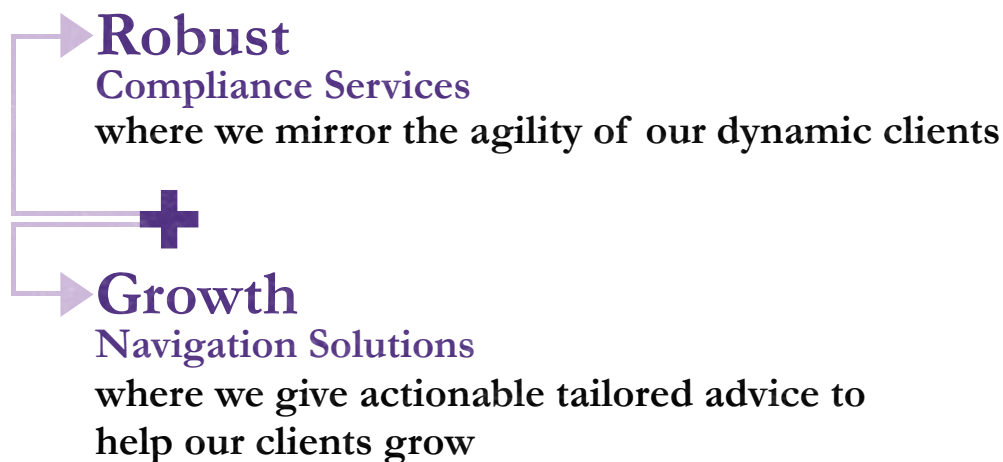
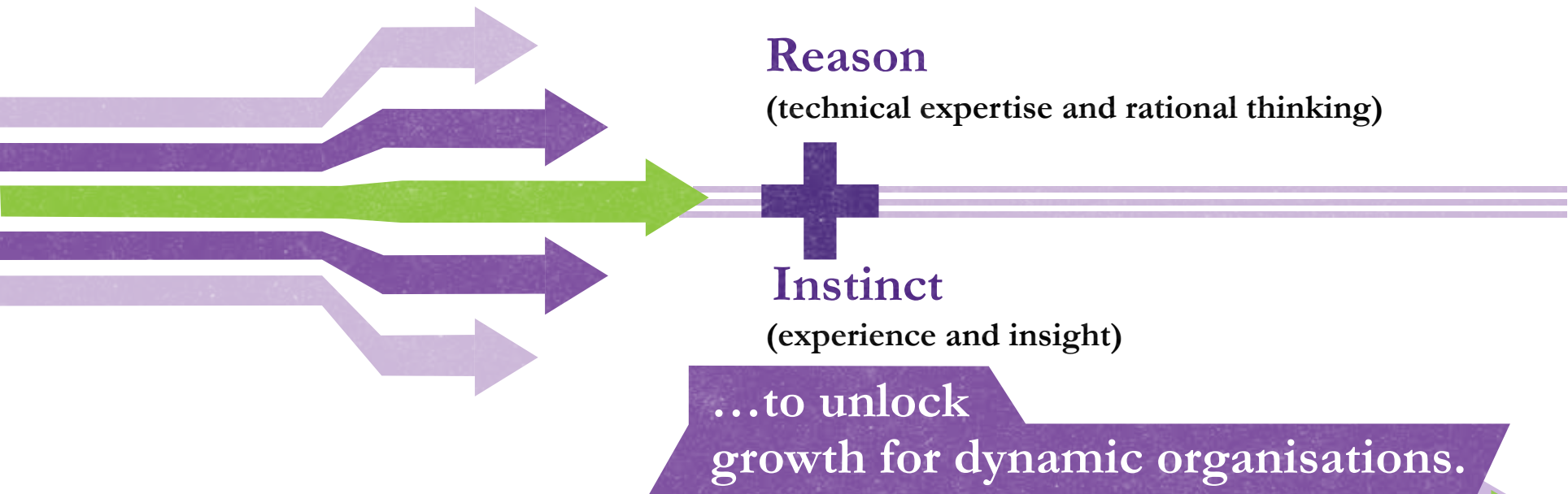




Grant Thornton

An instinct for growth™

Helping dynamic businesses grow



**...GROWTH ADVISORS**  
to dynamic Indian businesses.





**Vishesh C Chandiok**  
National Managing Partner  
Grant Thornton India LLP

At Grant Thornton our ambition is simple - we want to be the best 'GROWTH ADVISOR' to dynamic Indian businesses.

Dynamic organisations are ambitious and want to grow rapidly, are going through change and want to globalise. We too share the same characteristics of dynamism as a firm.

