



# CAPABILITY STATEMENT

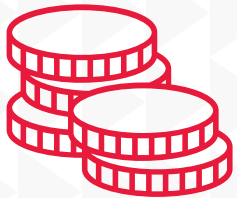
BDO IN INDIA  
SEPTEMBER 2024

# ABOUT BDO

# About BDO

## GLOBAL REVENUE

# US\$ 14 billion

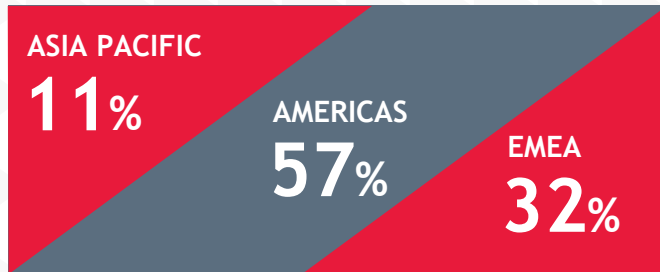


## +10.2%\*

### REVENUE INCREASE

\* (at constant exchange rates)

## PERCENTAGE REVENUE BY REGION



## 1,776 OFFICES

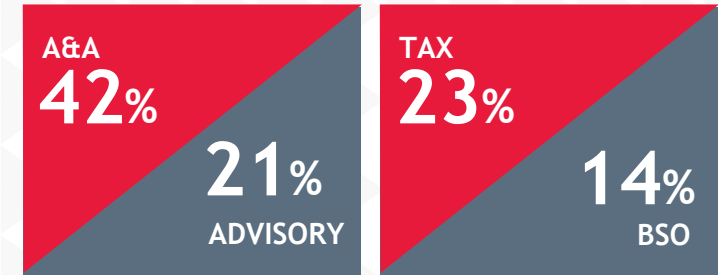
## 166 COUNTRIES & TERRITORIES



## 115,661

### PEOPLE +3.9%

## FEE SPLIT BY SERVICE LINE



\*Note: Financial results are as of 30 September 2023

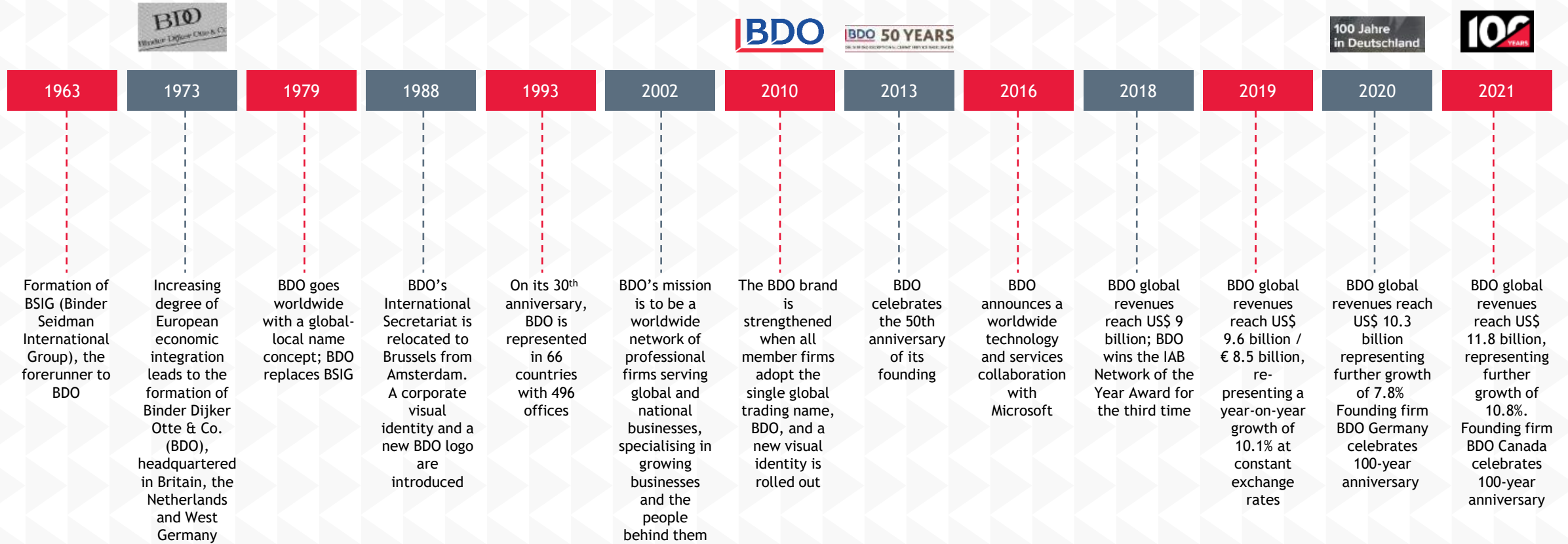
# About BDO - Global Locations

In alphabetical order per BDO region\*



\*Dated 5 February 2024

# The BDO History



# 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



**TAX & REGULATORY SERVICES**  
**ASSURANCE SERVICES**  
**DEAL ADVISORY SERVICES**  
**BUSINESS SERVICES & OUTSOURCING**  
**ACTUARIAL SERVICES**  
**DIGITAL BUSINESS ADVISORY SERVICES**

