

NANUBHAI DESAI & CO.  
CHARTERED ACCOUNTANTS

Credentials Presentation

# About us

- One of the pioneer firms in the profession
- Established 1945
- Recognised as a quality professional services provider
- Recognised as a foreign qualified audit firm by Public Company Auditors Overseas Board, USA
- Empanelled with the office of Comptroller and Auditor General of India
- Global reach with local expertise

# Our vision

*“To be synonymous with a professional CA firm providing globally benchmarked qualitative, timely and accurate services to our clients”*

# Our mission

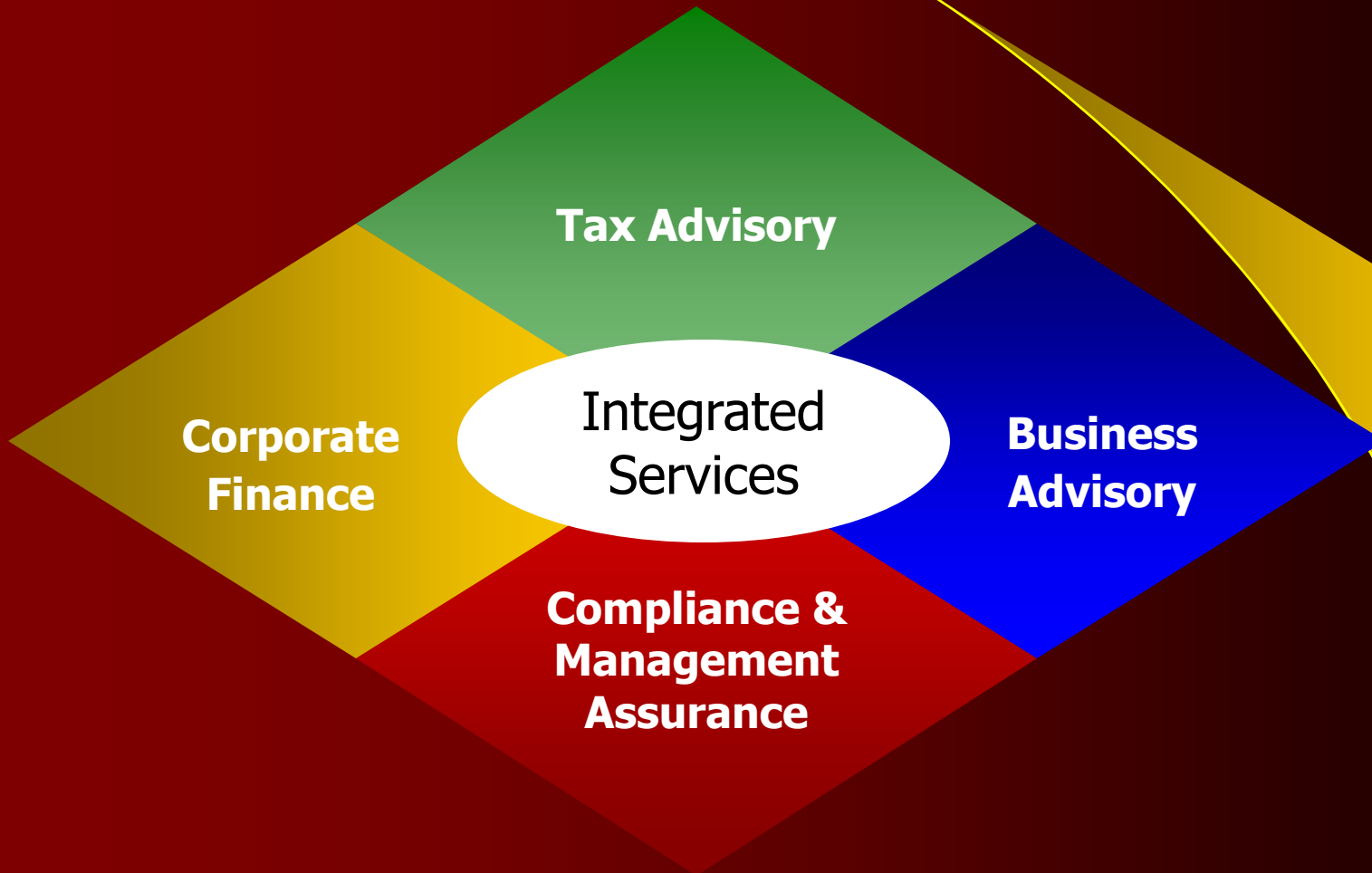
*“To gain clients’ confidence  
by being proactive in  
delivering value-added  
services with innovative  
ideas and solutions”*