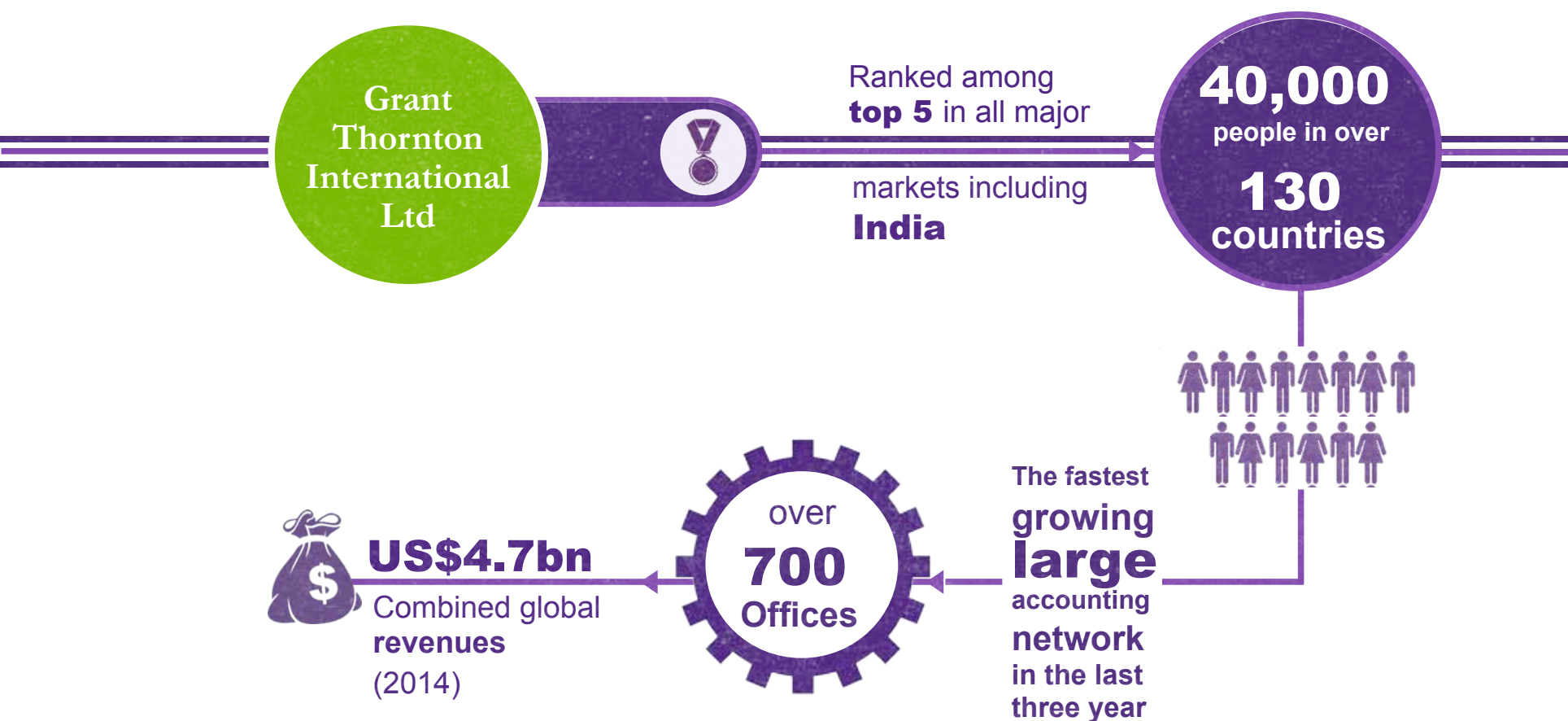
With shorter decision-making chains, more senior personnel involvement and empowered client service teams, we're able to take a wider view and operate in a coordinated way that's as fast and agile as our clients.

Our strength lies in our ability to combine Reason and Instinct to solve complex business challenges for our dynamic clients all over the world.

We are Grant Thornton and this is how we deliver meaningful, actionable advice and unlock the potential for growth in dynamic organisations.