**9000+\***  
**STAFF**

**12**  
**CITIES**

**18**  
**OFFICES**

**88%** OF OUR CLIENTS PERCEIVE EXPERTISE OUR PARTNERS BRING AS VALUABLE

**87%** OF OUR CLIENTS ARE SATISFIED WITH OUR SERVICE DELIVERY

AS A LEADING PROFESSIONAL SERVICES FIRM IN INDIA, WE'VE EXPANDED OUR TALENT POOL, ONBOARDING DOMAIN EXPERTS AND BUSINESS PROFESSIONALS TO OFFER OUR CLIENTS ASTUTE AND SUSTAINABLE ADVICE.

OUR ROBUST INDIA PRACTICE IS LED BY AN EXPERIENCED PARTNER & DIRECTOR GROUP WITH BUSINESS FORESIGHT AND EXPERTISE ACROSS INDUSTRIES.



**MILIND KOTHARI**  
Managing Partner



**YOGESH SHARMA**  
Deputy Managing Partner

**300+**  
**PARTNERS DIRECTORS**

**DELIVERING EXCEPTIONAL CLIENT EXPERIENCE**

\* This includes employees from our shared services centres in India



# Business Leadership

With business foresight and backed by years of experience, the leadership team at BDO India provides strategic direction to the Firm's growth trajectory. With a focus on progressive transformation, our Leaders combine thought with function to drive excellence in everything we do - infusing pioneering ideas and a tradition of innovation into our culture.



**GUNJAN PRABHAKARAN**  
Partner & Leader  
Indirect Tax

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**LAV GOYAL**  
Partner & Head  
Business Advisory Services

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**SAMIR SHETH**  
Partner & Head  
Deal Advisory Services

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**SHASHIDHAR JAYARAMAN**  
Chief Business Officer  
Tax Technology & Outsourcing

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**SURENDRA CHOUDHARY**  
Partner & Head  
Business Services & Outsourcing

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# The Corporate Team

Bringing aboard relevant expertise and experience in their respective fields, our corporate team joins hands to take 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



**PADMASHREE CRASTO**  
Corporate Legal



**PRANAY BHATIA**  
International Liaison Partner



**RAJESH THAKKAR**  
Chief Operating Officer



**SALONI KOTHARI**  
Group General Counsel



**SMRITI SALUJA**  
Chief Marketing &  
Communications Officer



**SOUMEN BOSE**  
Chief Financial Officer

# Awards & Accolades

BDO In India

#5 for PE and #5 for M&A deals  
on the League Table

Venture Intelligence report

2024



Leading Transfer Pricing firm

World Transfer Pricing-  
Comprehensive Guide to World's Leading  
Transfer Pricing Firms

2014 - 2024



Leading Tax firm

International Tax Review - Comprehensive  
Guide to World's Leading Tax Firms

2012 - 2024



Tax Innovator of the year

ITR Asia-Pacific Tax Awards

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
- ▶ Incentives & ESG
- ▶ Tax Technology



## ADVISORY

### ACTUARIAL SERVICES

### BDO EXECUTIVE SEARCH SERVICES

### 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, commercial lenders in the US & 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 Indian film industry

