt funded transactions
  - reporting accountant services for listed company transactions (UK AIM)
  - vendor due diligence
  - data room management
  - post deal reviews
  - financial model assurance

## Forensic & Investigation Services

- Fraud investigations
- Fraud risk management
  - fraud risk assessment
  - fraud risk awareness workshops
- Dispute resolution/ litigation support
- Corporate intelligence
- Brand protection services
- Pre-employment background checks
- Asset tracing