

CA DEEPAK KUMAR GUPTA

[Group Chief Financial Officer & Advisor]

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Group Chief Financial Officer & advisor top management leadership, excellent communication, business shared services, process transition & understating of the drivers of growths, margins, profitability, fundraising, investors relations, management plans & value creations. professional experienced in bringing transformative changes by positioning finance as a strong business associate partner to the organizations, successful in partnering with all areas within a business delivering strong financial results, strategic & traditional planning, and risk mgmt. efficient operation & dependable regulatory and taxation compliance.

Qualified CA, CS, CMA, CFA, FRM, LLB, MBA, B.Com & diploma course highly accomplished result- driven Group Chief Financial Officer & Advisor with wisdom & more than 15+ years of working experience national & international activities of improvement & analysis of finance, accounts, taxation, banking, Insurance, legal, corporate, secretarial, operation, lean & program management, due diligences, valuations, funds raising from debt-equity, IPO, debentures, SEBI, RBI, FEMA, FDI, FCRA, NGO, NPO, CSR, regulatory, commercial, foreign trade management, customs, import-export, IT, EDP, HR, Industrial relations, organizational administrations, Investors relations, CG, CFR, credit ratings analysis, business combinations, M&A, marketings & brandings, financial, cost, credit, risk modelling & management, new age startups, business, trade, operations, strategic, performance management, business data Intelligence, strategies of comparative, competitive, tactical, critical, strategic analysis, budgeting & forecasting, planning, procurement, store, Inventories, QC/QA, productions, sales, distributions & business development, business performance evaluation, fraud detection, security, capital, commodity & derivatives markets analysis, auditing, compliance, assessments, notice, proceedings, appeal, IBC, NCLT with strong analytical ability with proven skills of making venture very successful venture.

PROFESSIONAL QUALIFICATION

☎ Qualified Chartered Accountant, (CA)	ICAI	May'2017
☎ Qualified Company Secretary, (CS)	ICSI	December' 2015
☎ Qualified Cost Accountant, (CMA)	ICMAI	June' 2018
☎ Qualified Chartered Financial Analyst (CFA) [L - I II III]	CFA Institute - USA	October' 2018
☎ Qualified Chartered Financial Analyst (FRM) [P - I II]	GARP - USA	June 2019
☎ LLB (Corporate Law) – Agra University	SGM (College of Law)	September' 2016

ACADEMIC QUALIFICATION

▪ M.B.A (Banking/Finance)	2012-14	▪ B. Com (Programme)	2009-12
▪ Class-12 th (Commerce with Math's)	2008-09	▪ Class-10 th (General Subjects)	2006-07

DIPLOMA QUALIFICATION

Diploma in Information System Audit – DISA	Diploma in International Taxation- DIT
Diploma in Forensic Accounting & Fraud Detection	Diploma in Internal Audit– DIA

PROFESSIONAL AFFILIATION

® Associate Member-ICAI, CA	® Associate Member-ICSI, CS	® Associate Member-ICMAI, CMA
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ORGANIZATIONAL EXPERT PROFESSIONAL WORKING EXPERIENCE

M/s VARROC GROUP OF INDUSTRIES

Feb' 2016 to June' 2023

(Varroc Group of Industries is one of the leading 1st tier manufacturer companies in India producing auto parts, automobile & EV components, polymers products, electronics, forgings, iron & steels, shafts, exhaust systems complete, sheet metals, fluid transmission, metal tubular assemblies, alloy steel, non-alloy steel billet, fish plate, bars, toe plate bars, steel flats, bracket, pipes, tubes, fuel plate pumps, electrical motors, AC parts, others engineering, metal tube, brake, clutch, vehicle metals, power steering, automotive assemblies with a turnover of more than INR **8250+ Crores** (BSE/NSE) Listed entities)

Group Chief Financial Officer & Advisor

(7 Year's 05 Months)

M/s OSWAL GROUP OF INDUSTRIES

Aug' 2011 to Feb' 2016

(Oswal group of Industry corporate office New Delhi based is one of the leading manufacturers of auto parts, automobile, electrical motors, A.C parts & high-pressure aluminium die cast components in India. machining & assembling facilities, painting facilities, die casting facilities, CNC, VMC machining, gear finishing (hobbling, shaping, shaving, broaching), robotic welding, heat treatment, turning centre, broaching M/s, pneumatic/Hyd. presses with a turnover of more than INR **2250+ Crores** (BSE/NSE) listed entities)

Assistant General Manager/GM – F&A

(4 Year's 7 Month's)

M/s KPMG INDIA & INTERNATIONAL

Mar' 2009 to Aug' 2011

(Big4 group of consultancy firm all type of finance, accounts, taxation (direct-Indirect), Insurance, customs, corporate, banking, costing, planning, budgeting, forecasting, due diligence, M&A, business combinations, regulatory, BSE/NSE, SEBI, share agents, security, commodity, money market, credit ratings, risk & credit management, fund raising strategies (debt & equity), Investment bankers, New Start-ups, MSME, NBFC, NRI, FEMA, FDI, RBI, TF, payroll-labour law, trust, NGO, PMLA, audits, assessments, SCN, & appeals)

Manager F&A –Audit, Compliance & Taxation

(2 Year's 6 Month's)

M/s A.R KAMAL & SONS Co.

Mar' 2008 to Jan' 2009

(Supari trading company – old Delhi Khari Baoli Based)

Junior – Accountant

(10 Month's)

MY EXPERTISE, WISDOM & ACCOUNTABILITY DURING THE WORKING EXPERIENCE

ACCOUNTS FINALIZATION, CORPORATE FINANCIAL REPORTING, IMPLEMENTATION & CONTROLLING

Expertise in finalization of all types of books of accounts & detailed analysis of trial balance of the companies group of companies, multiple plants, subsidiaries (national & international), multiple currencies & geographic area, SBU, BU, branches, divisions, holdings, subsidiaries, associates, joint ventures, sister concerns, foreign companies, NBFC's FinTech, Insurance companies, Indian/foreign-LLPs, new startups & other companies for financial reporting, financial statements, corporate financial reporting, Interim financial statements, cash flow, funds flow, equity, shareholding & WC statements, contingency assets & liabilities statements, income & expenditure account, receipt & payment statement as standalone & consolidated financial statements with discourses, policies, annexures, declaration, certification, reports, results including highest 100% of quality, reliability, error free accuracy, authenticity, KPI, KVI, KSI, CSF, CPI, SPI, all parameters indicators with follow all types statutory, corporate, secretarial, regulatory, regulation, taxation, banking, institution, international authorities, competent authorities & all types of accounting standards & GAAPs covers under ICAI AS, Ind AS, IFRS, IAS, ICDS, valuation standards (ICAI & International), Indian, US, UK, Global GAAPs guidelines reporting under the timelines monthly, quarterly, half-yearly, ninthly, annually basis & integrated reporting.

resolving all types of discrepancies under evaluations, developments, performance & implementations of new accounting pronouncements & information technology systems (business intelligence & object, data analysis, ERP, SAP, edit log, machine learning, AI & other tools) to ensure that automatic & systematic system perform & implementation to all the levels of the departments technical & non-technical (Internal & external) of the companies & group of companies at all over the national & International level according to "the corporate policies, SOP's, KRA's, statutory, regulatory, legal, accounting & valuation standards guidelines" for accuracy, controlling, strategy, planning, analysis, reporting, inter-department requirement, reconciliation, declaration, approvals, information, revenue recognition, products economics & costings, margins & profitability analysis, trends analysis, business developments, budgeting, forecasting, comparative & variances analysis, business expansions planning, strategy, ratio analysis, key & risk factors analysis, financial & risk modelling, Insights, research & planning presentations, competitive scenarios & evaluates strategic analysis of the departments such as plannings, productions, operations, costings, designing, planning, purchase & procurement, store, outsourcing, marketings, QA, QC, mechanical & electrical, NPDs, sales, dispatch & distribution, finance, legal, secretarial, IR, HR, administration, accounting receivable & payable controlling & audits (Internal & forensic).

expertise in corporate financial reporting as per AS, Ind-AS, IFRS, IAS, GAAP (Indian & Global), valuations standards, presentations of financial statements, inventories, statements of cash flows, accounting policies, changes in accounting estimates & errors, events after reporting periods, income taxes, property, plant & equipment, employee benefits, accounting for government grants & disclosure of government assistance, the effects of changes in foreign exchange rates, borrowing costs, related party disclosures, separate financial statements, Investment in associates & joint ventures, financial reporting in hyperinflationary economies, financial instruments presentations, earnings per shares, interim financial reporting, impairment of assets, provisions, contingent liabilities & assets, intangible assets, investments of properties, agriculture, first time adoption of Ind-AS, IFRS, share based payments, business combinations, Insurance contracts, non-current assets held for sales & discontinued operations, exploration for & evaluation of minerals resources, financial instruments disclosures, operating segments, financial instruments, consolidated financial statements, joints arrangements, disclosure of interests in other entities, fair value measurements, regulatory deferral accounts,

revenue from contracts with customers, leases, Integrated reporting, analysis of financial statements & CSR, consolidated groups level accounting, business acumen to support global business & revenue recognitions.

BUSINESS & CORPORATE FINANCIAL PLANNING, IMPROVEMENT, MONITORING & STRATEGY

Expertise in finalization of financial & business planning, strategy & detailed analysis of revenue & margins, product margins, gross margins, net margin, product economic, product costing, reconciliations, profitability, competitors, marketing, industries & companies trends, category of product research & analysis, marketing, products & business developments, vendors, customers promotional, key metrics of revenue analysis, 5P's strategy (plan, ploy, pattern, position & perspective), capital budgeting for investments, sales & corporates finance, stakeholders relationship management, collaborative, business intelligence objects reports of various department of the companies & group of companies, monthly, quarterly & annually operating plan, budgeting & forecasting, variance analysis, assess & evaluate business financial performance, promoting, improvement analysis of organization with regard to mid & long-term operational goals, insights both short & long terms growth plans & strategy of organization, monthly financial budgeting reports including monthly profit & loss, creating & establish yearly financial objectives that align with the company plans & strategy for growth & business expansion, cash budgeting, cash/fund flow, WC plannings & ensure funds availability & allocations, revenue growth, cost optimization, corporate & business strategy & market entry strategy development mgmt. improving profitability to make the unit break even & drive the business growth path by expansion planning.

Implementation of key analytical tools for business growth assessments on strategic & traditional planning, formulating budgeting & targets (revenue, procurements, productions, mechanical & electrical, consumables, inventories, dispatches, marketings, labours, administrations), cash flow budgeting, Opex/Capex budgeting, inventories management assessment analysis, excess & obsolete inventories analysis, accounts receivable & payable analysis, DSO <60 count & drivers, past due by root cause, order processing of dispatch & purchase, procurements, costs allocation & assigned based on activity, cost, sensitivity & breakeven analysis, operating leverage (current situation & cost structure), products revenue & margins documentations, products pricing, revenue plan for existing & new products, revenue patters, revenue in product development, backlog analysis, sale trends, YoY/MoM growth, SCM, AOP, capital management, working capital improvement & management, risk, uncertainty & cost of capital, WACC computation & visual reporting analysis, capital investments decisions, NPV, IRR, payback, capital expenditures & projects investment analysis, scenario recap, developing predictive & analytical for financials model architecture, communicating & presenting financial information with presentation, revenue process dashboard by charts & graphs (cost pie, comparative histogram, line, bar, doughnut, dual axis % completion, stacked columns with floats, reconciliation, sensitivity, speedometer), SKU wise margins & profitability reporting, costing & products pricing, data gap analysis, secure consistency & FDD, business process, object, research & analysis, market intelligence, lean management, strategic planning

CORPORATE, ROC COMPLIANCE, SECRETARIAL AUDIT & CERTIFICATIONS MANAGEMENT

Expertise in finalization of all types of compliance under the companies act, ROC, MCA21, LLP, XBRL, CSR, corporate governance, investors relations, IEPF, ESOP, e-forms & manual form filing e-filing of incorporation all types companies, all types of directors, key managerial personnel, appointments, qualifications, changes, registration DIN, memorandum of association, articles of association, alternations of MOA & AOA, all types of appointment, changes, resignation of statutory auditor, cost auditors, secretarial audit, charges management registrations, modifications & satisfactions, company e-filing of incorporations, DIN, charges, deposits, Nidhi, changes, foreign company, information, compliance service, approval, annual filings, subsidiaries, LLP, CSR, complaints, documents related service, investors services, filing of resolutions ordinary & special, general meeting, EGM, AGM, committee meeting, agreement, affidavit, notices & agenda of general meeting, minutes, policies, indemnity & surety bonds, powers of attorney, directors reports, notices to any by the boards of directors, shareholders for general meetings & other purposes, stock exchange, postal ballot, public notice in news-papers for general meeting, extra ordinary general meeting, postal ballot, loss of share certificates, filing of e-forms & m-forms to roc in form of XBRL & Non XBRL format of returns & compliance, annual returns, directors, boards, auditor reports, annual financial statements, accounting policies, statutory audit reports, cost audit reports, MSME, DPT, reconciliation of share capital audit report, public documents view, upload details of security debenture, depositors, subsidiary details, declaration of dividend, interim, final dividend, transfer unpaid dividend & resultant securities to the IEPF, buy back share, share based payment, ESOP, statutory records, statistical books, records, registers, convergence of Ind-AS with IAS, IFRS & ratios.

secretarial audit & certifications under the corporate laws, Issue of securities, further issue of securities, reduction of capital & buy-back of securities, public issue of securities, transfer of securities, nomination & transmission of shares, democracy of shareholders, general meeting, directors, disqualifications & removal, restriction on directors in relation to company, legal cases, legal vetting, duties, rights & liabilities of director, meeting of the board of directors, corporate governance, charge on assets of the company, debentures, public deposits, accounts, dividends, financial audit, cost & secretarial audit, issue & redemption of debentures & bonds, issue & debenture, debentures redemption reserve, debenture trustee, debenture trust deed, meeting of debenture holders, issue & listing of non-convertible debt instruments, acceptance of deposits, share capital, debentures, share certificates, voting rights, calls, forfeiture & re-issuance of shares, issuance of securities, discount & sweat equity shares, transfer & transmission of securities, issuance of bonus shares,

buyback & purchase of own shares, debentures, nomination by securities holders, quorums, chairman & proxy, voting, uploading quarterly & annual results of company at SEBI site, audits committee of the board, nomination & remuneration committee, stakeholders relationship committee, risk management committee, corporate social responsibility policy committee, committee meetings, conversion of companies, policies under the companies act, SEBI, listing agreement, online & physical search of documents, regulatory & non-regulatory authorities, resolve group companies legal, secretarial matters, insider trading & takeovers code.

CORPORATE GOVERNANCE || CSR || CER || ESG || EHS || NATIONAL & INTERNATIONAL

Corporate governance, organization for economic cooperation & Development (OECD), corporate governance of accountability, transparency & equality of treatment for all stakeholders, board of directors, shareholders, management, directors position in relation to companies, independent directors, appointment & retirement, directors identification numbers, directors duties, resignations, removals, vacation of office, register, board of directors meeting, board minutes of meeting, board powers, restriction, prohibition, contributions, disclosure of interest, loan to director, loan & investment by company, related party transaction, managerial personnel, appointment, managerial remuneration, KMP, international corporate governance Indian, CSR, CER, ESG, EHS criteria, expenditure, policies, committees, activities, implementation, reports, disclosures & certificate.