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

A leading data analytics, technology and software solutions provider

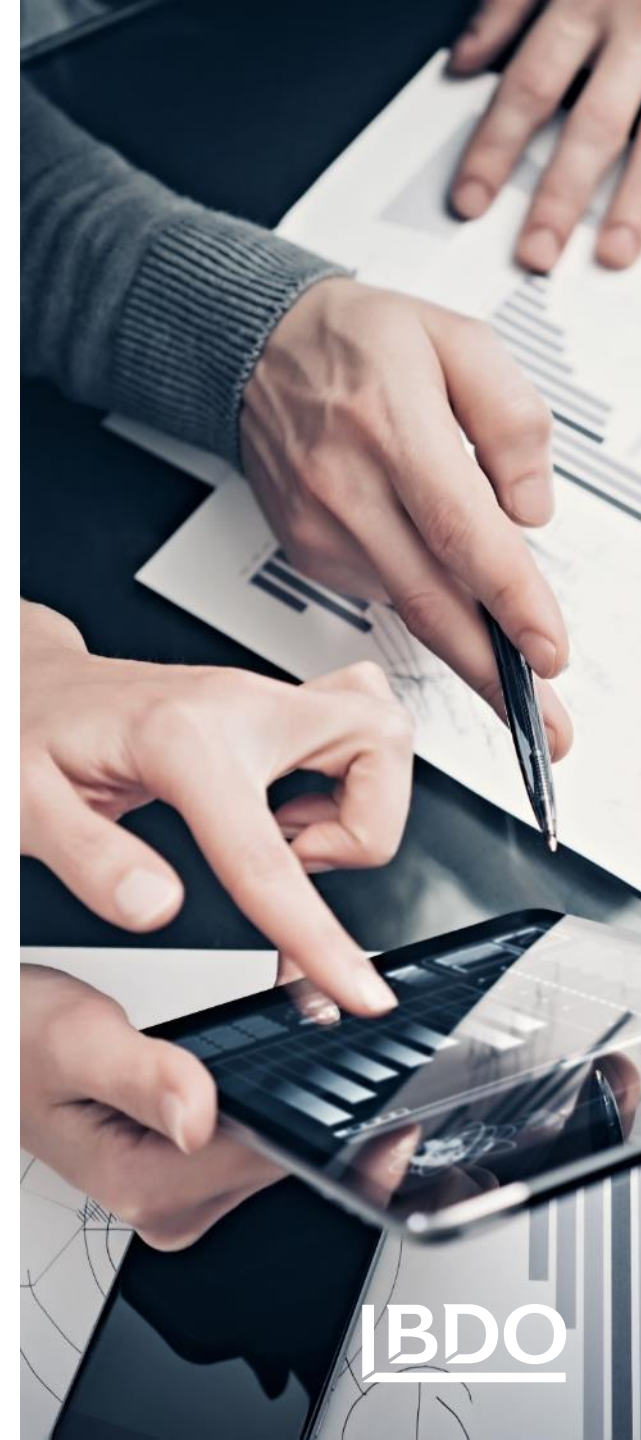
Audit of US GAAP financial statements in accordance with ISA

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 & 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.

## 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.

## 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.

## 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.

## 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, MIS. Taking hands-on charge of tax-related responsibilities, our teams enable clients to focus more on their business.

## Financial Services Tax

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

## 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.

# Tax And Regulatory Services

## Representative Client Credentials

Largest shipping company in India

Tax litigation

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

Tax retainership and Representation

Government owned largest oil and gas explorer

Dividend remittance support and Tax certification

Germany- based leading provider of medical devices

Tax retainership, Litigation support, Transfer pricing compliance

India's first electronic securities depository

Tax compliance, Representation and Litigation support

India's largest manufacturer of cables and wires

Related party governance review

Indian conglomerate with global operations in EPC & real estate

Tax certification

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 & 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.

## 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.

## 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.

## Incentives & ESG

Leveraging our domain expertise in tax and ESG advisory, our professionals are poised to guide businesses in ensuring compliance with the latest regulations and ensuring that a company's tax strategies are aligned with the evolving ESG requirements.

## 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.

# 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.

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

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

GST annual return and GST advisory

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

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

E-invoice solution

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

## ▶ Actuarial Services

Backed by extensive experience, our team of professionals assists organisations from the insurance industry in predicting viability, meeting specific requirements and making informed decisions. Our portfolio is designed for the unique challenges of insurance players and assists them in meeting their objectives.

## ▶ Business Advisory Services

## ▶ Deal Advisory Services

# Actuarial and Related Services for Insurance

## Product Design and Pricing

- Assistance in understanding the gaps in product offerings
- Product development, including support with pricing
- Product documentation for internal approval and regulatory filing and review of customer-facing documents
- Development of pricing policy

## IFRS 9 and IFRS 17 Implementation Support

- Gap assessments
- Policy choices
- Solution design

## Business Planning and Strategy

- Business planning and capital planning
- Insights on assessing capital adequacy
- Assistance in economic capital analysis

## Risk Management

- Assistance in optimally balancing long-term objectives against risks
- Review of asset liability management
- Reinsurance optimisation

## Review

- Liabilities
- Embedded value

## Process Reviews

- Process reviews for actuarial functions for control design and testing, risk assessment and remediation

## Due Diligence Activities for Mergers and Acquisitions

- Evaluation on reserves
- Solvency
- Embedded value
- Financial projections

# Advisory

- ▶ Actuarial Services

- ▶ 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 while at the same time help them leverage risks to seize opportunities for value creation & competitive advantage. Our team of experts help embed robust governance, meet risk and compliance requirements across processes & technologies & enable improvements in operating effectiveness.