*“To offer a conducive &  
healthy work environment  
and a better quality of life  
for the dynamic people  
working with the firm”*

# Our attributes

- Integrity
- Professionalism
- Speed
- Accuracy
- Cost-efficiency
- Innovation

# Diversified range of services



# Tax Advisory Services

- **Corporate / Expatriate Tax Services**
- **International Tax**
- **Tax and Regulatory Due Diligence**
- **Tax Diagnostic Reviews**



# Corporate Tax services

- **Determining advance tax payments**
- **Review and advise on ongoing corporate tax matters**
- **Preparation of annual corporate tax returns with keeping in mind the relevant DTAA**
- **Advise on tax to be deducted at source from various payments**
- **Assistance in preparation of certificates evidencing deduction of tax at source**
- **Assistance in preparation of annual returns for the tax deducted at source**
- **Litigation support**
- **Assistance in obtaining reduced withholding orders / certificates from the Revenue authorities**





# International Tax services

- **Structuring inbound investments**
- **Transfer Pricing**
- **Cross border transaction support**
- **Outbound Investment strategy**
- **E-Commerce Tax compliance**

**Minimise Tax liability**

**Effective compliance**

# International Tax Services (cont'd)

## INBOUND INVESTMENTS

To review the incidence of income tax that may be attracted while implementing various cross-border activities and to maximise returns on investments and minimise associated risks

## TRANSFER PRICING

To consider the regulations governing transfer pricing issues and to design a policy that would maximise the business objectives while at the same time suffice with requirements of the tax authorities so that adverse tax adjustments and penalties can be avoided

## CROSS BORDER TRANSACTION SUPPORT

To assist the Business Advisory Services on foreign investment consulting group and to design and implement creative solutions while keeping mind the relevant commercial agreements or contracts executed by the client

## OUTBOUND INVESTMENT STRUCTURING

To assist the Business Advisory Services on foreign investment consulting and to design and implement creative solutions for maximizing tax advantages in such transactions. Further to assist with planning and implementation of new offshore investments, including acquisitions and mergers, while also facilitating the maintenance, expansion and restructure of mature existing operations

## E-COMMERCE TAX COMPLIANCE

To review the jurisdiction where the transaction may be subject to tax and to assist the clients for planning and implementation of correct structure

# Business Advisory Services

- **Foreign Investments Consulting**
- **Joint Venture Assistance**
- **Exchange Control Formalities**
- **Corporate Laws**

**Maximise Returns  
on Investments**

**Legally  
enforceable  
structure**

# Foreign Investment Consulting Services

**To help establish business outside India successfully**

## **ENTRY STRATEGY**

- **Evaluating different options for entry into foreign jurisdiction**
- **Considering relevant statutes of the foreign jurisdiction**
- **Review the tax and exchange control regulations for the different forms of entry**
- **Suggesting the most efficient entry strategy**

## **IMPLEMENTATION**

- **Evaluating the tax incidence and exchange control regulations for the contractual and related agreements**
- **Setting up, in consultation with the foreign service provider, the agreed office / company after obtaining various Government, regulatory and other approvals**

# Foreign Investment Consulting Services

## To help establish business in India successfully

### ENTRY STRATEGY

- Evaluating different options for entry into India
- Review the tax and exchange control regulations for the different forms of entry
- Suggesting the most efficient entry strategy
- Assisting in arriving at share allotment price (after undertaking valuation following DCF method)

### IMPLEMENTATION

- Evaluating the tax incidence and exchange control regulations for the contractual and related agreements
- Setting up the agreed office / company after obtaining various Government, regulatory and other approvals
- Securing registration of the office / company