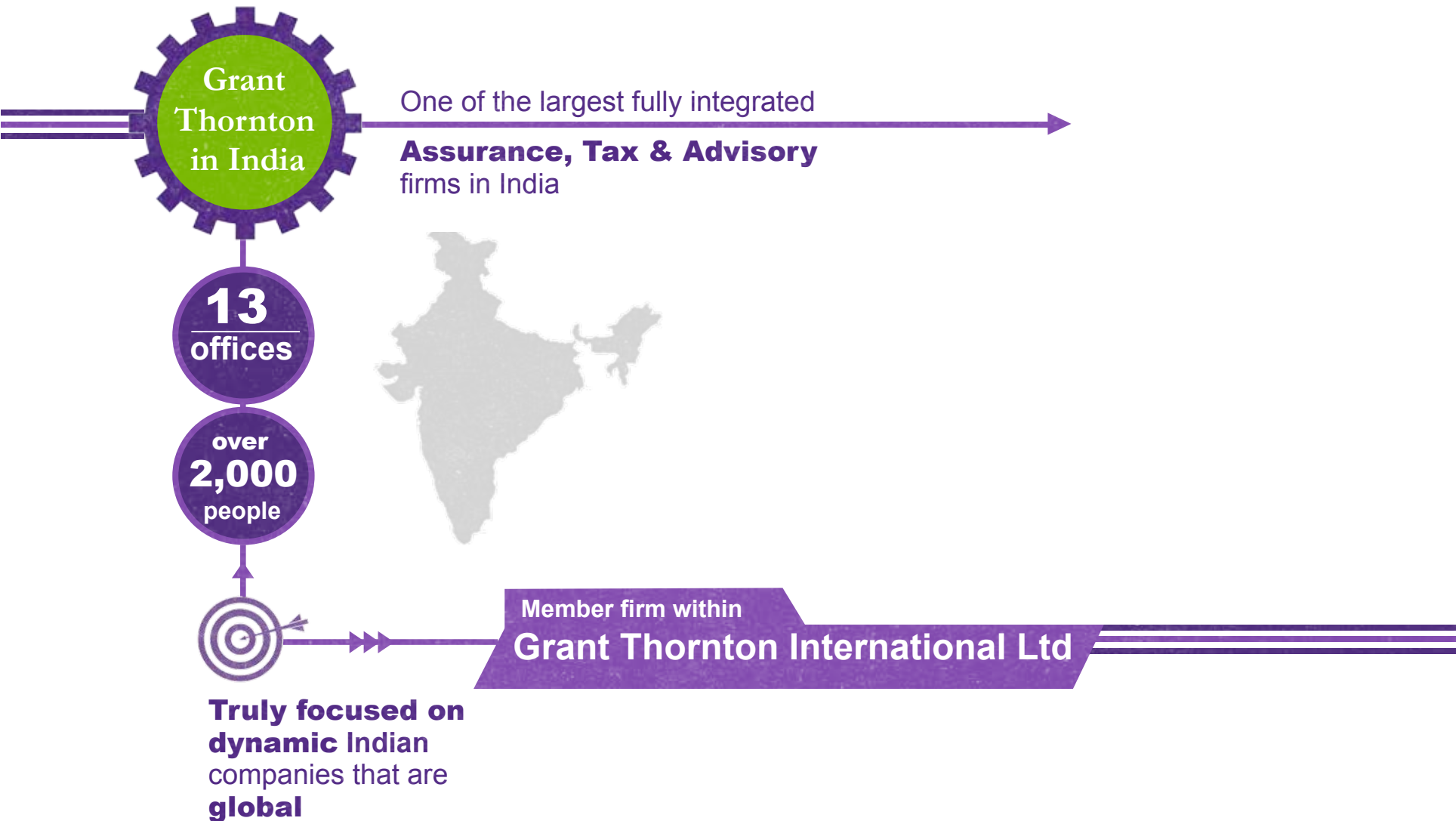


# Grant Thornton International Ltd



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# Grant Thornton in India





# Giving you greater choice

With greater choice comes greater opportunity. Given the changing environment, there is real value in developing new relationships and identifying new alternative providers. You will need options, and Grant Thornton could be part of the solution.

## **6** compelling reasons to consider Grant Thornton

### **A different way of doing business**

We have scale, we have breadth and depth, we have the quality, but we also do business in a very different way.

01



02



### **Proven global credentials**

A highly credible and reputed global organisation, serving both listed and privately-held businesses across a host of industries globally.

### **A truly global organisation**

With member firms in over 130 countries, we are where you are, whenever you need us.

03



# Giving you greater choice

## A single global audit approach

Our audit teams consistently follow the highest standards of quality, across all regions.

04



05



## Strong local expertise

We combine our strong global reach with our deep knowledge of the fast-changing regulatory landscape of domestic markets.

