



Helping shape a Vibrant Bharat

Grant Thornton Bharat

2022

#GTBharat
SHAPING A VIBRANT INDIA



Vishesh C. Chandiok

Chief Executive Officer

Grant Thornton Bharat LLP

E: Vishesh.Chandiok@in.gt.com

“

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

Our distinctive client experience sets us apart

Grant Thornton Bharat



6,500+
people



14 locations
12 cities



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



Helping shape a
**Vibrant
BHARAT**

Our client promise

With 58,000+ people in over 138 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 global CLEARR values underpin everything we do and serve as a declaration of who we intend to be and how we intend to fulfil our promise.



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.



Audit

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
- Mergers and acquisitions
- Business consulting
- Organisation effectiveness



Public Sector

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

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



Trust and Transformation

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
- Independent Business Review (IBR)
- Insolvency services
- 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
- Back office operations, shared services and process outsourcing
- Global compliance and reporting services
- Global people solutions
- Corporate and labour law services
- Fund accounting and reporting services



Private Client Services



Social and Sustainability Advisory

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

Our services include:

- Environment, Social & Governance (ESG) advisory
- CSR advisory
- Research and assessments, including social return on investment
- Grant audits and governance reviews
- Project management and monitoring
- 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
- Developing the delivery model
- Identifying and onboarding talent
- Providing infrastructure support
- Liaising with member firms on legal formalities
- Providing oversight and escalation support



dGTL: Digital transformation services

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 in six key sectors. We have a deep understanding of these sectors, including emerging trends, challenges, disruptions and issues faced.

Banking, financial services
and insurance (BFSI)

99%

TMT

98%

Consumer
products

84%

Automotive

75%

Pharma and
Healthcare

61%

Real Estate and
Infrastructure

64%

Note: The percentage figures indicate our coverage of the sectors and are based on S&P sectoral indices of companies from the Bombay Stock Exchange (BSE) 500 list of companies. They reflect the percentage of total market capitalisation in the sector served by us.



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 | • Israel |
| • China | • Japan |
| • Germany and Rest of Europe | • Singapore |
| • Gulf Cooperation Council | • United Kingdom |
| | • United States |

Contact us

To know more, please visit www.grantthornton.in or contact any of our offices as mentioned below:

NEW DELHI National Office, Outer Circle, L 41, Connaught Circus, New Delhi - 110001 T +91 11 4278 7070	NEW DELHI 6th Floor, Worldmark 2, Aerocity, New Delhi - 110037 T +91 11 4952 7400	AHMEDABAD Unit No - 603 B, 6th Floor, Brigade International Financial Center, GIFT City Gandhinagar, Ahmedabad - 382355	BENGALURU 5th Floor, 65/2, Block A, Bagmane Tridib, Bagmane Tech Park, CV Raman Nagar, Bengaluru - 560093 T+91 80 4243 0700
CHANDIGARH B-406A, 4th Floor, L&T Elante Office Building, Industrial Area Phase I, Chandigarh - 160002 T +91 172 4338 000	CHENNAI 9th floor, A wing, Prestige Polygon, 471 Anna Salai, Mylapore Division, Teynampet, Chennai - 600035 T +91 44 4294 0000	DEHRADUN Suite No 2211, 2nd Floor, Building 2000, Michigan Avenue, Doon Express Business Park, Subhash Nagar, Dehradun - 248002 T +91 135 2646 500	GURGAON 21st Floor, DLF Square, Jacaranda Marg, DLF Phase II, Gurgaon - 122002 T +91 124 462 8000
HYDERABAD Unit No - 1, 10th Floor, My Home Twitza, APILC, Hyderabad Knowledge City, Hyderabad - 500081 T +91 40 6630 8200	KOCHI 6th Floor, Modayil Centre Point, Warriam Road Junction, MG Road Kochi - 682016 T +91 484 406 4541	KOLKATA 10C Hungerford Street, 5th Floor, Kolkata - 700017 T +91 33 4050 8000	MUMBAI 11th Floor, Tower II, One International Center, SB Marg Prabhadevi (W), Mumbai - 400013 T +91 22 6626 2600
MUMBAI Kaledonia, 1st Floor, C Wing, [Opposite J&J Office], Sahar Road, Andheri East, Mumbai - 400 069	NOIDA Plot No 19A, 2nd Floor, Sector - 16A, Noida - 201301 T +91 120 485 5900	PUNE 3rd Floor, Unit No 309-312, West Wing, Nyati Unitree, Nagar Road, Yerwada, Pune - 411006 T +91 20 6744 8800	

For more information or for any queries, write to us at gtbharat@in.gt.com



Follow us @GrantThorntonIN



© 2022 Grant Thornton Bharat LLP. All rights reserved.

"Grant Thornton Bharat" means Grant Thornton Advisory Private Limited, the sole member firm of Grant Thornton International Limited (UK) in India, and those legal entities which are its related parties as defined by the Companies Act, 2013, including Grant Thornton Bharat LLP.

Grant Thornton Bharat LLP, formerly Grant Thornton India LLP, is registered with limited liability with identity number AAA-7677 and has its registered office at L-41 Connaught Circus, New Delhi, 110001.

References to Grant Thornton are to Grant Thornton International Ltd. (Grant Thornton International) or its member firms. Grant Thornton International and the member firms are not a worldwide partnership. Services are delivered independently by the member firms.