# Compliance & Management Assurance Services

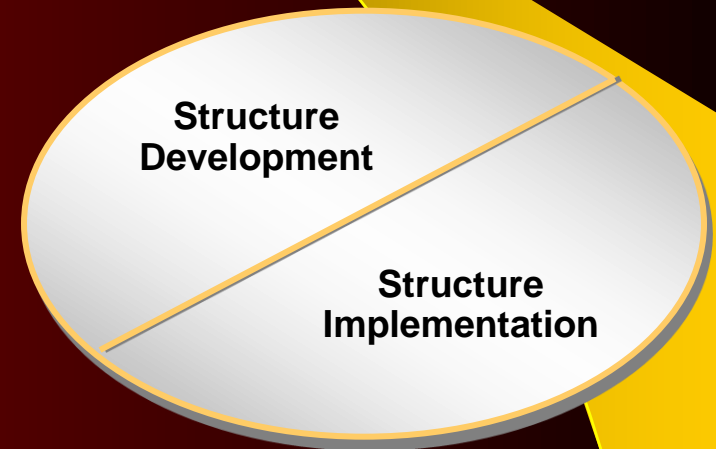
- **Statutory Audit and Tax Audit**
- **Internal Audit**
- **Valuation of shares and certification**
- **Back office support**
- **Recasting of Financial statements**
- **Systems Review and implementation**
- **Process Review**

**Assist to comply with the statutes**

**Meaningful results from compliance**

# Corporate Finance

- **Transaction Support Services**
- **Providing optional transaction structures**
- **Analysis of alternative structures and assisting in concluding the fair value**
- **Drawing up a Road Map for implementation of agreed structure**
- **Tax and regulatory compliance**
- **Reviewing and finalising documentation**
- **Project leadership/co-ordination**



# Infrastructure

- Office premises located in the heart of Mumbai - the commercial capital of India
- Computerised work environment using modern information technology
- Easily accessible communication channels
- Extensive in-house library



# Contact details

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  - 00 91 22 2204 63 59
- Facsimile
  - 00 91 22 2288 03 36
- Mobile
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- E-mail
  - [kuntaldave@nanubhaidesai.com](mailto:kuntaldave@nanubhaidesai.com)

# \* Distinguished international clientele

Name	Country	Industry
Astra Pharmaceuticals	Sweden	Pharmaceuticals
AsiaContent.com	Hongkong	e-commerce
Business Software Alliance	USA	International association of software industry
Canada Life Insurance	Canada	Insurance
Control Union	Netherlands	Cargo handling
Dellorto	Italy	Auto components
Hudson Fairfax Group	USA	Investment advisory
Incepta Group plc	UK	Investor & media relations
Indea Capital	Singapore	Investment advisory
Investec Bank	Switzerland	Bank and Investments
IT resources	Singapore	Hardware components
Matterhorn Advisory Services	Singapore	Investment advisory
NRI Network Corporation	Hongkong	e-commerce
Otto Bock	UK	Orthopaedic supplies
Professional Access Inc	USA	Software development
S-Com	UK	Telecom
Shri Rama Ltd	Bahamas	Investment advisory
Somerset India	UK	Investment advisory
Staff Services	Japan	Staffing
Swallow Enterprises	Mauritius	Investment advisory
System Task Group	USA	Software Development
Tenrikyo Indo Mission	Japan	Philanthropic institution
Turner International	USA	Construction and project management

# \* Blue-chip India clientele

Name	Industry
Bajaj Auto Ltd	Automobiles
Century Textiles Ltd	Multi-disciplinary company
Citigate Dewe Rogerson	Investor & media relations
C U Inspections	Inspections and analysis
Godrej GE Appliances Ltd	White goods
Grey Worldwide India Ltd	Advertising
GTL Ltd	Telecom engineering and networking
India Broking Ltd	Broking
Info Wavz	IT
Life Insurance Corporation	Life insurance
Mukand Ltd	Engineering
Nilkamal Plastics	Plastics & allied industry
New India Assurance	General insurance
NRI E-commerce Services	E-commerce
Raymond Ltd	Textiles
Silverline Technologies	IT
Spaco Carburettors (I) Ltd	Auto components
Taxsmile.com	Online tax management company
Udwadia & Udeshi	Advocates
United Bank of India	Banking
Various high net worth individuals	

# Disclaimer

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services*