## Forensics

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

## Sustainability and 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.

## 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 healthcare sector programmes.

## 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.

## 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 an 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.

# 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 Advisory Services

## Representative Client Credentials

A leading global FMCG company's Indian business

Internal audit

A global passenger car maker

Dealer & Service centre audit

An Indian dairy cooperative society based in Gujarat

Internal audit

One of the fastest growing real estate companies in India

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

An integrated logistics player

Enterprise risk management

The largest retailer and manufacturer of footwear in India

Internal audit

Indian multinational paint company

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

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

Internal audit, Internal financial control, Standard operating procedures





# 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

An oil & gas state PSU

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

Medical and Health department of a large state

End-to-end transaction advisory services

A public sector unit in infrastructure finance

Development of procurement & CSR policy

Multiple public sector banks in India

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

Leading public sector steel producer

Manpower assessment and organisation transformation consultancy services

Umbrella organisation for operating retail payments and settlement systems in India

Comprehensive cyber security services

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

A Japanese multinational electronics corporation

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

A major law firm

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

Select regulatory authorities of India

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

Leading private banks in India

Forensic audits and NPA investigations for the financial services industry

One of the largest branded jewellery retailers in the world

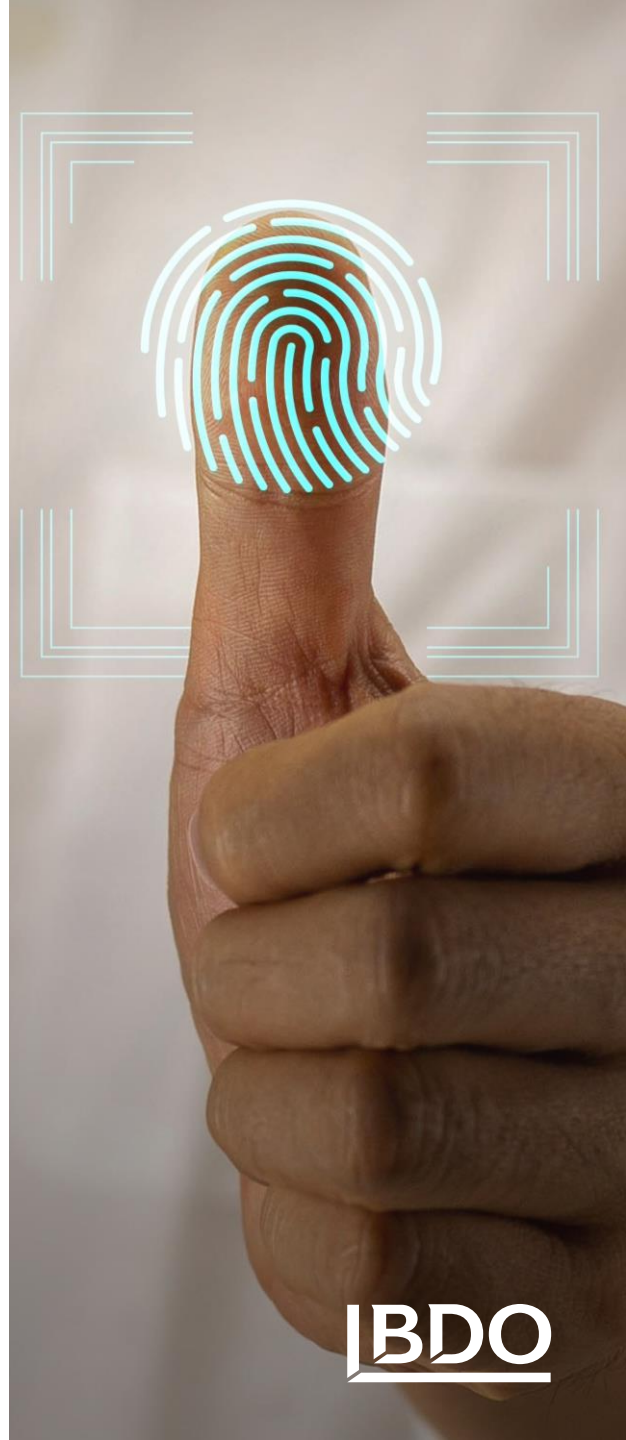
Forensic audit to ascertain the money trail and establish whether any fund diversion and/or siphoning of funds had taken place