CORPORATE ANALYSIS, REGULATORY REPORTING, INVESTORS RELATIONS & MANAGEMENT

Expertise in finalization all types of directly reporting, information, disclosures, declaration, compliance & results filing to SE listing, SEBI, LODR, ICDR, PIT, SAST, SCRA, BSE, NSE, ROC, RBI, IBC, FDI, FEMA, CDSL, NSDL, PMLA, SRFAESI, FCRA, debt listing, CRM, debenture trustee, money market, capital market, commodities market, currency market related compliance, statutory & other regulatory authorities, filings of public issues draft offer document with SEBI (DRHP), red herring documents with roc (RHP), final offer documents with roc, prospectus, others documents, rights issues of draft letters of offer filed with SEBI, final letters of offer filed with SEBI & other documents, investor meetings, debt offer document, takeovers, scheme of arrangements, buybacks, regulatory sandbox, mutual funds, InvIT & REIT (public, private, rights issue, bonds), investors presentations, investment & equity research, Investment banking, corporate development, analysis of major events related capital market (earning call, investor day, conferences, major transactions) SEC filing, ratio analysis of per shares, profitability, solvency, indicators, liquidity, OPM, GPM, NPM, foreign exchange, revenue, debt, equity, dividend, leverage, payout, coverage, component, valuation & report card, all other statutory compliances as stipulated under applicable corporate laws like RBI, FEMA, POSH, Factory related compliances, conceptualizing solutions around designing equity-based compensation plans (ESOPs, SARs, Phantom options, Restricted Stock) mainly from corporate laws and SEBI perspective, compliance with all the governance related laws, viz companies act, securities laws, listing regulations, insider trading code, abreast with the latest regulatory changes related to SEZ, FME IFSCA, SEBI, ICDR, PMS & AIF regulations.

disclosures of investor relations, declarations, information, policies, notice, meeting, results, announcements on company website of investors relations, board of directors, notice of board meetings, financial information (annual, quarterly, interim, integrated, performance, business portfolio, result of subsidiaries, joint ventures, associates, sister concern), investor presentation (transcript concall, earnings, corporate presentation, press release, factsheet), disclosures of regulation 30(5), 46 & 62 of SEBI (LODR), investors meet & FAQ, policies, committees & programme codes, scheme of arrangements, mergers, amalgamations, takeovers, demergers, buyback, ESOP, newspapers publications, commercial paper listing, result press release, market linked debentures, corporate calendar, filings, debt information, dividend calculator, unclaimed dividend IEPF, shareholders information, shareholding pattern, statutory information, related party transactions, disclosure of projects, affirmation credit rating, KMP, sustainability, investor complaints report & disclosures, SCORES, reconciliation share capital audit report, secretarial compliance reports, CSR, corporate governance, buyback of shares, public corporate announcements, QIP, liaising with underwriters, investors, registrars, investment bankers & other intermediaries for launching IPOs, FPOs main board & SME, buyback, reporting to NEAPS, listing centre, due diligence, updating on refund account IPO, events & intimations, KYC, dispatch of annual report to the shareholders, liaison with RBI, Income Tax, SEBI, CDSL, NSDL & others regulatory authorities, dematerialisation of shares, depository participants, Inspections, investigations, notices, orders & appeals. company Investors relations plans, Investor meetings, investment strategies, IPO management, investment management, strategic financial planning, financial data analyst reports, financial risk management, fund management, IPO funding, investment advisory, equity research, conferences, road shows & Pre/Post -IPO

FINANCIAL REPORTING NATIONAL & INTERNATIONAL || BUSINESS & MARKET EXPANSIONS

Expertise in finalization of evaluation & convergence of IAS, IFRS, Ind AS, AS, Indian, US, UK & global GAAP, for financial statements, information, disclosures, results to across the worlds of standalones, consolidated, interims, integrated, special purpose vehicles including multiples currency, minority Interest, goodwill, M&A, sustainability reporting, triple bottom line reporting, EMEA/global reporting, forex hedge management, hedge accounting to the companies & all groups of companies national & international, Investment in associate, joint venture, cash & fund flow, WC statements, share based payment, equity settled transactions, fair value of equity Instruments, vesting conditions, modification, cancellation, settlement & disclosures, value added statement, economic, market, shareholder's value added, HR, financial reporting of mutual funds, merchant bankers, NBFC, stock & commodity market Intermediaries, derivatives, analysis evolution of XBRL, XBRL International scenario, XBRL, International segment reporting, performance & detailed ratio analysis reports.

Analysis of transfer pricing (national & International) global project documentation, thematic research report, SWOT analysis, peer benchmarking reports, ESG reporting & related metrics for investment banks & assets, rating, reporting, pitch books, company profiling, transactions advisory, staffing, project management, M&A, data analysis, quality review, operations, advisory, develop operational insights utilizing data & order analyse drivers of profitability & evaluate key risk & opportunities of the company, draft & review tailored transaction advisory reports specific to key issues such as normalized earnings, operational insights, indebtedness considerations & post transaction working capital analysis, CGD, global GAAPs & Sarbanes Oxley, strategic decision-making, valuation, risk, business, credit & profitability analysis, positioning strengths, weaknesses, opportunities, challenges, analysis historic & current financial information, actuarial & business valuations, business/ financial planning analysis, commercial operations, P&L management, budgeting & forecasting.

SEBI – ICDR/LODR (OBLIGATIONS & DISCLOSURE REQUIREMENTS) (LISTED ENTITIES-BSE/NSE)

Expertise in finalization of regulators & SEBI regulations compliance, information, schemes, policies, results, disclosures due diligences & reporting to BSE, NSE, SEBI, CSDL, NSDL, LODR, ICDR, other listing agencies monthly, quarterly, half-yearly, ninthly & annually to the companies & group of companies, non-controlling Interest, statement of contingent assets & liabilities, preservation of all documents of statutory, regulators & SEBI regulations, RTA, compliance officer, CFO & CS for filing of financial information, results, compliance report, credit ratings (national & international), ROI, statutory & investor presentation, briefs, meets policies & program code, schemes, board of directors, unpaid dividend, IEPF, ESOP, CSR, corporate governance, shareholders information, shareholding pattern, reconciliation of share capital audit & statements, e-filing of compliance & information reports to NEAPS-NSE & BSE-listing center, implement system as per RBI, FEMA, FDI, CDSL, NSDL, BSE, NSE, LODR, ICDR & SEBI regulations, CKYC, merchant banker & other regulations.

Stock exchanges, registrar of companies & investors on the implementation of various clauses, rules, regulations & other directives of these authorities, filing the information in the CORPFILING system/ electronic data information filing & retrieval (EDIFAR) system or any other platform as may be mandated by SEBI from time to time, monitor the designated e-mail ID of the grievance redressal division which shall be exclusively maintained for the purpose of registering complaints by investors, co-coordinating the activities with underwriters, registrars, bankers & other intermediaries, adherence to all board procedures relating to resolutions concerning the IPO/FPO & ensuring the consent of the shareholders has been taken, conformity with articles of association with the securities contracts (regulation) Act, 1956 & other compliance of various laws, rules & regulations relating to Issue of capital & disclosure requirements. applicable rules & regulations, compliance with listing conditions specified under SEBI Act, SCRA & the rules made there under & those specified by stock exchanges, quarterly/annual/periodical compliances under listing agreements like shareholding patterns, corporate governance, various certification, public notice for the board meeting, AGM, BSE, NSE, SEBI compliances on their new online systems like SCORES, NEAPS, CORPFILINGS, due diligence as per RBI norms, updating on refund account (IPO), dividend accounts balances, dispatch of the annual report to the shareholders/stock exchanges & any other authorities on the request received, organize board meetings, committee meetings, AGMs, EGMs as required under Companies Act involving the issuance of notices, drafting agenda documents, recording minutes, keeping track of all action points of the meetings & taking appropriate/timely actions/steps. coordination with directors & shareholders/representatives. maintenance of all statutory registers, records & other documents, compliance of financial, e-governance.

detailed analysis of financial release quarter | half yearly | annual results independent assurance statement, subsidiary annual reports, SEC filing, ESG profile, key financial statistics, EGM, financial calendar, investor, interactive chart, investor resources press release archive, volume, corporate governance, member reference, ESOP, fixed income, listed securities information, credit rating detail, changes debenture trustees, debenture holders half yearly communication, shareholding patterns & distributions, share prices & graphs, intimation to stock exchanges, letter to shareholders, unclaimed dividend, BOD, financial information, financial results, integrated report & annual accounts, subsidiaries, earnings release, investor presentation, meets, policies, programme codes, RTA, CS, compliance officers, unclaimed dividend IEPF, shareholder Information, CSR, ESG, corporate governance, scheme of amalgamation & merger, arrangement, dematerialisation shares, buy-back, IPO, FPO, QIP, announcement, publication, tax transparency reports, assurance reports, commercial paper CP listing, market capital, dividend yield, Avg. volume, Avg. delivery, TTM EPS, TTM PE, sector PE, book value per share, PB, face value, UC, LC limit, VWAP, traded volumes, depository participant with CSDL, NSDL, SEBI approved qualified depository participants, planning roadmaps, pricing, execution, distributor of IPO/FPOs & mutual funds AMFI, PMS SEBI & International securities, business evaluation & market sizing.

Finalization of Investors relations disclosures board of directors, financial information (quarterly, annually & result), Investor & corporate presentation, factsheet, press release, transcript con-call, earning presentation, investors meet, policies & program codes, Investors contacts & RTA, unclaimed dividend IEPF, shareholders information (AGM/EGM/postal ballot/voting results, shareholding pattern, statutory information, Investors complaints, reconciliation share capital audit report, secretarial compliance report, annual returns, related party transactions, credit rating, communication to shareholders), CSR, corporate governance, scheme of the business combination, buyback, QIP, announcement, newspaper publications, media, commercial paper CP. handling share transfer activities, preservation documents, filing of information, scheme of the arrangement, grievance redressal mechanism, board directors, audit committee, nomination & remuneration committee,

stakeholders relationship committee, risk management, vigil mechanism, related party transactions, corporate governance requirements subsidiary company, other corporate governance requirements, prior intimation of the board meeting, disclosure of events or information, shareholding in the listed entity, reclassification of the status of shareholder, minimum public shareholding, financial statements, annual statements, provisions relating to securities & shareholders, dividend, change in name of the listed entity, dissemination of information, NCDs/NCRPS, financial results & annual report - NCDS/NCRPS, periodical report IDR, disclosure of events or information – IDR, other provisions – Indian Depository Receipt & SEBI.

COMMERCIAL BUSINESS PLANNING, DEVELOPMENTS & STRATEGIC PRICING MANAGEMENT

Expertise in plannings, development & implementation of commercial strategies to the companies & all group of companies' achieve goals & objectives aiming to accelerate growth, establish commercial finance functions as per budgeting, forecasting, annual planning & variance analysis, detailed analysis of commercial activities of all companies, plants, BUs, SBUs, group of companies, subsidiaries (national & international) on daily, fortnightly, monthly, quarterly, half yearly & annually to development of key performance measures for cost controls, planning, controlling & reductions, analysis of competitive & balancing pricing, volumes, margins, profitability, material & vendors management, auditing transports bills, automatic & systematic indenting, verify physical & systematic inventories, dispatch of material, labour cost, optimize product pricing, schemes & incentives, scrutiny of agreement, commercial contracts, analysis of commercial decisions rate finalisation actions & review purchase & sourcing agreement logistics management, commercial & supply chain division, builds, & leverages value-added commercial relationships with those key external customers, suppliers & partners. customers, suppliers, vendors, ensure that appropriate market intelligence is acquired & factored Indian, foreign business operations (revenues, procurements, insurance, pricing, customer/vendors credits)

commercial activities of customers, vendors, dispatch, supply chain, procurements, purchases, productions, store, marketing, joint-co-by products, inventories (finished goods, WIP, raw material, scraps) verifications, captive consumption, cost benefit, cost reduction, controls, analysis, automatic, systematic internal control, assessment & management, demand forecasting, purchase orders, work orders & sales orders, SLA, CRM, SCM, JIT, CFA, reviews, negotiations, quotations, rates, pricing, amendments, credit, competitive analysis, control & verifications, ensuring timely delivery of materials of raw materials to all companies' plants, SBU & all group companies, variance analysis of bill of materials on based of production cost plannings, commercial budgets, forecasting & annual operating plans, taxation, e-way bill, documentation, commercial audit & SOP. monitoring the performance of commercial activities using key metrics, import-export & commercials finance, business head managing large corporate dispatch & their productivities, investigating the business activity, industry trends & competitions screening potential business deals by analyzing market strategies, potential & financial, evaluating options, resolving internal priorities, develop negotiating strategies position studying integration of new ventures with company strategies & operations, examining risks & potentials, estimating partner's needs goals, sales commercial for various categories, performance management, improvement in mix & gross margin, close new business deals by coordinating requirements, developing, negotiating & integrating contracts, optimal cost structure & competitive pricing while managing overall profitability.

Lead the annual operating plan exercise & develop, functional heads, anchor the monthly operations review meeting for review of unit performance plants, sales, logistics, drive productivity improvement agenda in the unit & monitor tracking of initiatives, analyse revenue, cost lines & working capital for decision support on pricing, trade & distributor margins & ROI, cost management, GTM, logistics, ensure proper systems in place for accounting & reconciliation, claims management, reconciliations, CFA, transporters, A&M vendors, lead efficient management of working capital & cash flow, Implement company risk management initiatives & best practices for all aspects of business spends, purchases across manufacturing & sales operation, commercial, purchase, optimization of working capital, inventory carrying cost, enhancing purchase efficiency & ensuring ready availability of raw material, ensure leveraging of supply chain systems for smooth operation including best utilization of own fleet, Implement best practice tools which improve the accuracy, timeliness & cost effectiveness financial transaction processing, reporting, overall compliance & management of all commercial & indirect taxes matters for the respect country, ensuring the growth & development of the people reporting.

STORE & WAREHOUSING /SKU STRATEGIC BUSINESS PLANNING MANAGEMENT

Expertise in activities, planning, implementation, strategy & SOPs for store, warehousing to the companies & group of companies inventories (raw material, WIP, finished goods, consumable items, equipment, spares & store, tool room, packing material, mechanical & electrical, administrative, plant & machinery) management, stores & warehouse budgeting, material procurements, job work scheduling (in-out material), documentation of stores & warehouse material (national & international), quality control, assurance, checking & verification, GRN,MRN,DRN,JWR,GRIR, indents, purchase requestion, job-work challan, PO, RPF, RFQ, delivery challans, issue slips, issue & receipt of materials, debit & credit note, inventories & stock verifications (systematic & physically), storage management for BOM & Non-BOM items, productions & demand planning, 5S, inventory & validate min/max, inventories aging report, ensure to productions, marketing & logistics departments for dispatch, follow GMP practices, verification of HSN, Identify absolute & non-moving items, TQM, kaizen, six sigma, 5S, ROP & ROQ, OEE, QC, tact time, production cycle, inventory stock level (min, max, buffer), weigh slips, issue slips, material receipts, delivery challans, goods receipts, material transfers, projects & gate pass.

RM/quantity of raw material/identification tag as per grade & dimension/issue the material to production department/update weekly stock status to purchase department/update the inventory in excel/update the WIP items in stores before the next process, lead stores & dispatch focusing- RM stores, in-warding process, FG stores, warehouse management, logistics, dispatch, customer handling, material shortage issues mgmt, transport, dispatch, stock mgmt, delivery vehicles management, CHA, Exim, inventory control, ensuring that the QMS conforms to the requirements of this international standard, ensuring that the processes are delivering their intended outputs, ensuring & promoting customer focus throughout the organization, inward material documents & records, maintain workplace & surroundings cleanliness, responsible for corrective action related to stores & delivery issues, maintain proper storage of material in a defined location with proper identification, prepare & maintain daily records, maintaining documentation & records as per ISO.

PURCHASE & PROCUREMENT COST/PRICE STRATEGIC PLANNING MANAGEMENT

Expertise in planning, vision, policies & strategy of purchase & procurements (domestic, imports, exports) pan India & overseas to the companies & groups of companies for budgeting, forecasting, AOPs & variances conduct research to ascertain the best products & supplier analysis, detailed analysis of indents, PO, price comparative statement, vendors management & development, liaise between suppliers, manufacturers & departments, competitive rate, pricing, cost estimating, quotation, negotiations, contracting, issue resolution, comparisons, suppliers selection, de-selection, verification operational of pricing, qualities, deliveries, targets, purchase orders, amendments, cancellations, suppliers' credits, supply chain management, process invoices & payments, coordination with various stakeholders within & outside the companies to enable material availability, at right cost, quantity, time, optimum inventory levels, monitoring optimum inventory through ABC analysis, procurement short, medium & long run, ensuring uninterrupted supply at all plants, discover profitable suppliers, managing Capex & Opex spend management in process into manufacturing industries, reviewing DSO, DPO, DIO, margins & cash conversion cycle to improve cash flow across business, develop strategies for deliver absolute cost saving, suppliers performance, cost analysis, controlling & avoidance.

ensuring the procurement of all raw-materials which are specified exclusively with the right quality, at the right price & at the right time from the approved vendors comprising the process of selection of suppliers, price negotiations, controls & finalisation of rates contracts, planning for procurements, sourcing, calling the quotations, preparing the comparative quotations, getting the prices approvals & placing orders timely, Placing the orders for timely deliveries with proper terms for deliveries, insurance, freights, transportations, penalties, guarantee, warranties & approvals, follow-up of placed orders & watching for the approval process & completing the process of returning the materials, if decided to return, maintaining the data concerning rates, price trends, volumes & qualitative parameters, visiting international/national exhibitions as directed by the management for exploring alternate sources for the procurements & for bringing down the prices, monitoring of payment release, LC opening & custom, FDD, TDD, VDD & documentation controls of the PO. Quote process, segmented P&L, report actionable KPI OEM, KAM wise, review sold/purchase order before SOP for profitability & capital budget, follow-up pricing increase from customer/vendors & inflation impact on costs, sales strategy activity, deep drive analysis, customers/vendors mapping, segmented analyzed.

