

# Helping shape a Vibrant Bharat

Grant Thornton Bharat  
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“

We offer diverse solutions for all stages of a business lifecycle. We take pride in being the go-to growth adviser for dynamic organisations. When the pace of change demands greater speed and agility, we go beyond, every single time.

”

# About Grant Thornton

## Local feel, global team



**USD 6.6bn**  
(2021 revenue)



**62,000+**  
people



**750+** offices  
**140+** countries

## Grant Thornton Bharat



**6,500+**  
people



**15** locations  
**13** cities



One of the largest fully integrated Assurance, Tax, Advisory, Technology and Consulting firms in India



Helping shape a

**Vibrant  
BHARAT**

# Our client promise

With 62,000+ people in over 140 countries, we have true global scale, deep technical capabilities and extensive industry expertise. But this does not make us different. It's how we work with you.

## We discover what's important to you and make it important to us

Our culture is built on a genuine interest in our clients - their challenges, growth ambitions and wider commercial context. You get the attention you deserve from approachable, senior professionals who ask the right questions, listen and provide real insight and a clear point of view.

## Agile and responsive service

We adopt a flatter structure, with shorter decision-making chains, empowered teams and no complex chains of command. We have all the necessary processes and controls but they're streamlined and efficient.

## Pragmatic solutions to help you improve and grow

Whether your goals include cross-border expansion, improving operational efficiency or building investor confidence, we balance a desire to do what's best for you in the future with an experienced sense of what's going to help you now.

## Empowered teams with a collaborative mindset

We work alongside you, with an independent perspective and challenging where necessary. We assemble teams with a broader perspective - working across service lines, industry teams and geographies to tailor our capabilities for you.

# Our values

We are driven by #CARE for our people, clients and communities



CARE

collaboration

authenticity

responsibility

respect

excellence

# Solutions for all stages of business lifecycle

## Supporting strategic ambitions

- Formulating new strategies by challenging and exploring options
- Evaluating new markets, ventures and commercial opportunities, with feasibility studies and financial projection analysis
- Planning and implementing strategic transactions, including mergers, bolt-on acquisitions and disposals
- Delivering commercial due diligence to assist you in making the right business decisions
- Providing valuations to support decisions on organic growth, acquisitions and JV opportunities
- Considering your tax position at every stage
- Formulating your ESG strategy

## Supporting expansion plans

- Supporting new market entry
- Designing and helping you execute your 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

## Financing growth

- Advising on the best capital structures to support your strategy
- Providing assurance to assist with accessing capital for growth
- Assessing funding requirements basis our market knowledge
- Preparing information memorandums and financial models for opportunities/investors



## Managing business risks

- Delivering insightful, value-added audits to reassure stakeholders and support your goals
- Supporting boardroom decisions around tax strategy risk
- Minimising disruption and loss from business-critical events
- Ensuring regulatory compliance
- Mitigating fraud, bribery and corruption risks
- Assessing cyber maturity and ensuring resilience
- Delivering outsourced internal audit services

## Driving technology and transformation

- Designing transformation journeys
- Implementing futuristic digital operating models
- Maturity assessments and roadmap
- Intelligent automation and data governance
- Information management and analytics
- Tech-enabled process transformation

## Optimising operations

- Benchmarking efficiency of day-to-day operations
- Identifying opportunities for direct cost savings
- Outsourcing back-office functions
- Evaluating and improving supply chain efficiency
- Improving working capital management through process improvement and tax planning

## Designing people programmes

- Organisation structuring/restructuring for efficiency and accountability
- Employee satisfaction surveys
- Incentive design and implementation
- Designing performance architecture/management
- Designing career management/progression systems
- Balanced scorecard creation and implementation

# Our expertise

We constantly pursue new ideas and embrace a culture of curiosity, agility and innovation. We deliver the greatest value by collaborating across services to create innovative, tailored solutions to meet clients' complex challenges.