06

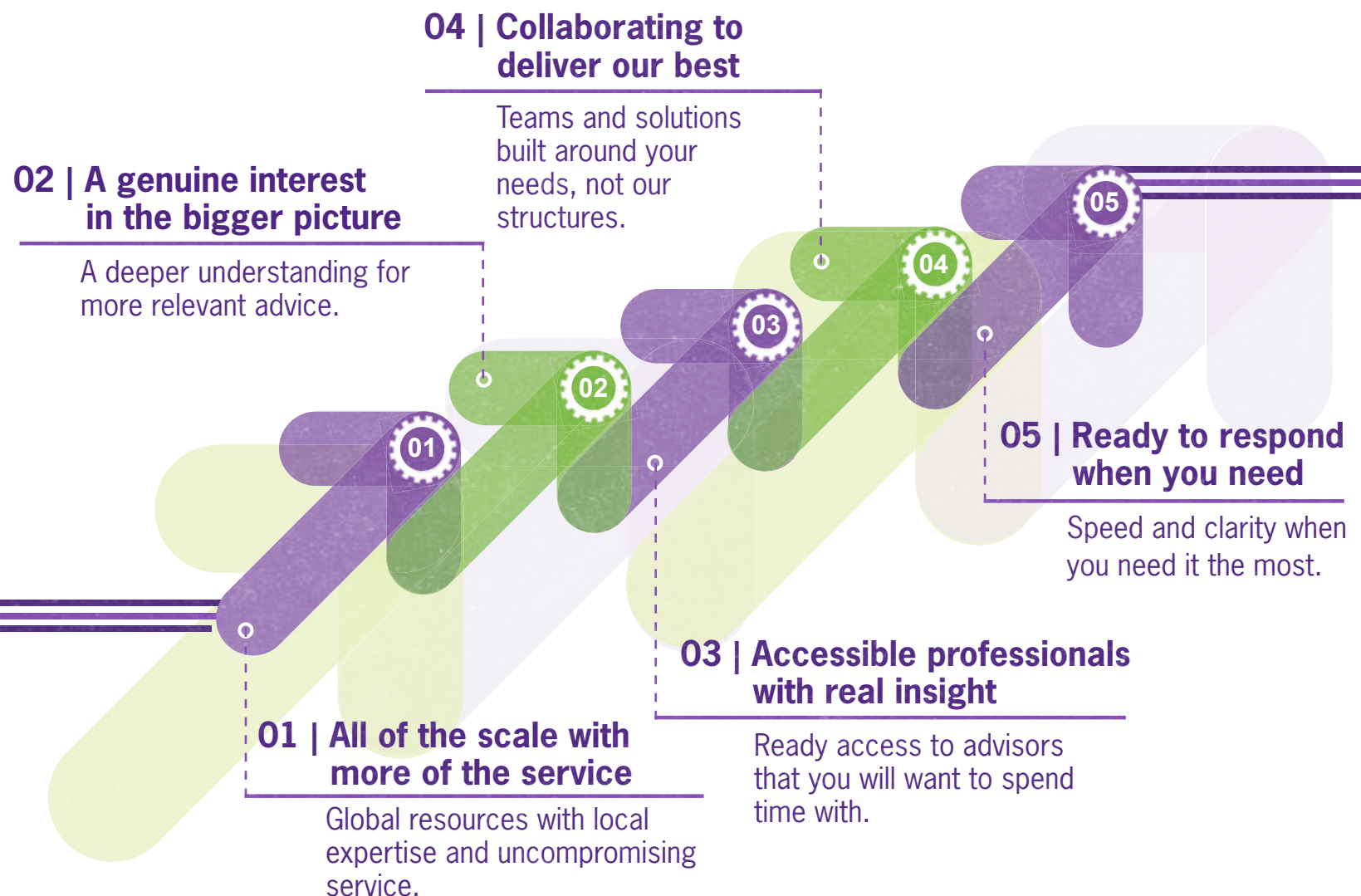


## Deep expertise in non-audit services

World-class tax and advisory capabilities that offer a genuine alternative to our largest competitors.

# A different way of doing business

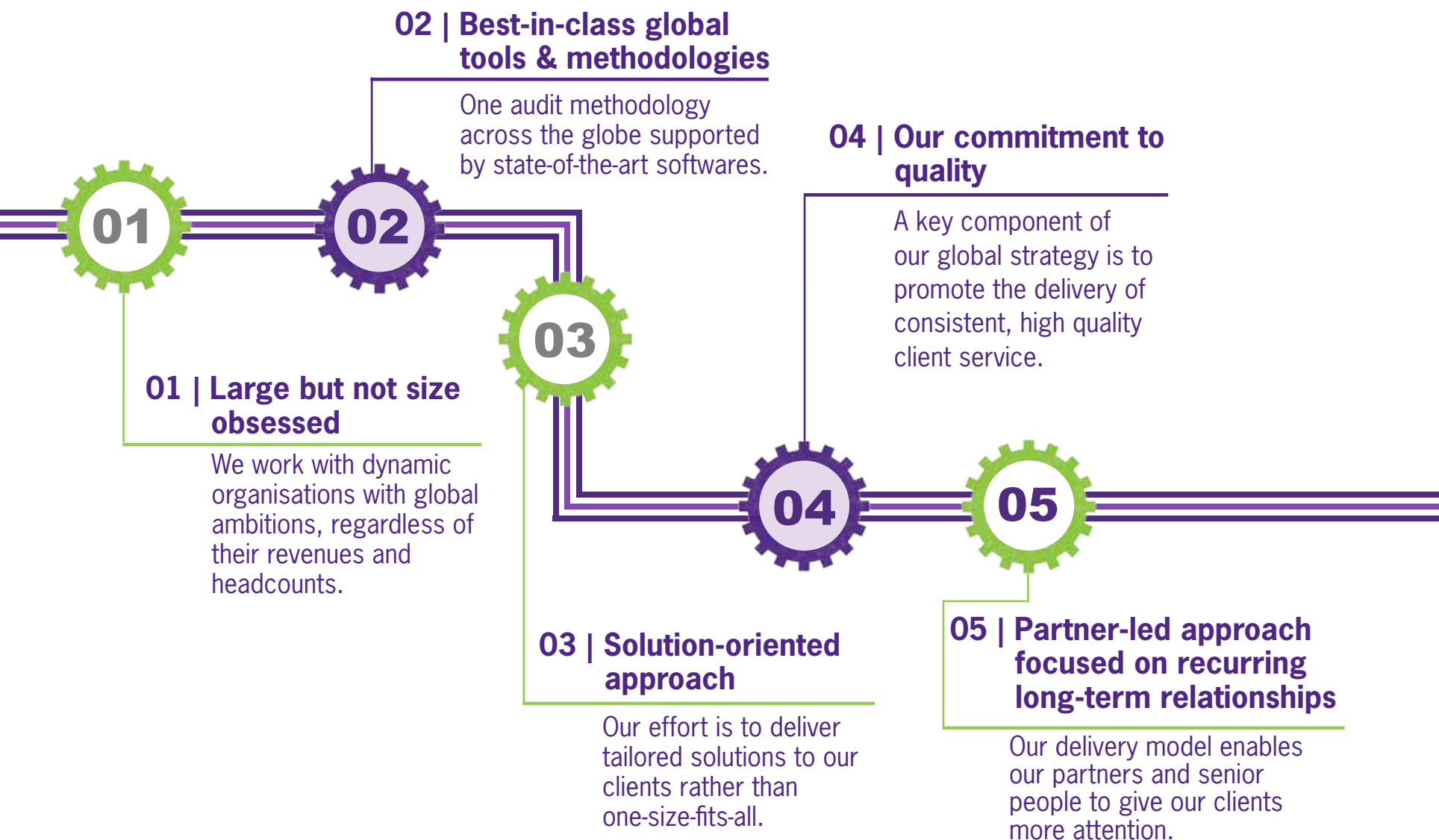
Grant Thornton is a leading business advisor that helps dynamic organisations around the world unlock their potential for growth by delivering more meaningful and forward-looking advice. We do that by delivering real insight through a combination of technical rigour, commercial experience and intuitive judgement.