INVENTORIES VALUATIONS, VERIFICATIONS & ANALYSIS MANAGEMENT

Expertise in formulating budgeting & forecasting of inventories in companies & groups of companies, raw material plant feeding & storage & inventory management, reclamation & sorting used/rejected lots. detailed analysis of variances, production & dispatch targets, periodically of inventories verifications, reconciliations & valuation (physical & systematic), inventories ageing, component cost, consumption, conversation costing, overhead costings, inventories variance controlling, scraps, rejections, scraps tendering, cost manager, reconciliation of inventories vendors, job workers, purchase returns, material on challans & intercompany, implementations & enhancement of inventories systems, purchase & procurements of inventories, monthly inventories & stock statement, real time result oriented cash management & MSME compliance performance with the objective of optimizing purchases, manufacturing cost, logistics, finance & accounting functions, holding inventories transaction, precautionary, speculative motive, inventory management, return, risk, risk-return trade off, economic order quantity, EOQ with quantity discount, re-order level, safety stock, minimum & maximum stock level, inventory control always best control analysis, just-in-time inventory-control, inventory turnover ratios, inventory, analysis & management, inventory, replenishment, split valuation revaluation automatic, Inventories valuation & cost, analysis products wise NVA & monthly MIS reporting.

designing business plans to drive revenue & maximize products margins & profitability in line with company goals, capex/Opex investment, supply chain management analysis, operating expenses & effectiveness, sales & value added, head count analysis, economic profit, ROCI, ROCE, qualitative research, company profiling, customer delivery, project management, customer level flux reports with analysis of material flux, cost analysis & control, profit maximisation, develop centralised inventory & stock audit dashboard to maximise efficiency & standardisation, reducing inventory lead time, minimizing fixed cost & improving aftersales focus, sales pricing, setting up & monitoring the target credit & collection period, cash planning, transfer pricing & forecasting, ensure adherence of policy & guidelines relevant to the inventory & stock audit within country & other different countries, development of stock & inventories audit capabilities through increased utilisation of telematics for an efficient & effective control, monitoring of dealers & distributors inventory &

stock, ICT tariff, program management, dealer & inventory finance, portfolio management & risk mitigation, identifying negotiation factors for purchase price & deal structuring & Inventories cost planning management

PRODUCTIONS & OPERATIONS PLANNING STRATEGIC MANAGEMENT

Expertise in finalization of operation, production, planning & management detailed analysis of production process designs, selections, budgeting, forecasting, variances, facilities locations & layout, total capacities, utilization of production capacities, line performance analysis of manpower, machines, space, efficiency, man to machine ratios, products designing, QA, QC, hours rates, costs, quantities), demand & supplies, material requirements, manufacturing resources, job evaluation & allocation assignment, economic batch quantity, measurement of productivity index, TQM tools & certification, ISO, CCPs, break down, replacements, routine & preventive maintenance, productivity & quality management, systematic & automatic reporting systems implement for daily authenticated reports of productions, rejections, scraps, stock, re-works, quality failures, obsolescence, replacements, job-work, consumptions, analysis of products wise costing, gross/net margins, product economic, pricing, cost & market trends, R&D, JIT, NPD, structure chart, Gantt chart, PERT, CPM, COGS, comparative analysis, maintenance & improvement programs, working capital cycle, supply chain from planning to deliveries, engineering data analysis, business intelligence, requirements & key measures, root cause analysis, production & quality lean manufacturing management, materials & products plannings.

expertise for making & formulating of planning, policy & controlling measures for productivity of operations & production costing, improvement of product margins, qualities control circles, technological innovations, optimum allocation of resources formulation of equations, system testing, ISO, IATF, EH&S, QMS, 7QC tools, encompassing manufacturing, PPIC, Engg, quality, logistics & distribution, demand planning, distribution, inventory optimization, production shortfall planned vs actual vs last areas & ensure the mitigation plan are met within the responsible time, execution the prevention maintenance plan of all machineries & equipment, MIS documentations to allow for smooths operations planned, CDD, actual, criticality, revenues & budgets, plans productions control activities to improve runtime while maintaining highs qualities, timely delivery & cost effectiveness, work with materials department in material planning & analysis to reduce inventory levels, plan, schedule, FDD, monitor material movement in the production cycle to ensure continuous operations, determining manpower, LDD, equipment & raw material needed to cover the production issues, production & dispatch planning as per production capacity in line & control, VDD, fixing up capacity planning, monthly production plan, man power & raw, material requirement plans according to production targets, forecasting short & long-terms requirements of customers, new business planning developments & products launch, production plan as customer demand, TDD, techno commercial proposal, SCM, CRM, SQC, PDCA, du-point, analysis of operations to identify areas of reorganization, downsizing or elimination, improvements methods, expansion new product areas, long-range economic trends & project impact future growth in sales & market.

leadership & direction to the plants for efficient manufacturing operations, supports the CEO to develop strategic plans to enhance profitability, lead the plants in advanced manufacturing processes & techniques, controls, automated systems to ensure that productions plannings & controls is aligned with the customer needs, periodically review the performances of the plants on parameters of productivity, quality, R&D & delivery, continuously interact with internal teams to ensure that the production lines are not stalled, ensure timely & amicable resolution of customer complaint, continually review resource utilization within the plants & recommend changes where needed, plan, budget for & monitor manufacturing costs to ensure adherence to the budget, lead & guide the quality functions across all plants in collaborations with quality head achieve desired quality ensuring customer satisfaction, develop expansion mechanism monitor implementations new systems & process improvements, continuously benchmarks for best manufacturing processes & practices in the industry & deploy relevant manufacturing process technologies, product costing, margins & profitability.

improvement of overall operations in the units/global, oversees manufacture products, ensuring production, performance & quality standards are consistently met, achieving plant targets of productivity & efficiency, Liaison with government authorities, improvement activities 5S, TPM, GMP, implementation all SOP (process, equipment maintenance & safety works) to ensure smooth running of plants, smooth employee relations, ensure all safety norms during production & maintenance activities (viz PEP talk, PTW, LOTO, First aid & safety SOP), cross check data entries entered in the logs books by shifts in charges & checks correctness of reports, all productions & maintenance activities with proper facts, figures & records (viz stock materials, manpower, water, KWH & status of machineries), delivers progress & plant performance reports, work with the teams in productions & qualities controls to improve existing as well as develop & implement operational strategies & plans that maximize productivities & efficiencies, manages all aspects of productions operations, quality controls, packaging & dispatch, monitors & evaluate key performance indicators to identify areas for improvements & take corrective actions as necessary, stay currents with industry trends & developments.

MARKETING, SALES, BUSINESS DEVELOPMENT PLANNING & STRATEGY BUSINESS ACUMEN

Expertise in marketing planning, strategies, development, sizing & implement of integrated marketing plans, analysing market trends & forecasts, increasing brand awareness & market share, marketing budgeting & deals, collateral brochure, email campaign, website materials, corporate presentations, analysis of marketing strategy effectiveness, promoting brand at trade shows & major industry related events, analysing competitor marketing & adopting marketing methods that implement the most current industry trends, 7Ps, 7Ms, 7Cs

branding, marketing communication, customers management, competitors mapping, implementing suitable marketing & business development strategy entire all groups, develop existing & new customers/businesses, interact with potential customers to promote brand, solicit RFPs, RFQs, MOQ & share necessary information to them, identification & addition new customers domestic & international, client acquisition, GAP analysis & ensure effective plan in order to develop & manage new, existing customers, manage customer relationship building processes & implementations at the operational levels, performance evaluation & risk management, AR-credit appraisals & monitoring collections & achieving DSO targets & AP-oversee advances & payment & adhering to the DPO requirements, marketing, sales, revenue target budget, forecasting & management tools

sales planning, business plan formulation, contribute to the development of sales/retail strategy within the region & ensure its translation & alignment during its development & execution, create & seek approval of all activities affecting the functional P&L like quarterly budgets, annual targets, expansion plan, etc. for the regions from business heads, network expansion, approval on the annual plan proposed by the ABM on store expansion in new regions & renovation of existing stores based on the annual targets approved by the business, approve the ROI projections for the new upcoming stores presented by the network expansion, develop end-to-end network along with sales extraction, identify & set up national/regional distributors along with an expansion plan based on market potential, run PMO for revenue & own yield management, marketing analytics project related to market assessments, market research, competitive intelligence, & forecasting., design, manage & deliver all aspects of custom qualitative & quantitative marketing research/analytics project & develop analytical solutions to support client objectives/strategy management

detailed analysis of marketing management, strategy, developing exchange process of marketing orientation, creating, monitoring, measuring & delivering of customer value, constellation, delight & satisfaction, value chain & supply chain management, marketing & strategic corporate planning, designing overall marketing planning & management, demand estimation, measurement & forecasting, budgets, market potentials, sales forecasting, budgeting, demand forecasting of new products, marketing information systems & research, analysis & identifying the marketing problems, collection of data, analysis of collected data, emerging trends marketing research & decision, developing competitive environment strategy, legal, MDD, political, economic, natural, technological, environmental scanning, consumer behaviour, buying motives, developing 7'Os framework for understanding, buying behaviour understanding consumer decision process, alternative evaluation, purchase decision, factors influencing consumer behaviour, business market, consumer markets, targeting & positioning marketing strategies, market segmentation & product differentiation strategy industrial goods, planning & rollout of quarterly & monthly cost of sales incentives & marketing goals events.

formulating of strategy & planning for marketing & business developments detailed analysis of sales order, using of current & historical sales marketing database, marketing & demographical trend, customer forecast to develop rolling demands plans, quick response of customer enquiries, good networking, technical aspects of products & market intelligences, competition landscape, strong collaboration, critical thinking for quickly grasp, drives demand growths, relationship building with internal & external customers, relationship with various PSUS/govt. department, e-market (GEM portal), call & speak customers to understand requirements, brand & product positioning analysis, marketing of mix products & services pricing, product lines, new products developments, brands name & logo, evaluating packages effectiveness, labelling, products support service, demand factors cost pricing, management of planning, procurements, productions, logistic, dispatch & distributions, economic order quantity, customers satisfaction, scenario, marketing budgeting & marketing communication, analysis advertising management, % growth, designing sale promotion program, consumers behaviour analysis, publicity & public relations, branding, business buildings & economic key indicators.

COST ACCOUNTING, ANALYSIS & COST DRIVERS MANAGEMENT

Expertise on all type of cost accounting records as per GACAP/CAS, cost centre reports, cost sheet, products costing & margins, cost reconciliation, allocation of expenses, reports, maintain records as per rule-3/form CRA-1, cost audit report rule-4/CRA-3 with all annexure, CRA4, cost control & reduction, variable/fixed cost overhead, break even analysis, job-work (stock transfer & stock return back) stock statement by quantity wise, stock movement, stock holding level of stock analysis report, stock transfer analysis, daily stock statement, interunit transfer transaction, material management, inventory management, inventory control & management system in vogue at the plant, factory for deployment of stock as per FIFO, monthly, quarterly stock reports, RM, work in progress, packing material, scraps & spars, CG, FG, physical stock verification report, periodical stock, inventories verification & others valuations, costing run, XBRL, efficiency audit, cost statutory audit, product costing, cost sheet analysis, CAS-4, marginal costing, research of pricing & costing, analyse profitability of customers & new product launches, products & specific channels, operational mgmt. simulations take decisions on pricing, cost production planning & inventories costing, scenario modeling, capital allocation & setting metrics for cost performance evaluation, cost deviation analysis, POC run, ECO, ECN impact analysis engineering cost changes, inventory movement & consumption stock transfer costing.

detailed analysis of cost sheets & net product margin analysis report, direct & indirect overheads cost, fuel & power cost, contribution costing analysis report on various segments both COGS & material cost, component wastage reporting & monitoring of all plants, SBU budgets, analysis of stock movements, inventories aging on monthly basis finished goods, RM, PM, Store & WIP, obsolete inventory as per corporate policy, plant,

division, segment wise PNL, actualization of overheads, monthly cost run, reconciliation of standard cost run for finished goods & monitoring of RM, batch wise costing, packing moving average prices, actualization of overheads, actualization of stock computation of overhead loading on inventory, raw material consumed reconciliation of GL with cost of material consumed & increase, decrease, finalization of audit data, budget & computation of budgeted RM cost. forecast of variable & fixed cost, department wise & consolidated, process wise cost sheets of each cost center of the plant & integrated departments, monthly costing profit & loss report & yearly forecast of the industry, monthly analysis both in terms of qty & value of production, consumption, yield, cost of RM, cost of production & conversion cost, sales, dispatch & variance costing reports, accurate & reliable data based on which they can make day-to-day decisions like price fixation. cost control & cost reduction. Facilitates standard costing & budgetary control & comparative analysis system.

PRODUCT PRICE MOVEMENT CONTROLLING STRATEGY & MANAGEMENT

Expertise on cost & credit control by development of new vendors & getting competitive rates. implementing of costing module system product, EOI, RPF, RFQ costing, COPA & margin analysis ensuring smooth audit, liaise with customers for timely price revision of inputs materials on a quarterly basis RM rate calculation, supplementary sales & rates difference, ensure timely reconciliations with purchase price movements in conjunction with the purchase department, QRM, track savings as per committed ROCE for capex, revenue costs on a monthly basis, Investment of surplus fund management in terms of placement of inter-corporate deposits to corporate & profit centre wise reporting, decision making, pricing decision SBU, BU etc. construct executive level presentation & present complex analytical findings in a clear, concise compelling manner, engage in special projects focused on improving financial performance, finalization of capital & non-capital actual trend report by segment monthly compare to forecast, calculate annual variances from prior forecast, capital committee approved & steering committee approved forecast, investigate forecast variances & explain to fix them, power-BI, forecast the business climate, determine stance proactive, reactive, improved value, financial value & perceived value, predisposition to margin or volume, versioning, segmentation, reshape the slope, improve ROMI, price master setup, investment strategies considering cash, CRF, IO & liquidity risks.

detailed analysis of product costing standard vs actual costing, job & process costing, calculation of machine hour rate, landed cost of imported raw material, inventories valuation, variance analysis, monthly inventory reconciliation including PO, work-order review, job work & machining charges, maintaining standard costing, process costing, review of manufacturing cost variance reports & suggestion to operation on improvement, standard cost update in costing sheet, planning, studying & collecting data to determine the cost of business activity such as raw material, purchase, inventory, traded goods & labours, analysis changes in product designs, raw materials, manufacturing methods & services provided to determine effects on cost, actual manufacturing costs & preparing periodic reports comparing standard costs to actual production costs, recording cost information for use in controlling expenditures. costing project, process, activity analysis of bill of material costing vs actual costing, quantitative risk information, abridged cost statement, details of materials consumed, details of utilities consumed, details of industry specific operating expenses, products & service profitability statements, profits reconciliation, value addition & distributions of earnings, financial position & ratio analysis, related party transactions, reconciliation of indirect taxes business & strategic cost management, cost & management audit, cost accounting policies, cost drivers & cost centre, production cost centres, manufacturing, scenario modelling, revenue, profitability, strategy, operation & productions process.