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

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



# 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 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

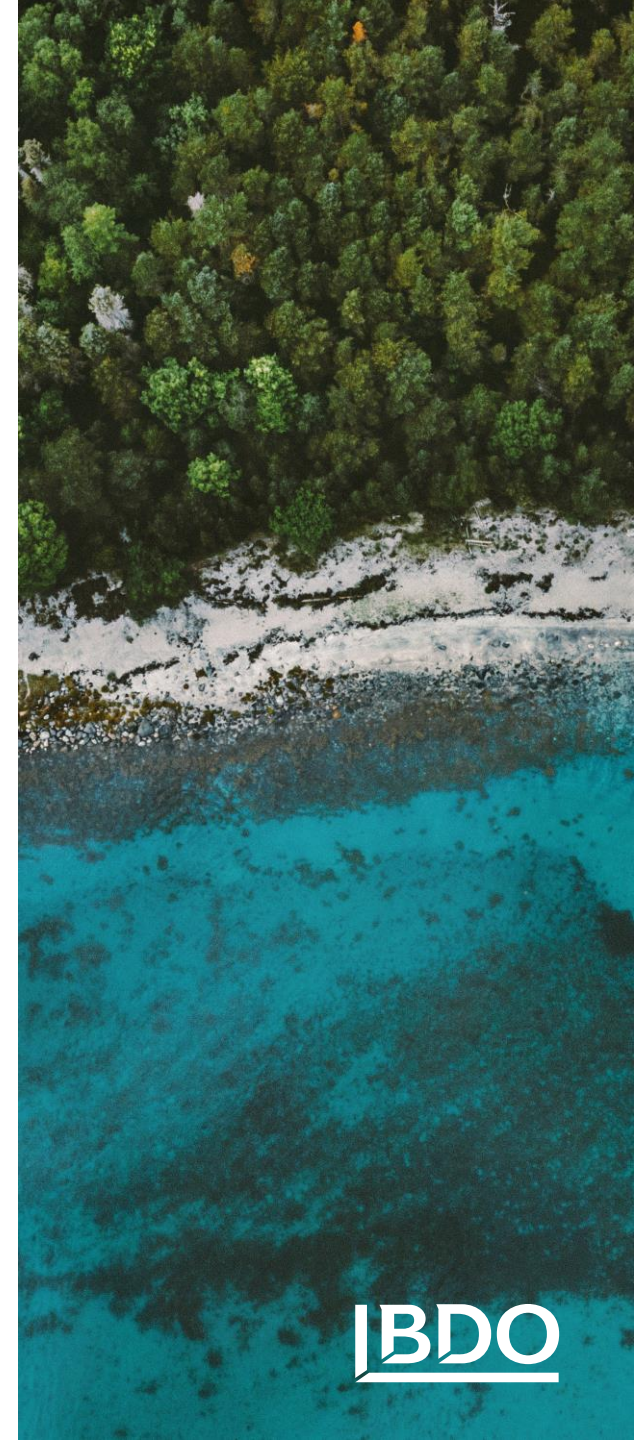
GHG accounting, SBTi target setting and roadmap