# How Grant Thornton is different

We believe that Grant Thornton is the only organisation that can offer the powerful combination of true scale, excellent service and effective relationships to deliver added-value to your business.



# Our global standards

We constantly focus on improvement in quality of service delivery, procedures to monitor quality and the risk management methodology.

## Global Risk Management (GRM)

- client acceptance/continuance processes
- audit quality monitoring
- independence policies, guidance and training
- an automated global independence tracking system
- relationship checking process
- complaints and dispute
- resolution process

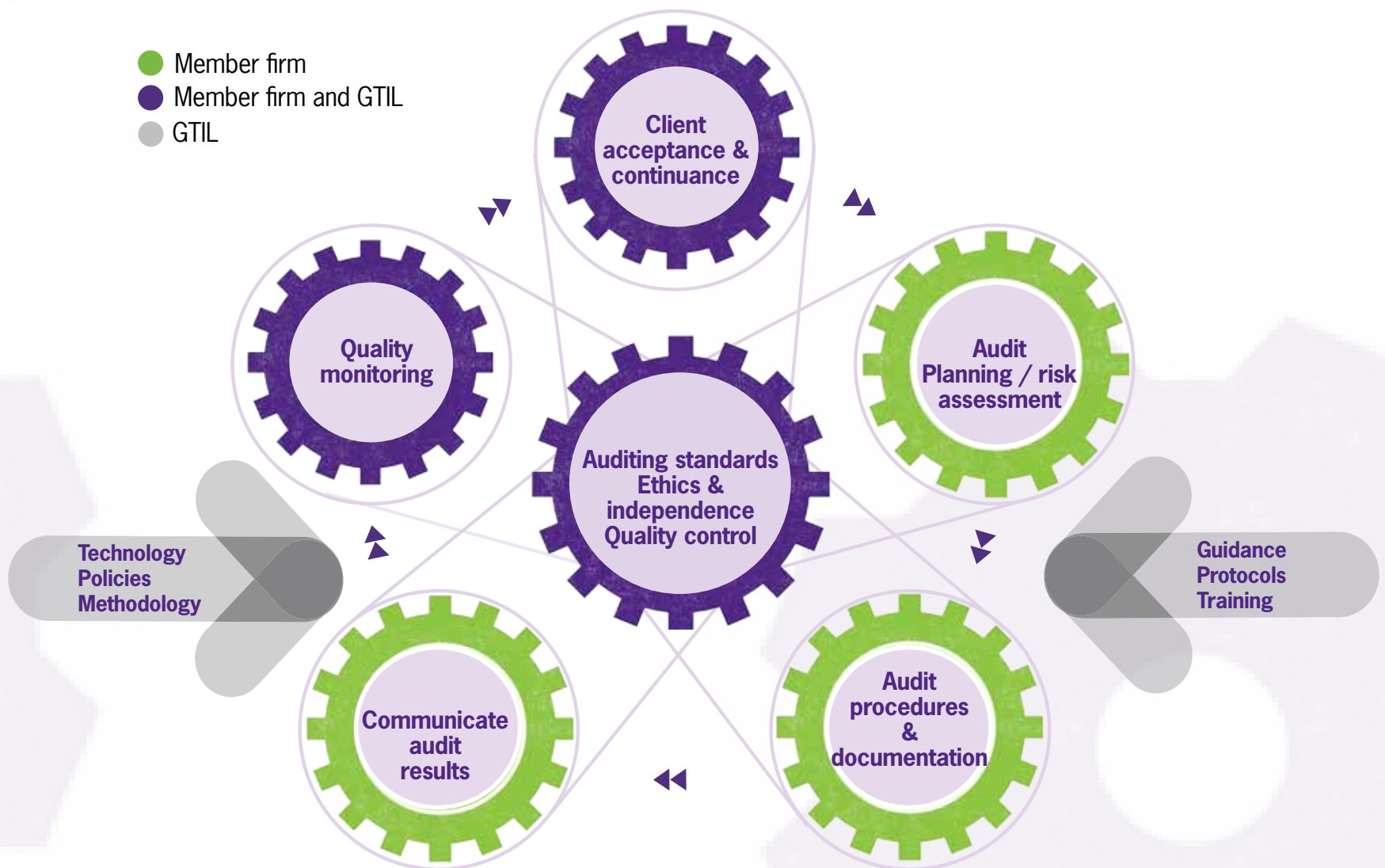


## Global Tools and Methodologies (GTM)

- an audit methodology, with proprietary state-of-the-art softwares such as Voyager, TBeam and Voyager Information System
- global audit manuals
- global auditing standards team
- International Financial Reporting Standards (IFRS) helpdesk
- a comprehensive intranet

# Our commitment to audit quality

We view audit quality as an essential element of our business. The following illustration depicts the teamwork between member firms and the global assurance functions.