COST CONTROLLING ANALYSIS & PRICING DECISION STRATEGY MANAGEMENT

Expertise on drive direct & indirect cost controlling at the plants, SBU units by collating data from various departments & Identify ways in which costs can be further reduced & provide feedback to the departments on the same, products pricing ensuring correct costing figures are taken while finalizing product pricing, revenue growth, analyse & identify areas of cost rationalization & optimization opportunities, profitability, productivity & costs within the plants, SBUs, BUs, companies & all group of companies, moderns business environments, lean system innovations, cost audit, profitability statements of various marketing divisions, analysis of the performance of various plants of all group companies, data & presenting the same for review meeting by directors, actual costing of products along with value addition of products, reply to NPPA, filing & filling the form to NPPA, stock valuation of various factories, stock/inventories summary of company as a whole, MIS reporting with all group companies, cost data analysis reporting, material cost calculations, other cost control, reduction, engineering & manufacturing development & analysis of costing standards, AOP, cost benchmarking, project management & valuation, business process cost driver analysis & global delivery cost

PCAQ for new RFQs, meet customer target price, RFQ commercial workings, internal new program launch, rate development for AQ working (MHR calculation), budget material cost by part level, to run the cost roll-up for the new parts & any ECNs in QAD, customer price correction for forex & RM base, inventory reserve analysis, standard cost working & update in QAD, Intercompany price (stock transfer) as per CAS 4, cost management, implement decision making tools, marginal costing, break even analysis, cost volume profit analysis, break-even charts & profit charts, differential cost analysis, stock valuation under marginal costing vs. absorption costing, transfer pricing, determination of inter-departmental or inter-company transfer price national & international, budgeting & budgetary control, master budgeting, fixed, variable, semi-variable budgets, zero based budgeting, standard costing & variance analysis, computation of variances for each of the elements of costs, sales variances, investigation of variances, valuation of stock under standard costing,

uniform costing & inter-firm comparison. tools for financial analysis & planning, costing ratio analysis, MRP run, cost centre, work centre & activities, business analytics, decision support, analysis of monthly financial MIS, ANOVA, contribution analysis, fixed, variable cost analysis, dynamic costing report, engineering costing.

detailed analysis of strategy, Industries, profitability, margin & financial, benchmarking of financial KPI with the companies & all group of companies, competitions, revenue growths, markets growths, products markets strategies, prospective analysis, margin enhancement, revenue assurance & cost optimisation, work towards financial automation of report, internal external stakeholder management, credit risk assessment, insurance policies, operational audits, business acumen, strategic thinking, evaluation of short & long term strategic financial objectives for both national & international, standardize & automate to improve the financial process & practices in line with business requirements to improve performance. managing the company financial planning, plan & perform risk management duties, analysis of liabilities & investments, affective MIS, balance sheet business plans, budgets, financial planning, forecasting, cost controls, cost centres, restructure balance sheet & setup strong financial mechanism, restoring confidence of internal stakeholders.

CAPEX MANAGEMENT, INVESTMENT, PLANNING, ANALYSIS & STRATEGY

Expertise on formation of business & market strategy for faster growths of the business & expanding the line of business to increase bottom line of companies, effective resource management analysis & execute capex planning of the plants, SBU, group of companies anticipating future needs, analyse deviations, design & execute necessary corrective action plan, PB, review & analyse of financial feasibility of complex investment proposals, cash budgeting, Capex budgeting, project reports, capital expenditures, finance projects, analysis of risks & critical factors involved, analysis of capex procurement & capital budgeting for new capex in terms of pay back & return of investment, manage working capital requirements through monitoring & ensuring effective cash flow management & efficient inventory management across the plants/SBUs & appraisal of capex projects & new Investments by companies & group of companies, new JV, M&A, Investments at group level financial plan for new Investment opportunities & develop standard capex appraisals & capex financing.

detailed analysis of budgeting & risk management allocation of funds capax planning, working capital & debt/equity management, annual budgeting & variance analysis, assets management of the organization, developing the operating budget, oversee long term budgetary planning & cost management in alignment with the strategic plan, payback, integrated financial planning process which includes from sales, products & operational expenses units. develop finance organizational strategies by contributing financial, accounting information, analysis recommendations to strategic thinking & direction, establishing functional objectives in line with organizational objectives, develops financial strategies by forecasting capital, facilities & manpower requirements, identifying monetary resources, developing action plans, accounting & treasury operations, mergers & acquisitions & investment strategy, budgeting, forecasting, projection for project, markets, revenue cost benefit, activity-based costing, analysis, financial & risk modelling, cost of capital & capital structures, head count, wastage, forecast, standard cost budgeting, purchase price variance, FX rate & acquisition cost.

CORPORATE, BUSINESS, FINANCIAL PLANNING, FORECASTING & BUDGETING

Expertise in corporate strategic planning during organizational restructuring at all levels, implementing & formulation of system, corporate financial policies & procedures across companies & groups of companies, strategic performance management, measurement & evaluation, divisional transfer pricing, costs & credit controls, margin analysis, costing & profitability analysis, development for the continuous evaluation of short & long term strategic financial objectives, operational strategies by evaluating trends, critical measurements, market, determining production, productivity, quality & customer service strategies, designing systems, accumulating resources, resolving problems & implementing changes, monitors financial performance by measuring & analysing results, initiating corrective actions & minimizing the impact of variances, develop & implementation of short & long term business financial planning, budgeting, forecasting, MIS reporting, impactful presentations with analytical insights on key strategic issue, cash, fund flow management to balance profitability vs capital investment, new investments assessing the financial viability of the projects, vetting financial viability of NPV by ascertaining SVA, IRR, NPV, payback with recommendations to improve.

deep analysis of revenue recognition, assurance & invoicing, Implement, update automation, digital drives & global ERP, risk assessment & control mechanism, review of MSA, SOW, sensitivity analysis, data analysis, estimates, calculation sheets to understand the risk factor, interact with delivery organization to understand of contract, business project analysis, key financial information ratio analysis for decision, presentation of monthly PNL report MIS at product level & groups level, cost analysis & cost calculation, perform capital budgeting for investment, value chain analysis, five force analysis, daily sales outstanding, McKinney 7s model, highlighting core competencies, SWOT & PEST analysis, budget & annual plan, regularly updating with MTD, YTD & YOY variance analysis report vs actual reports, finalization of financial bridge, customers & product growth analysis, value of project, financial due diligence, business planning & control, MIS, credit policy variables, credit evaluation of individual accounts, collecting credit information, credit investigation, credit granting, credit rating analysis, ESOPs, business valuations, drive costs containment focus to overall profitability & productivity, investigation & resolving potentials revenue leakage area, DCF, ACF, PB, NRR & ROI calculation & management & ad-hoc financial statement, domestic & global business valuations, merger & acquisition deal, forecast predicting, long range economic trends analysis, large portfolio group companies.

STRATEGIC COST MANAGEMENT, DECISIONS & PERFORMANCE EVALUATION

Expertise in detailed analysis of implementation & performance evaluation of traditional & strategic cost management, positionings, cost drivers, value chain analysis of industries structures, core competencies, segmentations, assessment of competitive advantages of internal-external costs, internal differentiations, vertical linkage analysis, cost control & reductions, marketing & economics, review & improvisation, reactive approach, short-long term outlook, competition, market growth, customer requirement, implement of modern business environment & excellence in quality management analysis (TQM) of cost of quality of components, optimal COQ, prevention, appraisal, internal-external failure cost, 6Cs, deming's 14, PDCA, EFQM, baldrige criteria, supply chain management, SLA, relationship with suppliers, information technologies, customer relationship, lean system & innovation JIT, kaizen costing, 5S, six sigma, productive maintenance, process innovations, business process re-engineering, 7wastes, pareto analysis, target costing & analysis of PESTEL. domestic & global M&A deals, business turnaround including M&A, decision supports, capex evaluation etc.

detailed analysis of decision making, pricing, transfer pricing, profitability, CVP analysis, activity based, pricing decision, profit maximisation, pricing policy, pricing under different market structures, product pricing, price sensitivity, customization, adjustments, pricing on based of competition, cost, value, periods of recession, marginal cost, strategic pricing of new products, skimming, penetration, pricing & product life cycle, performance measurements of cost, revenue, profit & Investment centre, return of investment, residual income, economic value added, divisional transfer pricing, domestic & international transfer pricing, market based, share profit relative to cost, marginal cost, standard cost, full cost, cost plus, negotiation based, dual rate & two part, capacity constraint, profitability analysis of product margin, growth, demand, cost, strategy, product differentiation, ABC, ABM, ABB, direct product profitability, markup analysis, customer profitability, budgetary, standard costing, analysis of advanced variances, reporting of variances, reconciliation of profit & cost, business segments & plans, consolidation budgeting & forecasting, trend analysis, cost of products, gross margins & profits, alleviating variances, improvisation measures, pricing, cost sheet & run, AFT control

work with multi locations & cross functional teams set up Integrated business planning, benchmarking process for strategic planning process, collaborating /follow-ups with cross-departments such as business development, support & participate CFTs (core functional team) meetings to drive the strategic initiatives & business integration through data analysis & alert on major developments, conducting effective business reviews & analytic decision making, special assignment, strategy deployment through PDMs (project delivery management) with focus on development & action point, data analytics on traffic & revenue, impact analysis & research on latest development in aviation industry, develop & manage the project program timeline for the IBP (integrated business planning) implementation, ensure consistent set up to drive standardization & CAC, scalability across the group, support roll-out, implementation sustainability for corporate initiatives business excellence, sustainability reporting, business continuity plan, financial decisions, performance monitoring, business process compromise reports (BPC), review of TAT, SLAs & KPIs, legal metrology, strategic planning, data migrations, global consolidations, financial reporting analysis, lean strategic performance management.

BUSINESS VALUATIONS, STRATEGIC PERFORMANCE MANAGEMENT & IMPROVEMENTS

Expertise in finalization of valuations reports as per valuation standards (ICAI & International) of business valuations, valuation in business combinations, mergers, acquisitions, amalgamation, takeover, demerges, absorptions, internal & external corporate restructuring, valuation for fund resigning (equity & debts) from security, money, commodity market & banking Institutions, valuations of equity, derivatives, shares, bonds, debentures, mutual funds, market capital & pricing, debts, financial assets, valuation of large, small, SME, micro small companies, valuation of assets & liabilities, plant & machinery, Inventories, goodwill, brands, copyrights, investments, human resources, real estates, land, IP, industrial & infrastructure assets, property & buildings, valuation of business distressed sale, valuation of financial instruments, startups, market value added, economic value added, portfolio, debtors, receivables, PE, VC valuations, valuations under companies act, Income tax, SEBI regulations, banking, Insurance, IBC, SARFAESI, PMLA, tangible & Intangible assets.

formulating valuation of business, Ind-AS, SME, business combination (amalgamation, merger & acquisition, de-merger, cross borders mergers, arrangements, restructuring), financial, taxation, technical due diligence, securities & capital assets, companies act, infrastructure & specialized assets, Income tax, transfer pricing, ESOPs, sweat equity, SEBI regulations, FEMA, FDI, equity, banking, financial assets, wealth tax, insurance regulatory, insolvency & bankruptcy, IBC, financial guarantees, securities contracts, development authority, securitisation, reconstruction of financial assets & enforcement of securities interest, prevention of money laundering, DLOM, DLOC, impairment of assets, tangible & intangible asset, financial instruments, fair value measurements, leases, derivatives, cyclical companies, distressed assets, goodwill, bonds, start-ups, fixed income securities, real estate investment trust, infrastructure investment trust, issue & listing of securitized debt instruments & security receipts, delisting of equity shares, private placement of shares, further issue of shares, corporate debt instruments, synergy, brand, IPR, sweat equity, equity share, preference shares, buyback securities, debentures, property, plant & equipment, inventories, Investment & valuation of Impact of environmental, social & governance, valuation of equity, shares & warrant, fundraising from equity & debt.

detailed analysis of valuation & modelling of discounted cash flow, free cash flow, risk factors, risk of lower revenue growth, operational risk, profitability risk, Industry risk, economic risk, customer concentration risk,

computation of size risk premium, cost, replacement cost, reproduction cost, synergistic value, Monte Carlo, macroeconomics, finance time value of money, compounding & discounting, capital budgeting, portfolios & diversification, net present value, Internal rate of return, payback period, risk return trade off, regression, cost capital, cost of debt, cost of preferred stock, cost of equity, internal growth rates, valuation adjustments, computation discounts for lack of marketability, discount for lack of control, capital structure consideration, current value, option pricing, probability weighted expected return, business financial forecasting, Delphi technique, scenario writing, subjective, forecasting of time-series & financial statements, projected PNL, McKinsey's 7s model, BCG growth matrix, the Arthur d little, strategic condition matrix & pre-post IPO, equity, JV, PE, mergers & acquisition, demergers, MIS reporting for consolidated level (India & International).

business responsibility & sustainability reports (BRSR), equity, ESOPs, sweat equity, REITs, InvITs, mergers & demergers, purchase price allocations for M&A, financial secretaries, instruments & derivatives, new age companies, portfolio, mines, mineral advisory, intellectual property valuation, impairment assessment of tangible & intangible assets, price-earnings ratio, working capital investment, Interest expense, deriving FCFF from other components, free cash flow to equity, deriving FCFE from other components, forecasting FCFE, FCFF, estimation of terminal & continuing value, estimation growth rate & earning per share, growth rate in net income, growth rate in operating income, regression, estimation of cost of capital (WACC), calculating market value weight, capital structure & current value considerations, option pricing, probability weighted expected return, financial & business forecasting, valuations, enterprise value EBITDA multiple (EV/EBITDA), enterprise value/EBIT multiple, price/earnings multiple (P/E multiple), price/book value (P/BV multiple), enterprise value/sales multiple, book value (net asset value), DCF, analysis of economy, Industries, Beta, business & equity, competitive strategy, Industry life cycle analysis, PESTEL analysis, ESG impact, Michael Porter five forces, SWOT analysis, strategies for business growth (business combinations, alliances, mergers, acquisitions, takeover), ANSOFF Matrix, valuation for transactions, business analysis, evaluation, Investigations & compliance, blockage discount, The Fama & French three-factor model, build up model, Duff & Phelps risk premium report, performance appraisal, safeguard due diligence business acumen

CORPORATE ANALYSIS, VALUATIONS, CORPORATE STRATEGY & RISK MANAGEMENT

Expertise in corporate analysis, valuations, corporate strategy & risk management of valuation present value of cash flows, internal rate of return, CSFs, return on investment, perpetual growth rate Gordon model, terminal value, valuation assets based approach, net asset value, net realizable value, replaceable value, income based approach pe ratio or earning yield multiplier, capitalisation of earning, cash flow based approach, measuring cost of equity capital assets pricing model, arbitrage pricing model, estimating beta & valuation of unlisted companies, relative valuation, other approaches to value measurement contemporary approaches to valuation price earnings ratio, leveraged buy outs, chop shop method, economic value added, market value added, shareholder value analysis, accounting & companies policies, standards both Indian, UK, US & International GAAP, profit & margin plan & capital investment, data analysis, credit risk & policy, fraud control & processing, machine learning, risk control, AI, underwriting, NLP, NBFC, credit assessment, statistical modelling, MIS reporting, cost reporting, transformation activities, hedge accounting & forex risk.

financial analysis, business, risk & financial modelling & forecasting, valuations of business entities, Intellectual property, Intangible assets, common & preferred stock & other securities along with partnership interest, private debt instruments, options, warrants, other derivative products, mergers, acquisitions & dispositions, purchase price allocations, discounted cash flow, market based approaches, option pricing models, monte Carlo, binomial models, program (@risk, Crystal Ball), lattice model, derivatives, impairment testing, key KPIs for ad-hoc financial results, short & long term planning in line global standards, manages & maintains best-in-class monthly ad-hoc financial forecasting process in strong collaboration with commercial & marketing financial counterparts, consolidated financial planning of all operational groups with additional support for corporate activities & those outside traditional reporting systems, valuation methodologies, data comprehension, inference development, finance, business transformation project across the phases from assessments, design through to implementations & benefits realizations, category strategy for performance delivery, mix & gross margins, markup value analysis, performance matrix & return on marketing analysis.

financial corporate policy strategy, risk management, security analysis & valuation, portfolio management, securitization, mutual funds, derivatives analysis & valuation, foreign exchange exposure & risk, preparing board meeting & committee presentations, risk free return, international financial management, interest rate risk management, corporate valuation, mergers, acquisitions & corporate restructuring & start-up finance, develop statistical, judgmental models to accurately capture inherent credit risk underwriting & track model performance on an on-going basis, cost of equity, risk parameters such PD, LGD & CCF to be used for bank's risk management & reporting, develop risk dashboard covering various dimensions to monitor the portfolio, conduct industry analysis & outlook assessment, designing of new early warning triggers by tapping various internal, external sources, rollout MIS pertaining to internal ratings, regulatory reporting as per Basel capital computation standards standardized & advanced IRB approach, computations per Ind AS, IFRS & CECL guidelines, stress testing on the banks portfolio, presentation for management & customer service audits.