A global consumer products company

Climate risk and scenario analysis; climate reporting

A diversified financial services company

ESG materiality analysis, gap assessment and roadmap



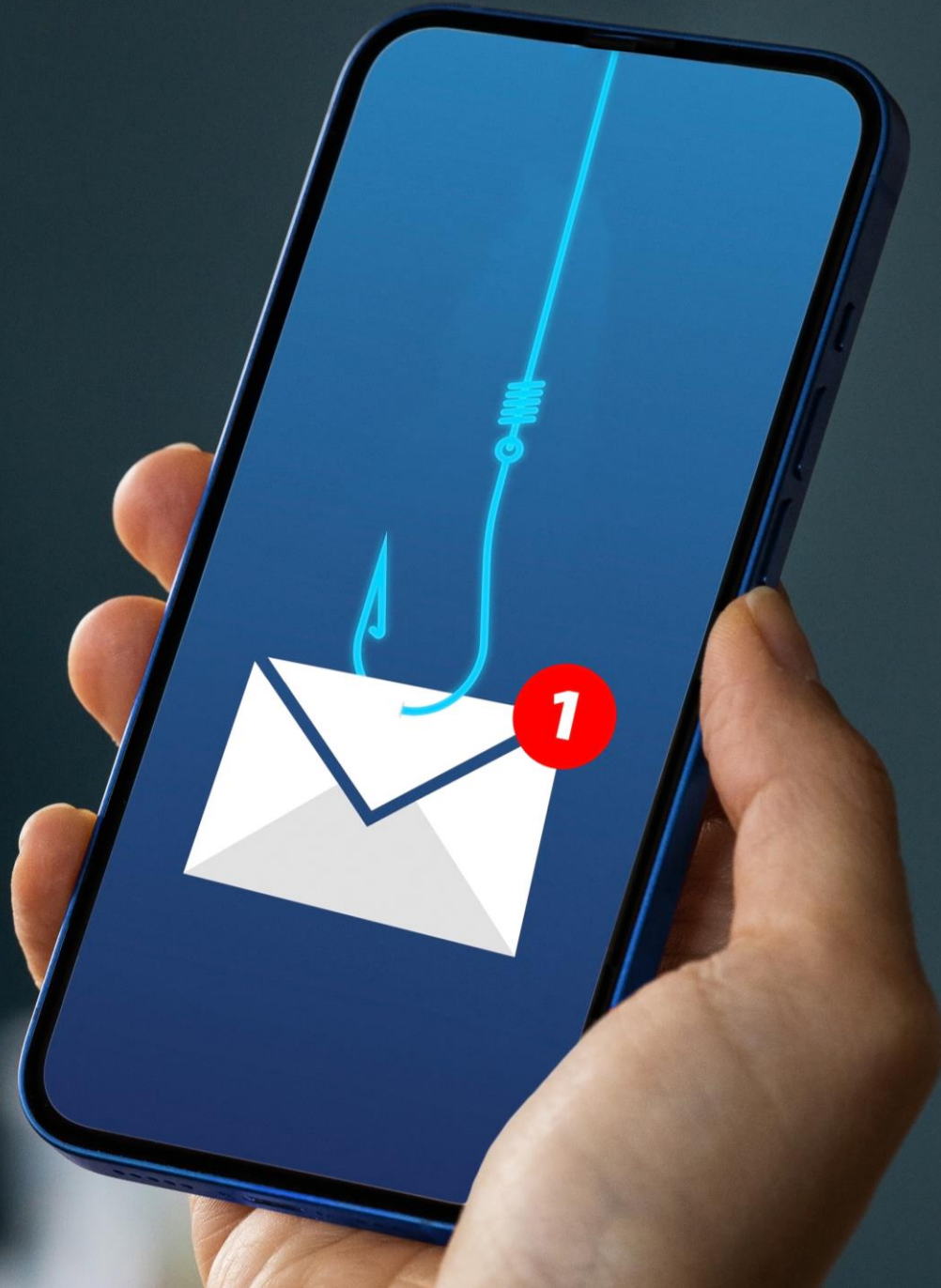
# IT Risk Advisory & Assurance

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
- Post Enterprise Resource Planning (ERP) Implementation Review
- Third Party Attestation (SOC 1& 2)



# IT Risk Advisory & Assurance

## Representative Client Credentials

A leading online travel company

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

A leading SaaS product development company

Preparation of ISMS framework and its implementation across 10 countries

Emerging technology based Non-Banking Financial Company (NBFC)

Development of IT Policy and Procedures in the post covid scenario

Leading sensor, Software and Autonomous solutions company

Preparation of ISMS framework and its implementation

Leading Business Process Outsourcing company

ISO 27001 assessment and ISMS framework development

Leading Data analytics and Research company

DPO Services

Platform based real estate company

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

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

### Across Focus Sectors

- Agriculture & Food
  - Value Chain & Market Linkage
  - PPP Advisory and Investment
  - Transformation Assistance
- Healthcare
  - Healthcare Advisory
  - Hospital Operations
  - Sustainable Healthcare
- Infrastructure & Real Estate
  - Strategy & Growth
  - Operational Excellence
- Education & Skilling
  - India & Sector Entry
  - Partnerships
  - Policy and Approvals
  - Due Diligence
  - CSR

### CSR

- Baseline & Impact assessment
- Peer Benchmarking
- Partner Identification & Evaluation
- Project Management Unit



# 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 sales growth and implementation to double topline in the next 3-4 years

Multilateral agencies involved in health systems strengthening

Decision support systems and Assessment of various health programmes like Adolescent health, Nutrition, Maternal and Child health, Immunisation 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 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

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

- ▶ Actuarial Services
- ▶ 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.

## Financial Due Diligence

We carry out a detailed review based on verification of records & 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 opportunities that matter most to your deals.

## 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.

## Corporate Finance And Investment Banking

We provide all solutions related to 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.

## 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.

## 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.

## 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.

# 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, and assessment of financial health of the companies.

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

## Service Offerings

- Third Party Assurance
- 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



# 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

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

COC advisory for a large thermal power sector company

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

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

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

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

Leading global supplier of window, door and façade systems

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

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 updated 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 investments 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

Electric vehicles- strategy and market research

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

Raw cashew nuts processing unit in Vietnam

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

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

Advisor to lenders of a road company in Chhattisgarh

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

South India based leading steel fabrication industry

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

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

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 is 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
- Divestitures and Carve-out
- Synergy Assessments and Realisation
- Project Management Office (PMO)



# Deal Value Creation

## Representative Client Credentials

### 10th largest global pharmaceutical company

Disentanglement of the pharmaceutical and consumer healthcare businesses in India, through an active PMO and cross functional workshops

### Listed Ed Tech company

Integration support for acquisition of a leading coaching classes company

### Global PE investment company

Assisted a consumer brand focused Global Investment Firm for managing the entire pre-acquisition process for buyout of one of India's largest Fertility clinics chain

### Multinational automotive manufacturing company

Post merger integration support for acquisition of Korean automotive player across functions such as HR and IT

### Leading media broadcasting company

Pre-Integration services including detailed synergy assessment along with synergy projections for the 10-year business plan for merger with its competitor

### Leading telecom operator in Saudi Arabia

Assistance in Carve out of clients tower passive infrastructure with the preparation of the carve-out balances of tower passive assets

### Japanese manufacturers of building materials

Assistance in acquisition of a sanitaryware company including development a robust monitoring process and the fixed assets tagging process.