# Our chosen markets

Grant Thornton has extensive experience across many industries and businesses of differing sizes. The firm runs focused practice groups in the following market segments, sectors and corridors:

## 01 Market segments

- family businesses and entrepreneurial companies
- global companies
- private equity
- government and public sector
- multilateral donors

## 02 Focus sectors

- cleantech
- education
- financial services
- food and beverage
- healthcare & life sciences
- media & entertainment
- real estate & infrastructure
- IT & ITES

## 03 Geographic corridors

- India - Africa
- India - Germany
- India - Ireland
- India - Japan
- India - Middle East
- India - United Kingdom
- India - United States





# Our subject matter expertise

## 01 | Assurance

In an era where investors and other stakeholders demand transparent financial reporting, we provide our clients with a robust audit, and accounting advisory expertise in the following areas:

- Attest Services
- Financial Reporting Advisory Services

## 02 | Tax

We work with businesses and their owners to develop bespoke tax compliance & planning strategies best suited to their specific business needs in the following areas:

- Direct Tax
- Compliance & Outsourcing
- Indirect Tax
- Transfer Pricing
- US Tax

## 03 | Advisory

We work with businesses from the initial concept stage, assessing the feasibility of their business plan right through to developing and supporting the growth to exit strategy. Our advisory services include:

- Corporate Finance
- Governance, Risk & Operations
- Forensic & Investigation
- Specialist Advisory

# Solutions for all stages of business lifecycle

## Supporting your strategic ambitions

- Formulating new strategies by challenging and exploring your strategic options
- Evaluating new markets, new ventures and commercial opportunities, with feasibility studies & financial projection analysis
- Planning and implementing strategic transactions including mergers, bolt-on acquisitions and disposals
- Delivering commercial due diligence services to assist you in making the right “business calls” with potential transactions
- Providing valuations to support board decisions on organic growth, acquisitions and JV opportunities
- Considering your tax position at every stage
- Identifying the most suitable exit strategy to maximise value
- Sustainability & CSR strategy formulation & current strategy review

**Financial measures, operational efficiency, new ways of working and stakeholder relationships must grow together if dynamic organisations are to fully achieve their objectives. To help unlock potential, we provide world-class advice in six core areas.**

## Rewarding employees

- Visioning /objective setting for companies to help you take your strategic imperatives to all employees
- Ensuring that you have the right people in the right roles, being rewarded at the right level
- Organisation structuring / restructuring for efficiency and accountability
- Employee satisfaction surveys to gauge organisational behaviour
- Incentive design & implementation (short term / long term) to motivate, attract and retain your key talent
- Designing performance architecture / management
- Designing career management / progression systems to let employees have better visibility of their future with you
- Balanced scorecard creation & implementation



## Financing your growth

- Advising on the best capital structures to support your strategy
- Providing assurance to assist with accessing capital for growth
- Assessing funding requirements against our knowledge of the market
- Preparing information memorandums and financial models for opportunities/ investors
- Introducing you to potential strategic partners for unlocking your growth potential

## Supporting your expansion plans

- Supporting new market entry, leveraging the 130+ member firms globally within Grant Thornton
- Designing and helping you execute your international expansion strategy
- India inbound entry strategy, market positioning and market intelligence
- Undertaking customised market/regulatory due diligence on potential markets
- Planning tax structures and transfer pricing policies

## Managing business risk

- Delivering insightful, value-added audits to reassure stakeholders and support your strategic goals
- Supporting boardroom decisions around tax strategy risk
- Minimising disruption and loss from business critical events and disputes
- Ensuring regulatory compliance and responding to regulatory investigations
- Mitigating fraud, bribery and corruption risks
- Delivering outsourced internal audit services and challenging the control environment

## Optimising operations

- Benchmarking the efficiency of day to day operations
- Identifying opportunities for direct cost savings
- Outsourcing back-office functions
- Evaluating and improving your supply chain efficiency
- Improving working capital management through process improvement and tax planning
- Manpower optimisation
- Social & Environmental (S&E) due diligence
- IT system review, selection and implementation