CORPORATE, BUSINESS, FINANCIAL, RISK MODELLING & PLANNING IMPROVEMENT

financial modeling for ensuring revenue & profitability achievement, creating & implementing the organization vision, mission, long & short terms strategy, cash & credit risk analysis, securitized products, treasury & working capital circle management, QRM, traditional & strategic cost analysis, capital circle & structure, customers segmentation analysis, cost & profit center wise reports & planning, business plan, scenario analysis, dashboard presentation, evaluation of risk management strategies, implementation of risk model, credit risk measurement associate with corporate governance, enterprises & operational risk analysis, system implementation, cost margin analysis for decision. oversee policies & procedures to meet both current & future business models, corporate credit analysis, research on risks & key drivers, reporting tools & processes are in place to support the ongoing & future need of the business analysis reports. initiating the compilation & realization of the sales strategy, pricing management, inventory management & health, safety regulations, marketing, promotion, delivery & quality of programs, products & services. build trust relations with key partners & stakeholders, revenue recognition, business performance YOY, QOQ, MOM, ageing report analysis, derivatives & risk management, FSCP & SPOC audits, roots cause, growth strategy planning, calculation analysis of project & investment IRR, cash-on-cash, WACC, yield, cap rates, profit on cost, debt.

business partnering with various functions to understand the business trends, needs & contribute to future business objectives, end to end margin visibility & control, evaluate organizational financial risks & participate in mitigation efforts based on budgetary information, financial data, cost vs revenue analysis thru effective reporting control, risk premium, customer-centric approach toward business, monthly management information reports including company financial performance comparison to budget, profitability analysis & variance analysis, implement standard product costing & review quarterly actual costing of all operation product of company, standard costing of all new operational product to management for evaluation of new business opportunity in India & outside India. monthly SMC PPT, analysis of capex procurement & capital budgeting for new capex in term of pay back, IRR, TOL, ANW, PBDIT, EBITDA, PBT, ROI & ratio analysis, managing overall inventory & compare with standard inventory norms & reason for keeping higher inventory standard norms, capital reserves, CFA, research, econometrics, global corporate strategy & planning mgmt.

corporate finances, financial planning & fund management, business valuations & acquisitions, IPO, FPO, QIPs, management of financial risks, analysis of data, financial forecasting, analysis financial statement & report & recommendation to top management & board of directors, advise top management in stock offering process, annually create capital plan that aligns with the overall business plan, companies' financial strategy & development plan, transparency over the financial performance of the company, financial controls & accounting procedures. sales process, enterprise's structure, sales processing, delivery & shipping process, pricing process debit & credit memo & returns processing credit management, financial modelling, advanced analysis, financial reporting & analysis, valuations report, trading & transaction comparable, DCF modelling, fully integrated DCF modelling, Investment banking, foreign currency cash flows, corporate restructuring for expansion, market risk, contraction & corporate control, fair value & cash flow hedge, net investment hedge, economic relationship, hedge ratio, rebalancing, hedge effectiveness assessments, discounted cash flows for measuring hedge ineffectiveness, discontinuation of hedge accounting, equity investment FVTOCI, treatment of hedge items & hedged instruments in hedge accounting, hedge instruments, forwards, foreign currency swaps & basis spreads, cash instruments measured at FVTPL, hedge of groups & net positions, Interest rate swaps, Inflation as a hedged risk, joint arrangements, derivatives & embedded derivatives management.

MERGERS, ACQUISITIONS, BUSINESS COMBINATIONS & CORPORATE RESTRUCTURING

Expertise in business combination, mergers & acquisitions, takeover, demergers, amalgamation, absorptions, compromise, corporate internal & external reconstruction & restructuring, demerger (spin-off, split-up, split-off, equity-carveout, divestment, divestiture), corporate takeover (hostile, friendly, reverse, back-flip takeover), horizontal, vertical, forward & backward integration, reverse & conglomerate merger, merger arbitrage, tender offer vs merger, M&A developing strategy, criteria, planning, valuing & evaluating, financial & risk modelling, searching identifying & contacting targets, deal data tracking M&A domestic & globally businesses, industry focused desktop research, business & market analysis, capital & business structuring, industry & competitor analysis, SWOT analysis, due diligence (financial, legal, business, statutory, accounting, tax, integration, operational, technical, marketing), deal originations, orientations, executions & structuring, negotiation with target & deal documentation, negotiate, signing, announcement, closure & integration, information exchange, perform analysis valuation & synergies, odder & negotiation, definitive agreements, prospectus, pitch books, information memorandum, business & DCF valuation, market approach LBO analysis, company comparable transaction analysis, premium paid analysis, synergies, purchase price allocation, net Identifiable assets, cash vs stock acquisition, exchange ratio, earnouts, breakup fees & reverse termination fees, no-shop & go-shop, material adverse change, merger (accretion & dilution), drafting agreement & contract, proposal, (share purchase, subscriptions, assets, sale & purchase, business transfer, shareholders, creditors), trust deeds, draft schemes of mergers, acquisition, arrangements & amalgamation, contracts, proposals, M&A of assets & liabilities, market & products extension merger & acquisition, financing strategy for M&A & implementation,

Expertise in M&A deals strategies, identify sectors & companies that might be viable business targets, establish connect with Investment bankers, liaison with them & explore potential business targets, financial due diligences & carry out financial modelling that support the assessment of M&A, valuation, due diligence, finding & pitch investment opportunities at board meetings, deal closure buy & sell-side, financial modelling,

risk & market analysis, seller/purchaser financing, dispatching notices to stakeholders, filing of orders with the ROC/SEBI, listing of shares, make contact with & find companies who are willing sell, negotiable deals with companies at comparatively cheaper prices, pre-post-merger integrations plans, M&A process targets search, valuations benchmarking, term sheets due diligence, liaison with legal department, ensure all the regulatory aspect of transaction, post-merger integration, identify merger & acquisitions synergies & value creation opportunities, researching market, fair value & liquidation values, devising M&A strategies, criteria, searching for target, planning, valuing & evaluating, negotiation, due diligence, purchase & sales contract, financing, implementation, mergers & acquisitions governed regulated by the provisions of company compromise, takeover, arrangement & amalgamation rules, accounting for business combinations, merger, acquisition, takeover, demerger, surrender share, buyback shares, reconstruction, competition, companies act, stamp act, limitation act, corporate law, securities law, SEBI, ROC, FEMA, RBI, NCLT, NCLAT CLB, IBC.

deal origination execution, evaluate potential acquisition & investment opportunities, development of various type of financial models of value debt & equity for M&A, Investment memoranda, management presentation, pitchbooks, divestments, management buyout, stressed & distressed mergers, acquisitions & amalgamation strategy for reducing competition, economies of scale, NAV's, business valuations, establishing larger share in the market, developing powerful brand name, minimizing of tax liabilities, diversifying risk, setting off losses of one entity with the profit another entity, analysis of pre determine objectives, deal structuring, due diligence, assessment policies, analysis of mergers horizontal merger, vertical merger, co-centric merger, conglomerate merger, cash merger, forward mergers, reverse mergers, finalization of all regulatory compliance under SEBI, ROC, RBI, FEMA, substantial acquisition of shares & takeover regulations, draft & prepare proposals & pitch presentation, evaluate potential business acquisition areas, preparing strong pitching ground to acquire new business, transaction tax, delisting of equity shares regulations, Indian stamp duty act, competition, IBC, follow procedures for mergers, acquisition & amalgamation, agreement related to mergers & acquisitions, taking court sanction, strategic planning of the entire merger, acquisition & amalgamation, compliance with all the laws & regulation, examine MOA of the company, notify the stock exchange, drafting of merger proposal, filing of application to the HC, dispatching notice, filing of orders with the ROC, merging of assets & liabilities, listing of shares, filing of application with NCLT, calling of meeting by the NCLT, notice of the creditors meeting, orders of the NCLT, standard clauses of the court schemes, aware of the procedures to filing applications & getting approval from the courts NCLAT, Insights of M&A.

business restructuring, manage buy-side & sell-side transaction advisory engagements, understand of the business, competitive positioning & challenges, analyse financial forecasts, assets & liabilities, identify deal issues, assess the impact on transaction(valuation), companies takeover under the provisions of substantial acquisition of shares & takeover regulation, FEMA, RBI, IBC, NCLT statutory regulatory, SEBI regulations, insight on planning, documentation, due diligence, agreements, company takeover for increase business size, advanced technologies, market enhancement, product development, reduce competition, tax benefits, regulatory framework u/s 230(11), 250(3), 261, CA, NCLT, NCLAT, reserve, bail-out, friendly, hostile, backflip takeover, company takeover by planning, SWOT analysis, management quality, capital structure, market size analysis, screening, financial evaluation the financial health, cash flow, maximum price payable for takeover, business & risk modelling, strategies of company takeover for casual pass, bear hug, tender offer, proxy fights, stock repurchase, flow process of company takeover by board resolution, application commission for takeover bid, information memorandum, NOC from the relevant government authority, registration of the proposed bid, takeover bid, hold board meeting, filing of the report of takeover, information memorandum, consideration of company takeover cash, shares, company, acquiring minority share, financial reporting valuations, financial, ESOP, sweat equity valuation, business restructuring at group level through mergers, reverse mergers, de-mergers & acquisitions, slum sale, brand structuring, external M&A, demergers, takeovers & restructuring, capital restructuring, due diligence, business & products analysis strategies.

pre-mergers & post mergers & acquisition profit at fair value at the time of acquisition, consolidated income statement, balance sheet & cash flow statements for groups of companies, impact on groups financial statements at the point of acquisition, compare & contrast acquisition & equity methods of accounting, goodwill arising on the merger, purchase consideration & settlement, accounting for mergers & acquisitions including chain holdings, cross holdings, multiple holdings, corporate financial restructuring, reconstruction schemes, de-merger, reverse merger notes to accounts & related disclosures under amalgamation, non-controlling interest, goodwill, consolidations, tender offers, merger & acquisitions management, executing profitable deals to handling all the banking. valuation of Inventory, stocks, debtors, receivables, creditors, payable, the spate of mergers & acquisitions, significant private equity investments, reforms in taxation laws, higher use of principle of fair value in accounting standards, necessitating the need for determining the value of the inventory, stocks, debtors, receivables so transferred. valuation of financial securities, instruments & derivatives, financial instruments include determining the fair value of equity instruments, debt instruments, derivatives & embedded derivatives convertible bonds, preference shares. financial instruments may require valuation for commercial, financial reporting for regulatory purposes, M&A, amalgamations, JV, divestment, CR, takeover valuation, reporting, results, SWAP ratios & analysis, fundraising form equity & debt for M&A.

business combination, mergers & acquisitions, corporate restructuring rationale for mergers & acquisitions, compromises, arrangements, amalgamations, prevention oppression & mismanagement synergistic operating

economic, diversification, taxation, growths, consolidation productions capacities & increasing market power, financial framework gains from mergers or synergy, financial evaluation, arranging finance for acquisition, takeover defensive tactics take over strategies, defensive tactics divestiture, divestiture, seller's perspective, sell off, partial sell off, spin-off, split-up, equity carve outs, demerger or division of family-managed business, financial restructuring, ownership restructuring going private, management buy outs, leverage buyout, equity buyback, premium & discount, mergers & acquisitions failures, eliminate those who do not meet the criteria & value the rest, negotiable, post-mergers integrations, acquisition through shares impact of price earnings-ratio, cross-border M&A globalization productions & distribution of products & services, integration of global economies, expansions of trades & investments relationships on international level, analysis of the target & potential synergies, value analysis, pricing strategy, review of the transaction document, negotiation supports & documentation, execute, manage deal cycle from start to end, beginning with negotiations of mandate mostly sell-purchase-sides, signing of mandates, scouting & shortlisting of targets, negotiations of terms & conditions, valuations, signing of terms sheets, letter of intents, confidentiality agreement, definitive agreements, documentation, closing the deal, pre-post M&A & risk mitigation analysis, deal structuring mgt.

Identification & shortlisting of appropriate targets for sell-purchase opportunities, signing of sell purchase mandates for raising & investing capital across sectors, proactively engage to identify & secure new M&A opportunities, including industry liaisons, banker meetings, independent research, lead M&A transactions with key target, preparation of teasers, investment memorandum, discussion note, management presentation research & analysis including key industries & business trends, major players, competitions, financial modelling, transactions involving, valuations & projections help in conceptualization of structure & plans for mergers, demergers, divestments slump sale, itemized sale of assets, sale of shares, business reorganization, capital reorganization & restructuring strategies considering various applicable laws be the key resource to manage the internal process of assignment, maintain all data relating to the assignments, conducting deal benchmarking analyses, initial drafting term sheets, contracts review & general deal managements activities develop financial models for companies' valuation including comparable company & transaction evaluations oversee due diligence & assist in negotiating key transactions documentation lead transaction execution through application of strategic, financial, negotiations, projects valuation management, manage pre-post-transaction partner relationship, M&A, new business collaboratively with designated legal SPOC the groups allocation policies, liquidation, capitalization companies, business plans, inbound & outbound investments.

financial modelling for target mergers & acquisitions opportunities, deal screening, financial modelling, deal executions, legal documentations, financial projections, models fund raising, analysing & reviewing financial statements, independent valuations businesses & intangible assets for various purposes, analysing financial models & analysing commercial data underlying financial forecasts evaluate merger acquisition opportunities by analysing potential synergies, complementary strengths fit with the organisation, build detailed financial models & make senior management presentations to gauge the valuation scenarios & risks of the investment, conduct due-diligence, analyse finance statements, negotiating structuring transaction, identify integration objectives, set up timelines & track progress, secondary & primary research of domestic & global markets, analysing key industries market trends, competitions strategy plannings & pre-post-mergers integrations projects, including governances, detailed planning & implementations, ad-hoc business projects & RCCL.

INCOME TAX- ADVANCE TAX- TRANSFER PRICING COMPLIANCE || M&A TAX ||

Expertise in complete compliance of income tax, advance tax, transfer pricings, corporates, NGO, NPO, CSR, trust, FCRA, institutions, individual, HUF, AOP, societies, STT, CTT, DDT, MAT, AMT, equalisation levy, tonnage tax, tax on distributed income to unit holders, secondary adjustments, accretion tax, expatriate employees, transfer pricings divisional (domestic & international), banking cash transaction tax, deferred tax, TRP, computation of income tax return for every class of Income sources, set off & carry forwards losses, deductions under chapter VIA, tax exemptions & reliefs, other deductions, clubbing income, section 145a stock valuation, e-filings of income tax returns, belated returns, updated returns, revise, modifications, after condonation of delay, rectifications & under order passed by CIT(A), response to notices, refund re-issue, outstanding tax demands, tax credit form 26AS, condonation, authorised person, representative assesses, rectifications & intimations u/s 143(1)/154, AIS, TIS, STF, ITDREIN transaction reports STF-01 to STF-016, response to outstanding demands, e-proceeding, compliance portal, reporting, others audits & exemptions.