### Worlds largest consumer healthcare business

Separation of distribution network from the worlds largest FMCG company



# Financial Due Diligence

Our process establishes the risk profile for investments 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

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 startup 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 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

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

Internal audit, Internal financial control, Standard operating procedures

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 & construction company aggregating 2400 MW



# 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)

# 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

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

Regulatory assistance for shareholding restructuring and compounding process

Credit fund into alternative space

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

An Indian conglomerate in the infrastructure sector

Tax and Regulatory advisory on debt restructuring options





# 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, and 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

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

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

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

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

## 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
- Expatriate Compliance
- Payroll Compliance
- Advisory
- 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 organization's business process change towards achieving economies of operations, reducing back-office expenses and achieving better organisational efficiencies. We offer our expertise through the following models:

- Captive Setup
- Built Operate Transfer
- Built 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

Singapore based engineering services and product design company

Finance and Accounting services and Payroll across 7 countries and growing

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

Indian start-up providing value added services for mobile operators

Tax compliance services for 15 countries

American worldwide manufacturer of lifting and material-handling products

Contract staffing services for Africa

Indian software development company

Payroll services for 2 countries

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

Due diligence study for payroll processing

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

Finance and Accounting services and Payroll



# BDO Digital

## ▶ 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

## 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

## 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

## 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

## 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 Management & Governance
- Data Visualisation
- Advanced Analytics (AI/ML)



# Digital Services

## Representative Client Credentials

A leading global services company

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

A high growth non-banking financial services company

Finance functional transformation and implementation of Microsoft Business Central

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 middle east payment processing company

Digital program office management for a complex portfolio of 100+ projects

Leading Indian manufacturing company

Automated MIS reporting by developing Finance dashboards in Power BI by leveraging enterprise data

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

Leading asset management company in India

Cyber security and System audit as per SEBI requirements

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

IT system audit

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

Cybersecurity audit, ISNP audits

A large oil and gas conglomerate in Saudi Arabia

Third party security assessments

Several multinationals outsourcing companies with offices in US and India

SOC 2 Type I and Type II Attestations

Large UAE based Bank

Application security and Controls assessment

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, E-invoice & 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

## Representative Client Credentials

A heavy engineering company

Tax automation business case

A British automotive marque

AI, ML and Cognitive Services

Leading Indian financial services company

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

Leading home furnishing company

Custom business solutions

A leading pharma giant

Tax Litigation

A leading global visa processing services company

Workflow automation for account payable process

A global business travel company

E-invoice

A leading furniture retailer

Tax compliance transformation

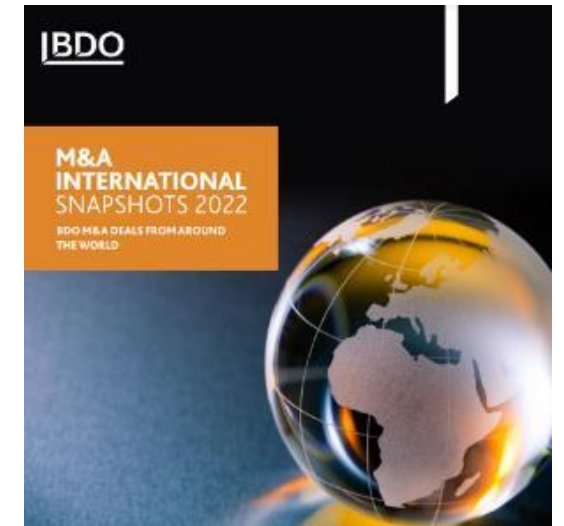


# THOUGHT LEADERSHIP

# 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 bring views from experts the 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 the 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](#)