# Our values

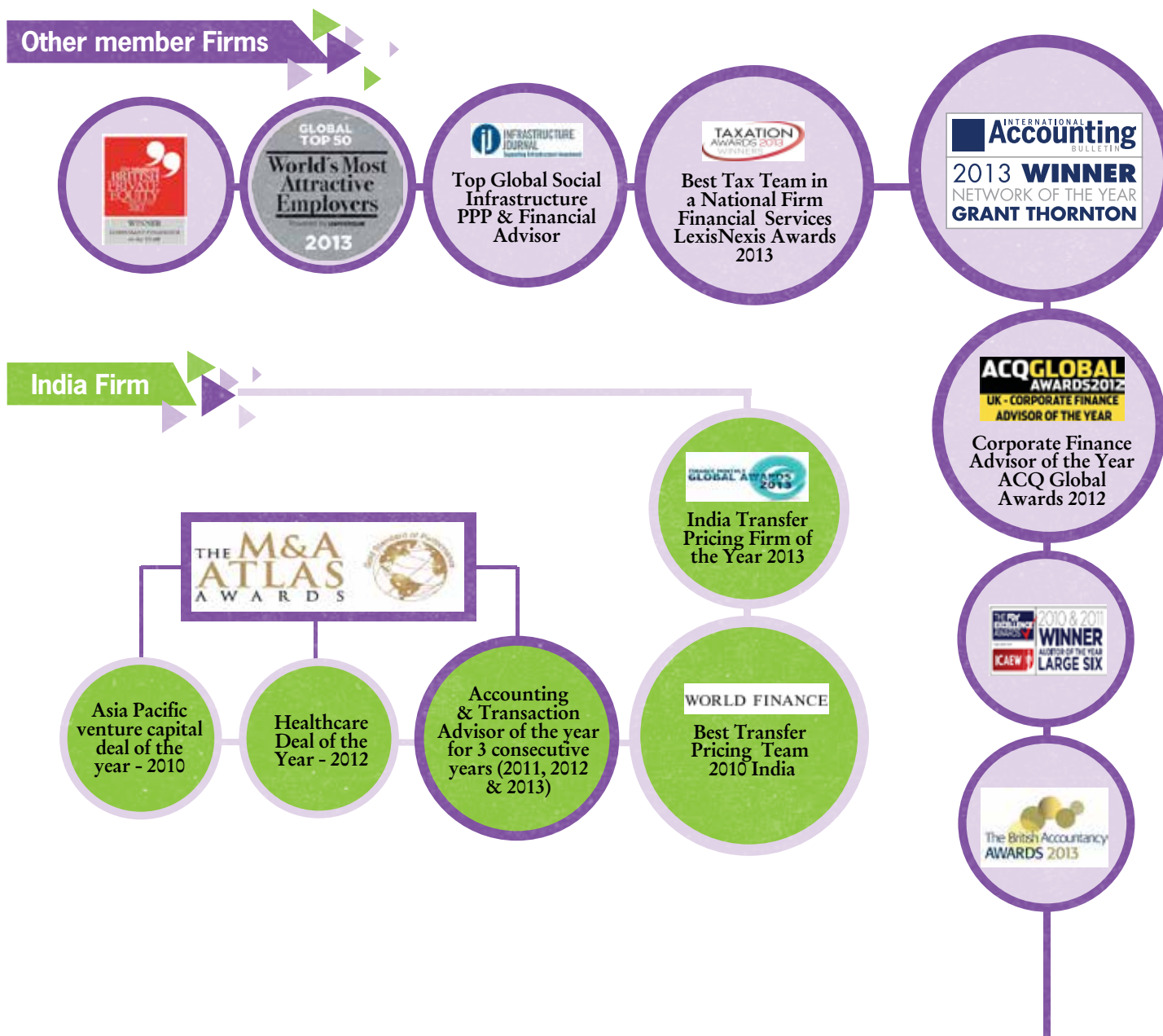
Our global values unite our people, guide our behaviours and underpin everything we do. Therefore, no matter where your business operates you can be sure to receive the very best which Grant Thornton has to offer. Our values support our efforts in making a difference to our clients, colleagues and the communities we serve.