DIRECT TAXATION COMPLIANCE MANAGEMENT & PLANNING || CORPORATE – DIRECT TAXATION

Expertise in direct taxation related compliance assessment residential status & tax incidences, non-resident taxation income deemed to accrue or arise in India, permanent establishment, fund managers in India not to constitute business connection of offshore funds double taxation relief, double taxation avoidance agreement, income exempt from tax SEZ, EOU, u/s 13A, electoral trust, salaries place of accrual of salary income, tax treatment of different forms of salary income, allowances, perquisites, valuation of perquisites, tax on salary of non-resident, salaries of other foreign citizens, EPF, approved superannuation fund, approved gratuity fund, relief u/s 89, Income from house property income exempt from tax, computation of income from let out house property & self-occupied property, special provisions unrealised rent is realised subsequently, profit & gains of business or profession, STPI, taxation u/s 115BA, 115BAA, 115BAB, capital gain, income from other sources, income of other persons included in assesses total income transfer of income without transfer of

assets, cash credits, unexplained investments, comply to notice, chapter VI-A, tax relief, foreign assets & income from any source outside India, revocable transfer of assets & all types of compliance direct taxations.

cross border transactions under tax laws & FEMA, equalization levy, DDT, customs valuation, article of VII of GATT, custom valuation agreement, transfer pricing, PE & DTAAs, FEMA, withholding obligations & foreign tax credit, Import & export, dispute resolution, multilateral instruments, taxation of expatriate employees & regulatory aspects employer-employee relationship, immigration laws, personal income tax, corporate income tax, transfer pricing, corporate law, taxation of start-ups & investor, setoff & carry forward of losses, inter-source adjustment, inter-head adjustment, settlement commission & dispute resolution committee, notified jurisdictional area, general anti-avoidance rule, advance ruling, search, seizure & assessment, business restructuring, M&A, alternative tax regime, MAT, AMT, tax planning, STT, DDT, CTT, tax clearance certificate, Individual tax compliances for NRIs, HNIs & expatriates (Inbound & outbound) tax computations, quarterly withholding tax returns & certificates, tax registrations form-30C/30A certificate of coverage, tax technology.

Non-resident taxation, NRE, NRO, FCNR, double taxation relief, tax treaties, anti-avoidance measures, compliance under STF reporting & returns, cash transaction-non PAN transaction declaration, e-filing of ITDREIN compliance, ensuring necessary compliance form 15CA undertaking Part-A, B, C, D form 15CB certificate for International payment, form 15G, form 15H. tax audit uploading form 3CA, 3CB, 3CD, unabsorbed depreciation, DTAA, claims under sections 90, 90A, 91, MAT, AMT calculation & audit form 29B, audit under section 80JJAA, form 10DA, trust, NGO audit under form 10B, 10BB, 10DA, 10IC, section 80-IA, form 10CCB, form-29C, 56F, Intimations, e-assessment, e-proceedings, tax treaties, avenues to minimize tax liability through tax planning, Income tax implication on specified transaction, GAAR, CARO, ensure all types of tax compliance of companies & all group of companies. complete direct taxation compliance with all sections & rules benami property transactions act, appeals & revisions, settlement commission & dispute resolution committee, special measures in respect of transactions with persons located notified jurisdictional area, general anti-avoidance rule, search, seizure & assessment, equalization levy, commodities transaction tax, international taxation US/UK taxation. unascertained assets, liabilities, losses of subsidiary companies, dividend paid or proposed, expenditures related to tax-free incomes, profit calculation u/s 80IA, 80IB, 80IAB, 80IC, 80ID, 80IE & others I.T Act, maintain transfer pricing auditing & documentations, net assets values.

Capital gain capital assets, non-residents, transfer of capital assets, computation of capital gain, value of consideration, expenditure on transfer, cost of acquisition & improvement, indexed cost of acquisition & improvement, computation of capital gain in certain special cases, valuation officer, capital gains exempt from tax, capital gains arising from transfer of residential house, capital gains arising from the transfer of land used for agricultural purpose, capital gains on compulsory acquisition of land & buildings forming part of industrial undertaking, capital gain not to be charged on investment in certain bonds, capital gain not to be charged on investment in units of a specified fund, capital gains on transfer of a long-term capital asset other than a house property, capital gains on transfer of assets in cases of shifting of industrial undertaking from urban area, exemption of capital gains on transfer of assets in cases of shifting of industrial undertaking from urban area to any SEZ capital gain on transfer of residential property, extension of time-limit for acquiring new asset, taxation of unit linked insurance policy & computation of capital gain ST & LT.

MLI & MFN under tax treaties, multilateral instruments, special provision of newly established undertakings in free trade zone, special economic zones, 100% export undertakings, capital investments converted into stock-in-trade, Income computed with sections 30 to 43D, allowable coded deductions, deduction & allowances, override normal computation, burden of proof, deemed deductions allowances, disallowances, unabsorbed depreciation, Tempestuous amendments year, M&A, amalgamation, tax planning, management, avoidance & tax evasion, arrangement for declaration & payment of dividend, foreign company, place of effective management, new business, investment allowance for acquisition & installation new plant & machinery, investment allowance in backward area, expenditure on specified business, employment of new workmen, tonnage tax[scheme, distribution of assets companies liquidation, non-resident, double taxation relief, ADT agreement, unilateral relief, specified association, transfer pricing, advance ruling non-residents, business restructuring, mergers, acquisitions, amalgamation, demerger, settlement commission & dispute resolution committee, search, seizure & assessment real estate developer & joint development arrangements

TRANSFER PRICING OF DOMESTIC & INTERNATIONAL

Expertise in assessment, calculations & computation of transfer pricing (domestic & International), policies of transfer pricing, arm's length transfer pricing & costs contributions agreement, business restructuring (internal & external), business combinations (mergers, acquisitions, takeover, demergers, absorption, others), captive consumptions, calculation & computation of arm's length price, determination of pricing, borrowing & lending of money financing, advance pricing agreement, secondary adjustment international transactions, safe harbour rules, transfer pricing documentation, furnishing of reports national & international all group of companies, audit report & documentation, transfer pricing audit, peer analysis report, assessment transfer pricing audit form 3CEB/3CEAA, dispute resolution mechanism, assessment, re-assessment, scrutiny & representation of TP appeals before DRP, CIT (A), PCIT, ITAT levels, all types of transfer pricing (national & Intt.), specified domestic transactions, excessive & unreasonable payments, transfers between tax-exempt & associated concerns, estimation of profits, comparable uncontrolled price method, resale price method, cost

plus method, transactional net margin method basics, transactional net margin method profit level indicator, profit split method, another method, most appropriate method, ALP & other principles for benchmarking, tested party, single or multiple transactions for benchmarking, single or multiple-year data for comparison, business model, assets risk comparison, quantitative & qualitative filters, comparability adjustments, safe harbour rules, reimbursements, taxpayer & AE's income, loss adjustments, manufacturing, trading & financial transactions, sales/purchase of business & business assets, intra-group services, cost sharing or cost contribution agreements, business restructuring, documentation, assessment, TP dispute resolution mechanism, advance pricing arrangement, penalties & prosecution (National & International transfer pricing)

detailed analysis of Indian transfer pricing regulations, OECD & UN, transfer pricing documentation, BEPS, reports under section 92E form No. 3CEB/3CEAA, appeals & disputes resolution process, penalty, arm's length price & future of arm's length price, FAR analysis & comparability analysis benchmarking, economic adjustments, nuances around deemed international transaction, timing contemporaneous documentation, cost sharing & cost contribution arrangements, corporate guarantees, benchmarking of loans/financial instruments, business restructuring, attribution of profits to PF, safe harbour rules, transfer pricing, general anti-avoidance, interplay between GAAR & TP, specified domestic transactions, analysis of secondary adjustment, country-by-country reporting & master file regulations, evolution of transfer pricing & ESOP.

TP compliance & issues surrounding taxable income earned by non-resident, OECD pillar one, pillar two. determining the arm's length price, assets & risk FAR analysis, benchmarking & selection of comparable, transfer pricing for loss-making companies, specialised capital goods, transfer pricing documentation, master file & country-by-country reporting, advance pricing agreements, safe harbour guidelines with comparison, action point on transfer pricing, UN transfer pricing, Information, document & record maintenance, CbcR, alternate dispute resolution panel for transfer pricing specified domestic & international transactions, safe harbour, comparable uncontrolled price, resale price, cost plus, profit-split, transactional net margin, any other rule 10AB, "sixth method" or "commodity rule" ratio analysis, rationale, Implications of SDT, tribunal ruling, CbcR report, UN model tax convention on MAP & Indian tax regime, provision of MAP under MLI, provision of safe harbour, appropriate considerations & transfer pricing division (national & International).

INTERNATIONAL TAXATION MANAGEMENT & PLANNING

Expertise in International taxation, transfer pricing, DTAA's, tax treaties, G20, OECD & UN model tax convention, social security & impact on global mobility, dispute resolution, including BIT, & its impact on global economy, residential status, residential status of company (place effective management) structuring overseas entities Implications of POEM, BEPS, MLI analysis & operation, treaty abuse PPT, simplified LOB, SAAR & GAAR, DTC policy considerations in light of multilateral instrument & the OECD model tax, MLI on Indian tax treaties & global trends, residents, other anti-avoidance measures, dual resident entities, PE in third jurisdiction & jurisdiction's right to tax own residents, cross border taxation of fiscally transparent entities, M&A, cross border (M&A, restructuring, Investment, tax structuring, group taxation, global taxation, valuations business, shares), financial instrument, triangular cases, fixed place, construction & subsidiary permanent establishment of service, agency, specific activity exemptions & International taxation planning, avoidance & evasion, international tax planning strategies & goals, forms of business entities & permanent establishment, offshore holding companies & tax planning, offshore branch & subsidiary structures planning issues, offshore financing & tax planning, derivative instruments, intellectual property management, returns to India/US statutory filings, tax efficient supply chain management, global mobility & tax planning, tax havens, offshore structure, international taxation mgmt. & planning, transfer pricing & anti-avoidance rules.

TDS - TCS TAXATION COMPLIANCE

Expertise in complete compliance of TDS, TCS, foreign nation, NRI, PAO, TDS on rent, TDS on properties, computations, e-payments of liabilities challan-281, 26QB, 26QC, 26QD, 26QE, e-filing returns form-24Q, 24Q-Annexure II, 26Q, 26QA, 26QAA, 27EQ, 27Q, 26QB, 26QC, 26QD, 26QE, online upload FUV, e-returns, online/offline corrections TRACES, timely issuing certificate form-16, part-B, 16A, 16AA, 16B, 16C, 16D, 16E, 12BB, 12B, 12BA, 27D, 27A, 27B, computation TDS on salaries with parks details, review & verification of all employee deduction declaration documents, statement status, declarations for non-filing, declaration to deposit lower TDS, details of all types of unconsumed challans, challan tag, replace, request for OLTAS challan correction, verification of PAN, correction, justification reports, consolidated file, defaults, entries add, modify, DIN verification, returns correction, revised, resolution, rectification, refunds, other all types of matters related to TDS, TCS, grievance, notice, assessments, appeals & Implementation of MIS tools for reporting without any defaults, finalization of complete compliance of TDS, TCS U/s 194M, 194N, 194P, 194Q, 194R, 206AB, 206CCA, verification of applicability u/s 194N, download certificate u/s 197, 206C(9), 195(2), certificate u/s 197, 206(9) & 195(3), validate lower deduction certificate u/s 197, 195(3), 195(2) request for form 15E cover u/s 195(2), form-13/15C/15D nil/lower deduction (resident, not-ordinarily resident, non-resident), transaction based report generated in case of payment to a non-resident, if no PAN is reported, focus on circulars & notifications implementation to all companies & groups of companies direct tax, TDS, TCS, transfer pricing, international taxation & all types of direct taxation compliance management.

GST (GOODS & SERVICE TAX) COMPLIANCE MANAGEMENT

Expertise in GST related all compliance new-changes, new-up-dation, press-note, notification, circular (news, articles, meetings, regular visit on e-Governance Platform) new return prototypes, search taxpayer, vendor, suppliers return filing status reviews, transporters, product & services, HSN, SAC, e-Way bill, e-Invoicing, assessment, adjudication, demand & recovery, prosecution & compounding, appeal, face to face & face-less assessment & appeals all types of companies & group of companies' compliance related GST/Import-Exports.

expertise in GST, CGST, SGST, IGST, UTGST, rules, act, fundamentals, principals, determination of place of supply, time of supply, classifications, valuations of taxable, exemptions, HSN, SAC (products & services), procedures, systems, non-taxable supplies, composition levy scheme, causal taxable person, Non-resident taxable person, zero rating of supplies, GST practitioner, imports, exports, deemed exports, merchant export, letter of undertaking, bonds, special economic zone, EOU, STP, concessions to small enterprise, advance received, new registration, cancellation, revocation of cancellation of registration, composite & mixed supply, construction & work contracts, TDS, TCS, OIDAR, margin scheme, debit note, credit note, job work, delivery challan, NRGP, RGP, pure agent, e-Invoice, bill of supply, commercial debit & credit note, others, e-way bill for outward/Inward supplies, export, job work, SKD, CKD, Lots, exhibition or fairs, line sales, job work return, sales return, purchase return, bill to ship to, bill from-dispatch from, input service distributor, goods transport agency, reverse charge mechanism, FCM, declarations, input tax credit, accounts & records, national anti-profiting authority, transition provision, statement of outward & inward supply, advance ruling mechanism, returns, cash/credit ledgers, recovery of tax, provisional assessment, refunds of unutilised tax, refunds, refunds of integrated tax paid on zero rated supplies, annual returns & reconciliations, special audit, GST authorities audit, assessment, notice, inspection search & seizure, offences & penalties, first appeal & revision, appeal before appellate tribunal, appeals before high court & supreme court, prosecution & compounding, provisions relating to evidence, appeals, review & revision mechanism, AATO computations.

new registration for tax payer, persons liable for registration & not liable for registration, compulsory registration, deemed registration, tax deductor, tax collector (e-commerce), GST practitioner, non-resident taxable person, united nation body, consulate or embassy of foreign country, other notified person, non-resident online services provider, all constitution of business, application for filing clarifications, amendment of registration core fields & non care fields, application to opt for composition levy, application for withdrawal from composition levy, application for cancellation of registration, electronic cash, credit ledger, electronic liability register, negative liability statement payment towards demand, geocoding principal place of business.

returns (GSTR-1, 2A, 2B, 3A, 3B, 4, 4A, 5, 5A, 6, 6A, 7, 7A, 8, 10, 11), annual return GSTR-9, 9A, 9B, 9C, TDS & TCS credit received, QRPM, transition forms, opt-in for quarterly/monthly return, tax liability & ITC comparison, compliance for ISD, return for an ISD, user-id for unregistered applicant, receipt, payment, refund vouchers, stock, branch transfer (inter-intra), misc. accounts, records, all types of returns, matching concept, statement (advance tax, provisional tax credit, negative liability statement), search BoE records, advance receipt & payment, Communication between taxpayers, search bill of entry, search advance ruling, Input tax credit, ITC reconciliations, (GST ITC-1 declaration for claim of ITC under sub section (1b), (1d) of section 18, GST ITC-2 declaration for transfer of ITC in case of sale, merger, demerger, amalgamation, lease or transfer of business under sub section (3) of section 18, GST ITC2 -pending for action, GST ITC2A declaration of transfer of ITC in case of abstaining separate registration within state or union territory, GST ITC3 declaration for intimation of ITC reversal, payment of tax on inputs held in stock, inputs contained in semi-finished & finished goods held in stock & capital goods under sub-section (4a), (4b) of section 18, GST ITC4 details of goods/capital goods sent to job work & received back, PMT3A allows the proper officer to recredit the amount in the taxpayer's electronic credit ledger), eligibility of ITC, apportionment of ITC in certain circumstances, ITC for job work, receiving intimation of ITC blocked by tax official, apportionment of credit & blocked credits, availability of credit in special circumstances, taking input tax credit on input & capital goods sent for job work, distribution of credit by Input service distributor, manner of recovery of credit distributed in excess, matching, reversal & reclaim of input tax credit, ITC credit books & registers.