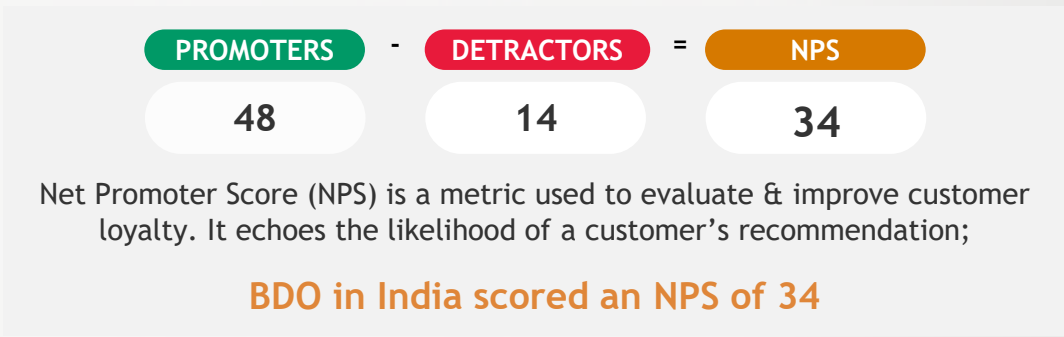
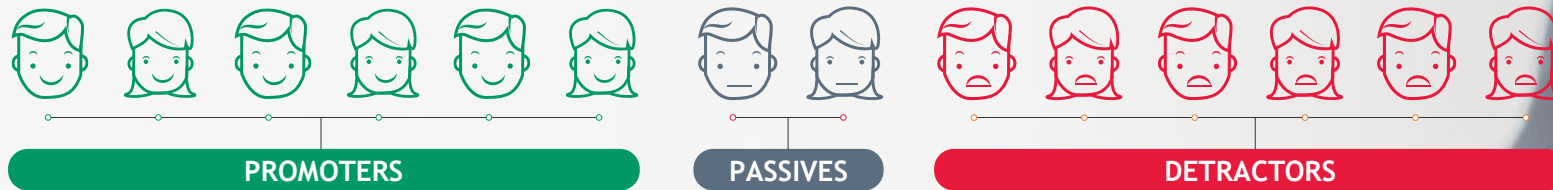


# WHAT OUR CLIENTS SAY



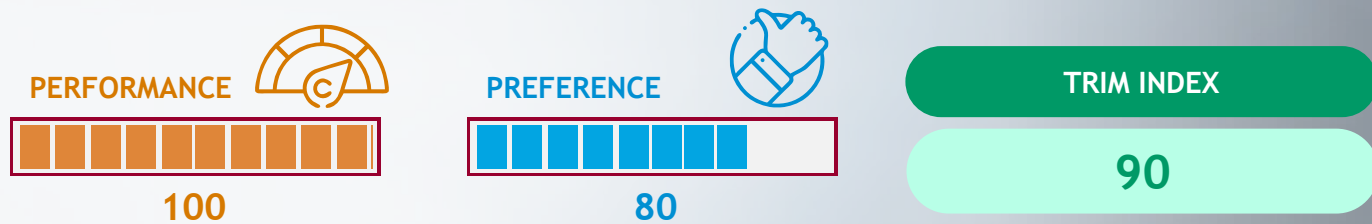
# Client Satisfaction Survey

## NPS Programme



# Client Satisfaction Survey

## Trim Index



$$\frac{\text{PERFORMANCE (100)} + \text{PREFERENCE (80)}}{2} = \text{TRIM INDEX (90)}$$

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

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

For queries regarding our services, please [get in touch](#) with us

For any other comments or feedback, kindly write in to [marketing@bdo.in](mailto:marketing@bdo.in)

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Office No 601, Block A, Makarba  
Ahmedabad, Gujarat 380051, INDIA

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Infantry Road  
Bengaluru 560001, INDIA

Bengaluru - Office 2  
SV Tower, No. 27, Floor 4  
80 Feet Road, 6th Block, Koramangala  
Bengaluru 560095, INDIA

Chandigarh  
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Industrial & Business Park  
Phase 1, Chandigarh 160002, INDIA

Chennai  
Olympia Cyberspace, Floor 10, Module 4, No: 4/22  
Arulayiammanpet, SIDCO Industrial Estate  
Guindy, Chennai 600032, INDIA

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Coimbatore, Tamil Nadu - 641006

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Golf Course Road, Gurugram 122001 INDIA

Delhi NCR - Office 2  
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Floor 2, Tower-B, Sector-125  
Noida 201301, INDIA

Goa  
701, Kamat Towers  
9, EDC Complex, Patto  
Panaji, Goa 403001, INDIA

Hyderabad  
1101/B, Manjeera Trinity Corporate  
JNTU-Hitech City Road, Kukatpally  
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Western Express Highway, Geetanjali  
Railway Colony, Ram Nagar, Goregaon (E)  
Mumbai 400063, INDIA

Mumbai - Office 3  
Floor 20, 2001 & 2002 - A Wing, 2001 - F Wing  
Lotus Corporate Park, Western Express Highway  
Ram Mandir Fatak Road, Goregaon (E)  
Mumbai 400063, INDIA

Mumbai - Office 4  
The Ruby, Level 9, South East Wing  
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Mumbai 400028, INDIA

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Floor 6, Building No. 1  
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Pune 411014, INDIA

Pune - Office 2  
Floor 2 & 4, Mantri Sterling, Deep Bungalow  
Chowk, Model Colony, Shivaji Nagar  
Pune 411016, INDIA

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