## Assurance

We deliver tailor-made assurance services accentuated by impeccable quality:

- Attest services



## Risk

Our Risk Advisory services focus on key areas of risk to organisations:

- Governance, Risk and Operations (GRO)
- Forensic
- IT risk
- Corporate intelligence
- Cyber security
- Anti-money laundering



## Tax

We develop bespoke tax compliance and planning strategies and help minimise taxation-related challenges:

- Direct tax services
- Indirect tax services
- Transfer pricing
- US tax
- Global mobility services
- Transaction tax



## Growth

We offer a bouquet of fully integrated strategic advisory services:

- Valuations
- Due diligence
- Business consulting
- Organisation effectiveness



## Public Sector

We specialise in delivering robust compliance services to government departments, local authorities and government agencies:

- Strategy
- Programme management
- Impact assessment
- Performance management
- Sports, urban infrastructure, agriculture, skills development



## Tech Advisory

We offer a fresh perspective to our clients by re-imagining their businesses and services in the digital era::

- Digital transformation
- IT advisory
- Information management and analytics
- Blockchain advisory
- Robotic process automation (RPA)



### Recovery and Reorganisation (R&R)

We have significant experience in advising clients on all aspects of buying or investing in stressed businesses:

- Debt advisory
- Insolvency services
- Independent Business Review (IBR)
- Asset tracing



### CFO Services

We enable CFOs create value for their business by providing a comprehensive suite of customised services that help them manage their finance function efficiently and effectively. We leverage cutting-edge technology platforms to design a robust financial and compliance framework.

Our services cover all aspects of finance function and include:

- Financial reporting advisory services
- reporting services
- Back-office operations, shared services and process outsourcing
- Global people solutions
- Corporate and labour law services
- Global compliance and
- Fund accounting and reporting services



### Social and Sustainability Advisory

We provide consulting services to corporates, corporate foundations, NGOs, and multi/bi-lateral development organisations.

- Environment, Social & Governance (ESG) advisory
- Grant audits and governance reviews
- CSR advisory
- Project management and monitoring
- Research and assessments, including social return on investment
- Sustainability reporting and assurance
- Integrated reporting and non-financial assurance



### Global Delivery

We are engaged in global delivery projects and provide research and analytics support to Grant Thornton member firms across the world:

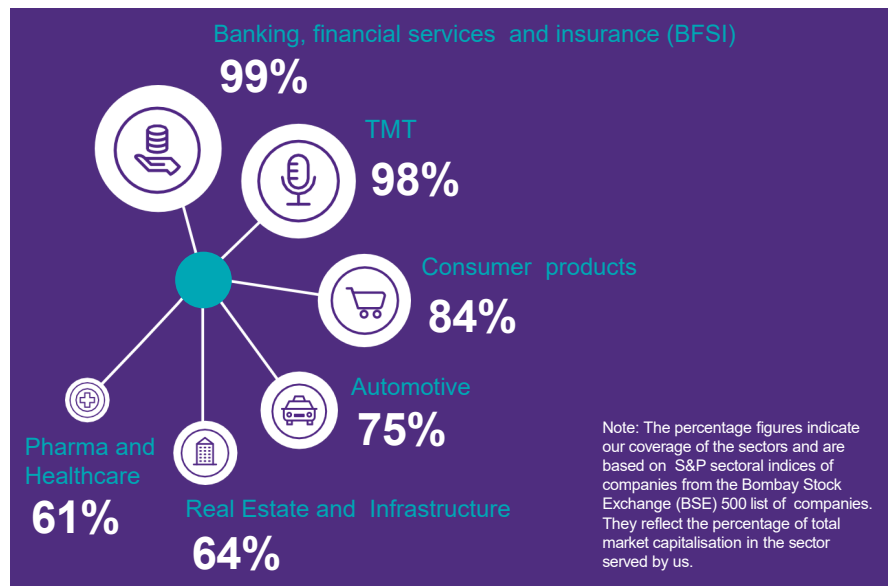
- Supporting global delivery platforms in India
- Liaising with member firms on legal formalities
- Developing the delivery model
- Providing oversight and escalation support
- Identifying and onboarding talent
- Providing infrastructure support



# Our focus areas

## Focus sectors and coverage

Grant Thornton Bharat has a sector-focused approach to working with a diverse set of clients and has focused programmes across sectors. We have a deep understanding of these sectors, including emerging trends, challenges, disruptions and issues faced.



### Market segments

We provide various services to:

- Large conglomerates and MNCs
- Indian privately-held businesses (listed/unlisted)
- SMEs and Startups
- Public sector
- Not-for-profit



### Geographic corridors

We have dedicated bilateral geographic corridors between India and key countries to help clients leverage growth beyond the country of their origin:

- Africa
- China
- Germany and Rest of Europe
- Gulf Cooperation Council
- Israel
- Japan
- Singapore
- United Kingdom
- United States

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