Payments, e-Payment of GST liability & RCM, application for deferred payment & payment in instalments, instalment calendar, challan under DRC-3, grievance against payment under GST PMT-7/9, voluntary, SCN, annual return, reconciliation statement, liability mismatch GSTR-1 to GSTR-3B, ITC mismatch GSTR-2A/2B to GSTR-3B, intimation of tax ascertained through DRC-1A, scrutiny, others, Liability to pay, Liability in case of transfer of business, liability in case of amalgamation or merger of companies, liability in case of company in liquidation, liability of directors of private company, liability of partners of firm to pay tax, liability of guardians, trustees etc, liability of court of wards etc, special provisions regarding liability to pay tax, interest or penalty, liability in other cases, default of ITC credit payment, interest & misc. payments.

e-Way bill for transport of goods, Common portal to upload details of e-way bills, register or enroll on the portal before you start using the EWB portal, Generation of e-way bill, 'Bill to Ship to' transactions, filling of part b of e-way bill, generation of e-way bill by portal, other provisions relating to e-way bill, road checks & verification of documents & conveyances, detention, seizure & release of goods & conveyance in transit, tax invoice, delivery challan, bill of supply when no tax invoice is required, GST on goods transport service, blocking/unblocking of e-way bill generation, GST e-way bills proceedings, notice, assessments & audits.

planning & implementing the action on the GST defaulting vendors, handling GSTR-2A, GSTR-2B eligible & non eligible- ITC vs purchase register reconciliation activity through in-house reconciliation tool, MIS reporting GST related activities, taking right action on defaults, notice, penalties, demands, assessment, rectification, revision, other orders, scrutiny, proceedings, prosecution & offense drafting replies for all types of notices issued by the GST department, drafting & e-filing of statement of facts, grounds of appeal, appeals online & communication between taxpayers (from suppliers & recipient), all types of GST refund application, pre-application form filing, intimations on account of the refund not received, track status of invoice data shared/to be shared with ICEGATE, all types of GST related matters companies, plant & group of companies.

refunds compliance, refunds, application for refund (refund of excess balance in electronic cash ledger, refund of ITC on export of goods & service without payment of tax, on account of supplies made to SEZ unit/SEZ developer-without payment of tax, refund, refund on account of ITC accumulated due to inverted tax structure, on account of refund by recipient of deemed export, refund on account of supplies to SEZ unit/SEZ developer-with payment of tax, export of services with payment of tax, tax paid on an intra state supply which is subsequently held to be inter-state supply & vice versa, on account of refund by supplier of deemed export, excess payment of tax, on account of assessment, provisional assessment, appeal & any other order, any others), refund pre-application form, track status of invoice data to be shared with ICEGATE, intimation on account of refund not received, financial assistance (refund) 'Seva Bhoj Yojana'.

filing of application & reply under GST for advance ruling, intimation of voluntary payment DRC-3, letter of undertaking, appeal to appellate authority (enforcement order, assessment demand order, registration order, refund order, assessment non-demand order, LUT order, assessment orders), refunds, application for recertification of order, application for restoration provisional assessment, application for deferred payment, payment in instalments, provisional assessment ASMT-1, compounding application, application unblocking of e-way bill, clarification, additional information, document for amendment, application for amendment of core fields & non care fields in registration, clarification, additional information, document for extension of registration period for casual & non-resident taxable person, application for extension of registration period by casual/non- resident taxable persons, reply to the notice to show cause, notice for denial of option to pay tax u/s 10, intimation of details of stock on date of opting for composition levy by migrated taxpayers, show cause notice for cancellation of registration, intimation to pay tax under section 10, form for filed visit report, order of grant of temporary registration/suo moto registration, reply to the show cause notice issued for cancellation, show casue notice for disqualification, Initiating drop proceedings of suspended GSTIN's due to non-filing of returns. DRC-22A application for objection to provisional attachment order, application for clarifications, assessment, adjudication, file appeal, demand, recovery, prosecution, compounding & all types of other related matters to GST. all group companies GST related compliance state, central wise & UT wise, Notices under section 25, 29, 63, 73, 74, 76, Refund Notice, notice for e-way bill, notice for penalty, notice for confiscation, revisionary proceedings, burning issues in GST litigation, assessments, audits & scrutinize, assessment, audit, inspection, search, seizure & arrest, demands & recovery, advance ruling, appeals & revision, offences & penalties, inspection of goods in movement, arrest & bail, summon proceedings matters.

assessment & adjudication, finalization self & provisional assessment, scrutiny of returns, assessment of non-filers of return, unregistered persons, summary assessment, appeals, inspection, search & seizure, arrest, advance ruling, application & compliances for advance rulings, appellate authority for advance ruling, demand & recovery, appeals to the appellate authority, tribunal, high courts, supreme court, miscellaneous on appeals, offenses, penalty, detention, seizure & release of goods & conveyances in transit, confiscation of goods or conveyances, miscellaneous, compound offenses. filing of an application for withdrawal of summary assessment order, the rectification of order, application for restoration of provisional attachment, reply in form GST DRC-06 against the determination of tax proceeding initiated u/s 73&74, reply in form GST DRC-06 against proceedings initiated for tax collected but not deposited with government, application for provisional assessment & release of security, reply in ASMT-11 to the notice issued for scrutiny of returns, reply for general penalty proceedings u/s 125, taking actions during assessment proceedings u/s 63 against unregistered persons, reply for proceedings initiated for remanded cases, all legal issues ITC compliance.

demand & recovery filing an intimation of payment, applying for deferred payment/payment in instalments, filing reply to GST DRC-22 against proceedings initiated for recovery of taxes, viewing demand uploaded by tax official under pre-GST law (form GST DRC-7A & 8A), finalization of all types of GST/ITC related matters, Intimation of voluntary payment DRC-03 voluntary, SCN, annual return, reconciliation, liability, ITC mismatch, GST return, others u/s 73(5), compounding application, application for unblocking of e-way bill, view cause list- authority, appellate authority for advance ruling u/s 96 & u/s 99, appellate authority u/s 107, revisional authority u/s 108, authority compounding offenses u/s 138, prosecution & compounding, viewing prosecution notice issued by tax officials, filing the application for compounding of offense form GST CPD-1 & taking actions in the subsequent proceedings, enforcement, viewing issued notice, filing reply & taking subsequent actions during enforcement proceedings, all others GST related compliance all companies.

appeal, filing an appeal against assessment demand order & nondemand order GST APL-1, filing an appeal against registration order & enforcement order GST APL-1, filing an appeal against refund order, cause list, filing reply & rectification request during revision order proceedings & proceedings & order of first appeal, an

appeal against assessment demand, non-demand order, registration order, refund order, reply & rectification request during revision order proceedings, during proceedings & order of first appeal, applying for deferred payment, payment in instalments DRC-20, reply to form DRC-22 against proceedings initiated for recovery of taxes, GST cause list, appeals- grounds of appeals, statements of facts, affidavits, condonation, block credit issue, ITC reversal, payment of tax u/s 18(4), declaration for transfer ITC pursuant to u/ss(2) of section 25.

CUSTOMS LAW & FOREIGN TRADE POLICY MANAGEMENT || IMPORT – EXPORT DOCUMENTATION

Expertise in Import export documentations, pre-post shipment documentation, logistic, compliance, advance authorization & licences, realization, renewal, EOUs, EPZ, duty drawback, rebate, forex, FEMA, RBI, legal, compliances, custom law, SB, BOE, PL, COO, Invoice, FTP, classification, valuations, assessments of custom tariffs, calculation of customs duties, e-payments, fixation of SION norms, territorial waters & customs waters, anti-dumping duties, safeguard duty, cess on customs duty, self-assessment, HSN code, transaction value the time & place of importation, rate of exchange for customs valuations, international trade & finance, WTO valuation agreement, assessment in customs, DGFT, Import export management, CHA, ICE gate, baggage, remission, re-imports, re-exports, departmental adjudications, demands of customs duty & interest, interest for delayed payment of custom duties, demands for undervaluation customs duty, suppression, UCP, wilful misstatement & collusion, recovery of dues, refund of customs duty & interest, warehousing in customs, enforcement powers of customs officers, penalties for non-payment customs duty, other penalties, confiscation in customs, miscellaneous, criminal offences, settlement commission, proofs in adjudication & prosecution, appeals, review, first appeal & revision, appeal to tribunal & appeal to High/Supreme Court.

Exim policy, import-export documentation, advance licence, advance authorisation, foreign trade policy, DGFT, EPCG, filing redemption application of advance authorization, banking & shipping documents (pre-post), freight forwarding, logistics management, customs documentation, shipping, custom clearance, RLS, dispatch documentation, custom house agent, shipping line documents, checklist for shipping bill & bill of entry, visual impex, shipping line for IGM, enquiry, freight, vessel ETA/ETD, all logistics arrangements for import export shipments across the group, export freight budgets for group companies, export import price negotiate all sea/air freight prices with deliveries from India to end customers, monitoring bill of lading for all customers with internal team, monitoring for all sea containers delivers with UOG, UOI & UUL team, co-ordination with CHA, government bodies, shipping line for SB, SI, BL, COO, GSP & documentation checking, approval export documents as per country specific requirement to clear the materials, payment processing, dispatch planning (planning dept. production dept, QA/QC dept), export transactions with ex-works, FOB, CF, CIF, DDP, incoterm, foreign payment, LC, BG, PCFC, EPC, tariff transfers per contract, international business, trade support, international sales, currency hedging, forex, global import-export, international logistics & operations, PPC, material flow, client & customer development, transportation, export marketing,

foreign trade policy, import export & SCOMET policy, IEC, merger & demerger IEC, DGFT, e-governance of foreign trade, import & export authorisation, bond with guarantee for import under authorisation, export promotion councils, duty credit schemes, pre-shipment inspection & quality certification, SCOMET items, demurrage, free sale & commerce certificate, preferential & free trade agreements, schemes for encouraging exports, RoDTEP, RoSCTL, DFIA, MEIS, SEIS, EPCG, DEPB, GAICT, advance authorisation, duty drawback, refund TED, DBK, other promotional measures, RBI, FEMA, EOU, STP, EHTP, BTU, STPI, SEZ, DTA, deemed & merchant exports, manufacturing in customs bonded warehouse, quality complaints, trade disputes, duty exemption remission scheme, authorisation management scheme advance authorisation, gem replenishment scheme, tariff rate quota, accessing repositories (shipping bill, bank realisations, bill of entry, GST Invoices, TR-6 Challan, bill of exports), e-BRC, export controlling & settlement of IDPMS/EDPMS through banks ICEGATE/ECCS portals, license for restricted goods import & exports, brand rate fixation, certificate management, scheme rebate of state & central levies & taxes, TEU, policy relaxation committee, enforcement cum adjudication proceeding, file appeal, review application against an adjudication order, e-miscellaneous payment, e-refunds, e-RCMC, e-Sanchit, interest equalisation, tariff rate quota, IGCR, registration certificate for imports, steels, coals, coppers, aluminium, chips import monitoring system, advance authorization, duty-free import authorization & pre-shipment inspection certificate, re-import & export, ATA carnet, temporary imports-exports, BIS imports, compliance with all import-export regulations, tariffs & taxes, DGFT, NSEZ, customs, awareness of trade under MoEF permission, CHIMS regulations, investigations (DGST, DRI, ED etc) proceeding under customs & foreign trade policy of advance authorization, certificate management, deemed exports, duty-free import authorization, enforcement cum adjudication, export management system, export promotion capital goods, GEM replenishment scheme, import management system, import-export code, interest equalization scheme, miscellaneous payment, NORMS, policy relaxation committee, pre-shipment inspection, quality complaints, trade disputes, refund management, registration cum membership certificate, restricted export-import management, RoDTEP, RoSCTL, MEIS, SEIS, SEZ, duty drawback, SCOMET, scrip management, service exports from India scheme, tariff rate quota, transport & marketing assistance, a departmental appeal against order of commission (appeals), first appeal & revision, appeal to commissioner (appeals), appeal to the tribunal, cross-objections to appeal, CESTAT, appeal to high court & supreme court.

TAX PLANNING (Issues || Ideas || Innovations) MANAGEMENT

Expertise in tax planning to deliver competitive advantage to the companies & all group of companies also responsible for managing compliance & litigation matters of the companies, expert advisory of taxation on

income tax, GST, excise, service tax, sales tax & customs, DGFT, import-export, FEMA, FDI, ODI, labour law, SEBI, securities law, allied law, insurance law & others matters, domestic & international transfer pricing & other regulations impacting commercial decisions, strong relationship with authorities for continually adding value to minimize tax liabilities & overall success of the business, new legislation including budgets & trend impacting to the company & all groups including the stakeholders like vendors, customers, business partners, annual & quarterly tax provisions including tax footnote disclosures for statutory accounting purposes & international taxation plannings, all strategic tax matters as well as aligns with group tax on the same, formalise & drive transfer pricing strategies for all business units under Indian legal entity drafting appeal's multi-locations group of companies research & analysis of transactions tax related & securities law.

Direct & Indirect Taxation as well as state & central subsidies across all locations, smooth functioning of the organization by preventing obstructions that can arise from tax issues faced organization, tax planning & restructuring, representing before relevant authorities for issues faced by the organization, impact of amendments/court decision to minimize legalities & tax impact, attending assessments, appeals, revisionary proceedings, investigations, summons pertaining to critical issues faced from Tax department, corporate tax advisory, M&A tax, transaction tax, business succession, demerger, cross border transaction, merger, slump sales, DTAA aspect, withholding tax, PE, foreign company, strategies, repatriations, business reconstruction.

international investment opportunities, restructuring transactions & other international tax matters, international issues IRS, timely filing of consolidated federal, state & local income tax returns & other business filings, inventive tax planning & review intricate income tax returns, help in minimizing tax risk in regard to acquisitions, mergers & various other business dealings, all aspects of the company's transfer pricing including planning, managing the automated transfer pricing process review & documentation of the process, compile, review data for tax assessments, tax & transfer pricing audits, tax returns, FATCA, CRS, SFT, STT & other filings, representation before the authority for advance rulings, applications to the competent authority for mutual agreement procedure under the tax treaties, Filing appeals, objections before CIT(A), ITAT, DRP, represent before tax authorities for stay application, recertification, refunds, No Objection Certificate u/s 281 & proceedings, International tax, DTAA, MLI & current development/trends/judicial precedents in International tax on taxability of transactions & withholding tax obligation, complex issues in FEMA rules & regulations pertaining to ECB, NDI, Import export transactions, outbound Investments, investments in immovable property, International Tax principles, ROR, RNOR, DTAA, OECD & UN models.

Tax planning & reviewing complex 1065 tax returns with schedules, hedge funds, private equity funds, venture capital funds, fund of funds & similar complex structures review & managing of tax returns & supporting work papers as per US tax law, international filing compliance, submissions for filing & virtual representation before CIT(A) & e-appellate authorities, filing representation of revision before PCIT & CCITA, representation before the investigation wing in search & seizure cases/ intelligence & criminal investigation (I&CI) division, investigation wing, assessing officer in proceedings under the black money law. tax litigation preparation & representation of appeals including at CIT (A), DRP & ITAT levels, international tax issues such cross-border transactions, DTAA aspects, withholding tax, transfer pricing, permanent establishment, inbound & outbound issues, repatriations, attending direct tax litigations disputes redressal panel (DRP), CIT(A), ITAT, high courts & supreme court, payment of TDS on international tax matters, economic substance reporting (ESR) & filing, compliance on country by country reporting matters, including managing the timely filing of country-by-country notifications, compliance on all tax matters including review & timely filing of CIT returns, transfer pricing disclosure forms, tax audit inquiries, local files inter-alia, international tax issues such as cross border transactions, foreign company strategies, repatriations, MA & transaction advisory merger, demergers, slump sales, business succession & transaction advisory, FATCA forms, residency certificate, Tax treaties, FBAR reporting, taxation of foreign portfolio investors, AIFs, REITs, InvITs, securitisation trust, transactions attracting transfer pricing regulations, business reorganisations, discontinuance of business & dissolution of India co. foreign tax credit, making payments to NRs & Obtaining lower withholding tax certificate, assessments, appeals & dispute resolution, GAAR, equalisation levy, mutual agreement procedure, Income tax refunds & International tax computations filing return timely.