# Awards & accolades

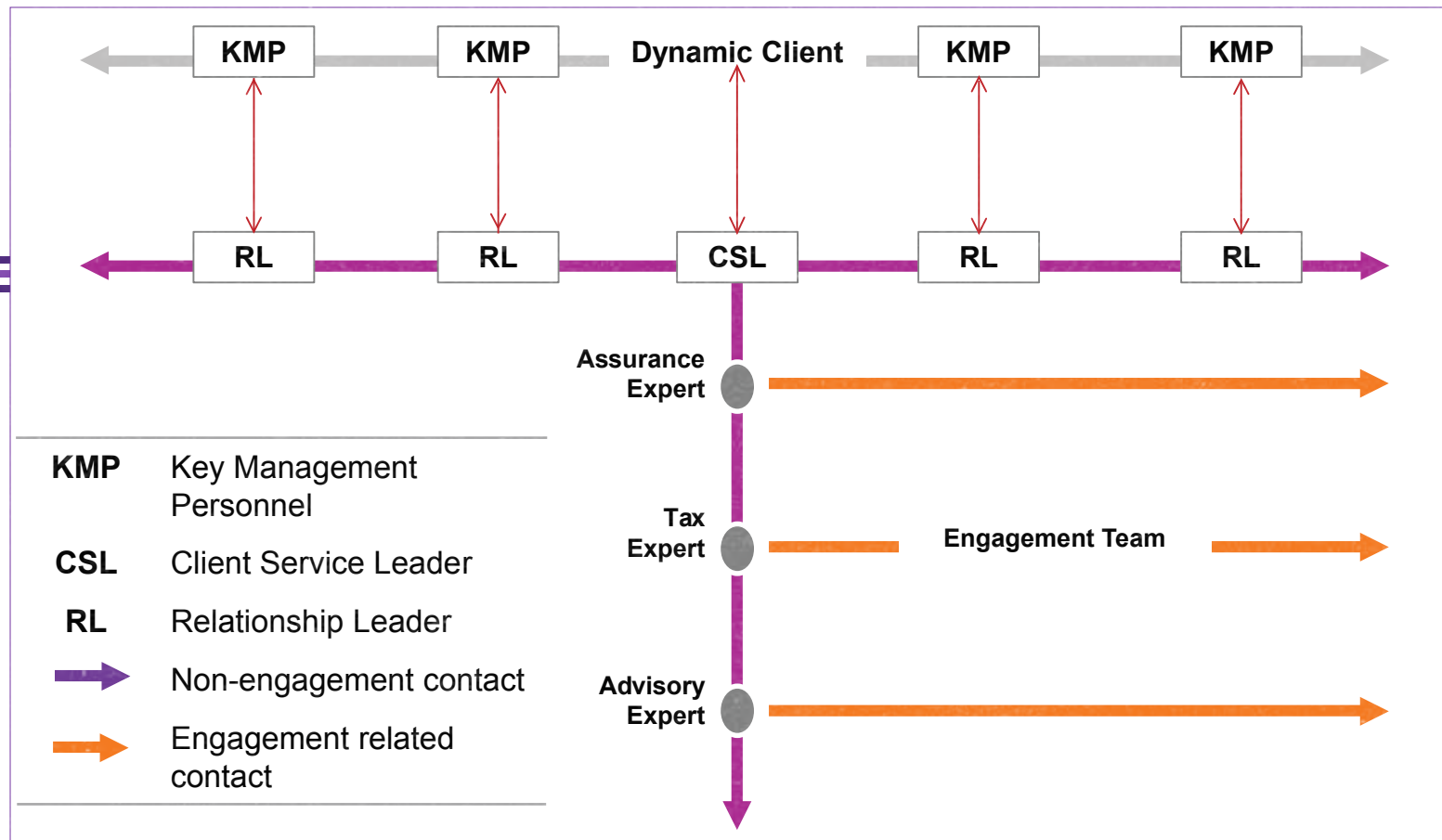
We pride ourselves on our passion for serving our clients and our people and we are being recognised as a result. Grant Thornton has been conferred with a number of awards and accolades, which include the following:



# Distinctive client service

Grant Thornton's client team structure coupled with our deep Subject Matter Expertise (SME) focus helps us deliver our brand promise - senior personnel are expected to understand our client needs and ensure that we act with agility to deliver bespoke tailored solutions.

## T - shaped client teams



# Insights to keep you up to date

Grant Thornton in India publishes a variety of Thought Leadership to keep leaders of dynamic organisations apprised of challenges and opportunities relating to the business environment they operate in. To access our publications, whitepapers and updates, visit our website and connect with us on social media.

## Follow us

@GrantThorntonIN



## Find GrantThorntonIndiaLLPo n

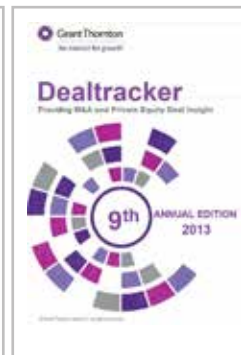


www.grantthornton.in



## Thought Leadership

## Dealtracker app



- To subscribe to our Thought Leadership email us at [contact@in.gt.com](mailto:contact@in.gt.com)
- Read the Grant Thornton Insights Blog to know the Experts' points-of-view [www.grantthornton.in/insights](http://www.grantthornton.in/insights)

# Grant Thornton in India



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# Grant Thornton around the world

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Albania	Cayman Islands	Georgia	Jamaica	Mexico	Qatar	Turkey
Algeria	Channel Islands	Germany	Japan	Moldova	Romania	Uganda
Antigua	Chile	Gibraltar	Jordan	Morocco	Russia	Ukraine
Argentina	China	Greece	Kazakhstan	Mozambique	Saudi Arabia	United Arab Emirates
Armenia	Colombia	Guatemala	Kenya	Namibia	Senegal	United Kingdom
Australia	Costa Rica	Guinea	Korea	Netherlands	Serbia	United States of America
Austria	Croatia	Haiti	Kosovo	New Zealand	Singapore	Uruguay
Azerbaijan	Cyprus	Honduras	Kuwait	Nicaragua	Slovak Republic	Uzbekistan
Bahamas	Czech Republic	Hong Kong	Kyrgyzstan	Nigeria	South Africa	Venezuela
Bahrain	Denmark	Hungary	Latvia	Norway	Spain	Vietnam
Bangladesh	Dominican Republic	Iceland	Lebanon	Oman	St Kitts & Nevis	Yemen
Belarus	Ecuador	India	Libya	Pakistan	St Lucia	Zambia
Belgium	Egypt	Indonesia	Liechtenstein	Panama	Sweden	Zimbabwe
Bolivia	El Salvador	Iraq	Lithuania	Paraguay	Switzerland	
Botswana	Estonia	Ireland	Luxembourg	Peru	Taiwan	
Brazil	Ethiopia	Isle of Man	Macedonia	Philippines	Tajikistan	
Bulgaria	Finland	Israel	Malaysia	Poland	Thailand	
Cambodia	France	Italy	Malta	Portugal	Togo	



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