PAYROLL || LABOUR LAW || ADMINISTRATION COMPLIANCE || HUMAN RESOURCE

Expertise in all types at group level of payroll compliance, processing & management systems know establishment LIN, assessment of applicability of all types labour laws as per industries, minimum wages, computations, challan, reconciliation & make sure timely depositing & correctly submission e-Payment, e-Filing of returns on monthly & annually basis of Shram Suvidha, ESIC, PF, LWF, Gratuity, Bonus, Leave encashment, GWR, Professional Tax, CLRA, ISMW, BOWC, Bonus calculation as per schedule, trade licence, insurance claims, all types of factory returns, post-employment benefits obligations, payroll & master roll, Imprest, advances, disbursing salaries, parks, salary processing, incentives, over-time, attendance, leaves, appraisal, maintain all types of records & registers, reimbursement of medical, LTA, Bonus, gratuity, Leave Encashment, others benefits, Full-n-Final settlement, actuarial valuation of EPF Trust, gratuity Trust, superannuation fund & leave encashment, resolve all types of factories, Plant, SBUs, shops & establishment, labours law issues & queries, handling of inspection & notice visit by labour authorities, handle all types of Payroll, ESI, PF, Gratuity, Bonus, others audits, establish & sustain GHK-5S (standard), KRIs/KPIs & safety

audit Implementation. work with HRD to ensure appropriate legal compliance & policies, industrial disputes, numbers, registrations, NOC & permissions, talent acquisition, change, performance & data management.

settlement of workers pending grievances, lawfully designed & implemented new formats & documents for contractual labours, 5S Audit & implementation on the shop floor, disciplinary actions, identify contract labour agency & manage the contract labour security administration, adhering to the statutory compliance formulated by central & state govt, compliance shop & commercial establishment, factories act, safety, fires, pollution control, health, prevention sexual harassment, maternity benefits, arbitration & conciliation, consumer & labours protections, disputes, redressal commission, new labour codes, contract labour, labour welfare funds, professional tax, interstate migrant works, handling of IR issues & labour law issues, model standing orders, employment exchange returns, planning, compensation, international workers & expatriate, support team HR for developing corporate, systems, management, KRA, policies at all group level companies streamline/improvise existing feedback process, design & implementation of training processes at all levels.

manpower budgets as per location, outlet & designation, recruit, onboard & fulfil each of departmental requirements within short span of time, benchmark compensation as per designation, location & industry standards, monitor payroll functions as per strict deadlines on disbursements to employees & statutory bodies, performance monitoring & reallocate workforce to ensure both needs & ends are met within no time, provide/arrange in-house/external training to empower employees, create rewarding programs in order to attain high retention, comply to local, state, federal regulations on health, safety & security measures relating employees & organization, prepare MIS key indicators with monthly, quarterly, annual frequencies along with analysis on deviations adhering to strict deadlines, reconciliation between payroll files & statutory reports with the reason for deviations & steps taken to ensure compliance, cross-functional relationship maintenance with the business, create employee benefits policies with periodical review, setup committee statutory requirements & periodical reports on the performance, grievance redressals within SLA & others.

RBI || NBFC || FEMA || FDI || ODI || PMLA || BM || INSURANCE || SARFASI || SECURITISATION

Expertise in preparation of NBFC, SCRC, FPMC, RBI, FEMA, Allied Act, FDI, C-KYC, CERSAI registration, ICAAPs & calculation of net own funds for (NBFC, FPMC), audit, follow all type of RBI, FEMA, FDI, ODI, KYC, PMLA, black money, benami properties transaction, undisclosed foreign Income & assets, fugitive economic, advance reporting guidelines for filing all type of returns, certificates, compliance, (CTR, STR, sale, purchase of Immovable property), KYC, PMLA norms compliance reports on (fortnightly, monthly, quarterly & annually basis) online & offline on RBI reporting portals (XBRL phase II/III, balance of payment portal, FLAIR, SMS, FED, PC-RPCD, CISBI, FIRMS, EDSP, data collector, ADEPT, cosmos-RBI, Fin_Net, (<https://fiuindia.gov.in>), compliance of KYC anti money laundering, FDI FLAIR RBI, Firms RBI, (FCTRS, FCGPR, FLA returns), FIFP FDI, forex operations management, monetary & non-monetary Items, forward & future contracts (speculation & hedging), compliance of under Insolvency & bankruptcy code (IBC) NeSL (Information utilities), all type of NBFC/SCRC/FPMC/FinTech banking compliance, returns, declarations, disclosures, Intimations, non-resident bank account NRE & NRO, resolving discrepancies, RBI regulations, Insurance portfolio, IRDAI regulations, compliance & returns, forex management for fund hedging, forex risk management, international trade finance & deals in FCCB, rate, policies, market trends & regulations comply foreign investments & collaborations, foreign capital, FDI/ODI policy, cross border Investments, ECB-related filing & compliances, foreign collaboration policies, FEMA, FDI, ODI advisory & opinions on matters related companies act, ROC, FEMA, RBI, FDI, NRI, NBFC, IRDAI & SEBI advice for reviewing compliances, returns & obtaining approvals, foreign exchange management, foreign contributions, prevention of money laundering, PMLA, FEDAI, EURO, dollars Issue, Issue of foreign currency convertible bonds, ordinary shares through depository receipt mechanism, Issue of foreign currency, consolidated FEMA, FDI, ODI policies & Investment, COFEPOSA, FEMA regulations compliance, external commercial borrowings & debts trustee compliances.

FEMA, AD, RBI, GOG, approvals, balance sheet approach to evaluate transaction under FEMA, share capital, ECB, trade credit & import, foreign currency convertible bonds & foreign currency exchangeable bonds, acceptance of deposits, export, immovable property outside India, cash & bank balance, downstream investment, loans & advances, guarantees, pledge of shares & creation of change, other transactions, non-resident Indians, resident individuals, foreign portfolio investors, foreign venture capital investors & REITs & InvITs, liaison office/branch office/project office, foreign direct investment in limited liability partnership, overseas direct investment, penalty, appeal & adjudication, compounding under FEMA, remittance facilities, liberalised remittance scheme, establishment of branch office /liaison office/project office & any other place of business in India by foreign entities, foreign investment, external commercial borrowing, non-resident foreign accounts, immovable property, overseas direct investment, trade credits, guarantees, compounding, insurance, IRDAI regulation & International taxation, SEBI, FEMA national international financing facilities.

FUND RAISING FROM - IPO || FPO || QIP || PUBLIC ISSUE || SEBI - ICDR || CAPITAL ||

Expertise in launching of IPO, FPO, QIP, offer for sale, per-post launching compliance of IPO, FPO for listed & unlisted companies, detailed analysis business plannings, NIB, technical & financial feasibility, profitability, market trends & product performances, valuations of business, DCF, ACF, UFCF, LBO, analysis of financial past performance, detailed analysis of risk factors, Industries & business value, financial information, capital & debt structures, financial indebtedness, tax benefits, corporate policies, outstanding litigations & corporate

matters material developments, governments & others approvals, regulatory & statutory disclosures, group companies JV, subsidiaries & associates financial information results, related parties transaction, operations & productions capacities, break-even analysis, management discussion & analysis of financial condition & results, financing arrangements, capitalization statements, restated financial statement, statement of special tax benefits, cash flows, fund flows statements, contingency assets & liability statements, material contracts & documents for inspections, agreements, consents, resolution, contracts, disclosures, appointments, other regulatory & statutory requirements, analysis of offer for sale by the selling shareholder & the weighted average cost of acquisitions, risk analysis, absolute responsibilities, statement of assets & liabilities, pre-offer placement, deal structures, offer related information, terms of offer, offer structure & procedures, restrictions on foreign ownership of Indian securities, policies, committee, right issue, bonus issue, stock split, reverse stock split, ESOP, private placement, capital raising from share & money market, key regulations & policies.

Liaison with SEBI, ROC, NSDL, CDSL, depositories, investment bankers, BRLM, ASBA, advisors, registrar to the offers, underwriters, RSTA, issue banker, advertising agencies, generating buzz through roadshows, legal due diligence for equity, IPO, FPO, QIP, IPP, SME IPO, FPO, leveraged finance, open offer, public issues, right issues, fresh issue, book building, pitch books, equity & share, legal, pre-filed DRHP, SEBI observations, UDRPH-I, UDRHP-II, filing offer documents ROC, key performance indicators, public issue documents DRHP, RHP, final offer documents, demat accounts, bid, offer programme, listing, vision, registration for IPO, draft, red herring, final prospectus, verification SEBI, cut of price, pricing fixed price issue/book building issue, offer for sale, marketing publicity, conditional marketing, interaction QIBs, develop the corporate fundraising strategy & manage relationship with parents & investors relationships & ICDR regulations management, NIB.

Pre-post IPO/FPO, business planning, due diligence, execution of agreements & certificates, appointment of advertising agency, valuations, review of IPO/FPO, underwriting, PR plan, marketing & advertising release by the company, industry, business & markets research reports, shareholders communications, documentation works, responding to clarifications sought by SEBI & successfully getting IPO/FPO approval from SEBI, drafting, review & successful filing of the draft red herring prospectus (DRHP) of the company with SEBI. ROC & other regulatory authorities, teams of investment bankers & legal counsels, collate & maintain data book of performance KPIs for the groups, manage KPI audit process, maintaining virtual data room for information sharing with investment bankers & legal counsels, track activities for IPO/FPO filing, IPO related expenses, follow up for updates from external & internal teams, update management on project status, assist in preparing agenda paper for meeting of board of directors for update on the IPO/FPO funding, direct listing

expertise in fundraising from public issue IPO, FPO, QIP, SME-IPO/FPO pre-post IPO, business & industries planning, financial & risk modeling, detailed analysis of internal-external risk, forward-looking statements, financial models, corporate policies, cash & fund flow model strategies, compliance regulatory authorities of SEBI, ROC, MCA21, NSDL, CDSL, dealing & meetings with banks, merchant bankers, BRLM, underwriters, valuers, credit rating agencies, stock holding corporation, ASBA, syndicate agreement & members, investors, shareholder, promoter, advertising agencies, documentation for IPO, FPO, drafting prospectus draft, red herring & final document, appointment, agreements, contract, consents, approvals, registration, intimations, financial, legal, technical, project, business due diligence & filing, valuations, legal vetting, policies, letters, pricing, stabilization, transition, deciding the IPO/FPO final pricing, draft offer documents filed with SEBI, DRHP, red herring document & final offer document filed with ROC, reservation among QIB, NIB, NII, RII, DII high net worth Individual (HNI), offer for sale, pre-post offer equity shares, company IPO/FPO filing the application to SEBI, ROC, listing, filing, pricing, allocation, investors bid for share, pre-marking, roadshows, BRLMs, key factor revenue model, presentations, syndicate & escrow agreements, SEBI comment, launching of IPO, release IPO, IPO allotment to subscribers, refund process of IPO not allotted, IPO fund management.

IPO/FPO/QIP, private placement, preferential offers on main board & SME through pre-filing of draft offer documents, reference date, analysis of eligibility requirements, general condition, interaction with QIB, merchant bankers, underwriters, appointment of lend managers, intermediaries & compliance officer, disclosure in & filing of offer documents, pricing, face value of equity shares, price & price band, differential pricing, analysis of minimum offer to public, allocation in the net offer, reservation on a competitive basis, abridged prospectus, ASBA, issue of material, security deposit, IPO grading, public communication, publicity materials, advertisements & research reports, issue-related advertisements, opening of the issue, minimum & period of subscription, application & minimum application value, manner of calls, allotment procedure & basis of allotment, refund & payment of interest, post-issue advertisements, post issue reports, listing, migration to the SME exchange, migration to the main board, miscellaneous, alteration of rights of holders of specified securities, further issues, IPO pricing & prospects drafting, NSE NEAPS, BSE listing centre for reporting, release of subscription money, reporting of transactions of the promoters & promoter group, post-issue reports, restriction on future capital issues, price stabilization through green shoe option, alteration of rights of holders of specified securities, post-listing exit opportunity for dissenting shareholders, pitch book, bid bond, book building pricing, SEBI DP/DRHP/RHP, buyback of the equity shares, increase companies EPS, BRLM, provide fund to the shareholders instead of dividends, protects company from hostile takeovers, maintains the debt equity ratio, provides an exist route to the members, increase the ROC, NRR, IRR & ROI.

Raising funds, by way of IPO, QIP, FPO, SEBI, SCRA, SCRR, ICDR, public issue, right issue, equity, debts, bonds, debentures, event of default, from primary capital market, actively participated in pre & post IPO Road shows, raised funds from private lenders against pledging of shares, handled the investors relation of the company, UPI, coordinated with team of BLRM, working capital loan under consortium arrangement domestic financial institutions commercial papers & non-convertible debentures, private equity investment national & international institutional PE investor, US federal income tax considerations, interacted with fund managers, mutual funds, hedge funds, FLL & successfully represented company at investors conference in India & abroad, actively involved for research analysts to prepare buy report on company's share, diversification of business, initiated updating internal control system through generating various SOPs. private equity Investors, financial modeling for fundraising through pvt equity, comprehensive due diligence in relation to private equity conduct extensive company research, sector profiling, business planning reports.

Fundraising from IPO, develop implement a comprehensive project plan for the IPO process including timelines milestones & deliverables, coordinating & collaborate with internal teams, legal, finance, investors relations & executive management to gather the necessary information & documentation for the IPO, liaise with external service providers as underwriters, auditors, legal counsel to ensure compliance with regulatory requirements & timely execution of tasks, review financial statements, prospectus & other IPO-related documentation to ensure accuracy, completeness & compliance with regulatory standards, due diligence, conducting research & analysis on the company financial performance, industry trends & market conditions, drafting & filing of regulatory documents, registration statements & other necessary filings with relevant securities commissions & regulatory bodies, coordinate roadshows & investor presentations, working closely with investor relations team to ensure effectively communication of the companies value proposition to potential investors, monitor & stay up to date with relevant regulatory changes, stock exchange rules & disclosure requirements to ensure compliance throughout the IPO process, pre-post IPO activities, such as managing shareholder communications, tracking stock performance & assisting with regulatory filings & reporting obligations, guidance & support to cross-functional teams involved in the IPO process, ensuring alignment & adherence to established timelines & milestones, strong network of industry professionals, investment banks, legal & auditors to stay informed about best practices & market trends in IPO execution, process improvement initiatives streamline IPO execution procedures & enhance efficiency, macroeconomic.

fund raising for business expansion, project, mergers & acquisitions, Investment banker, business valuation for the public issue, right issues, Investment memoranda, management presentations, pitch, due diligence, research, analysis, critical issues, industry research & sector analysis, financial modelling, BS analysis, contract evaluation, development of risk & mitigation matrix, SWOT & portfolio analysis, raising of funds from banks & institutions in India & overseas market, company credit line from India & overseas banks, raising fund for overseas project in middle east country, capital market, meeting with domestic & FIIs to raise fund for company, acquisition of India & overseas, control & evaluate the organization fundraising plans, capital structuring, cash & fund flow current, business planning reports analysis report, IPO funding, debentures, commercial borrowings, channel finance, channel accounting, finance control, private banking, finance, banking priority, wealth & financial management, IPO & FPO funding, debt capital markets (DCM).

Book-built offer, details of the offer to the public (type, fresh issue size, size of the offer for sale, total offer size, eligibility reservations), QIBs, Non-Institutional bidders, retail individual bidder & eligible employee) details of the selling shareholding, offer for sales & their weighted average cost of acquisition per equity share, risks in relation to the first offer (floor price, cap price, offer price), book running lead managers, book building process, general risk, companies & selling shareholders' absolute responsibility, listing (BSE/NSE), registrar to the offer, Price band/revision (Bid/offer period, anchor investor bid/offer period, bid/offer opens on, bid/offer closes on), self-certificated syndicate bank (SCSB), SEBI, ICDR, SCRR, ASBA, risks in relation to the first offer, floor price, cap price, offer price, general risk, IPO committee, nomination & remuneration committee, promoter group, restated consolidated financial information, risk management committee, shareholders agreement, shareholders amendment agreement, scheme of amalgamation, shareholders, stakeholders' relationship committee, summary of restated consolidated financial information, general information, capital structure, objects of the offer, basis for offer price, statement of special tax benefits, certain federal income tax considerations, industries overview, key regulations & policies, history & certain corporate matters, subsidiaries, management, promoters & promoters group, group of companies, dividend policy, financial information, capitalisation statement, financial indebtedness, management discussion & analysis of financial condition & results of operations, legal & other information, outstanding litigation & material developments, government & other approvals, other regulatory & statutory disclosures, offer information, terms of the offer, offer structure & procedure, restrictions on foreign ownership of Indian securities, provisions of articles of association, material contracts & documents for inspection,

summary of contingent liabilities & assets, related party transactions, financing arrangements, details of pre-IPO placement, exemption from complying with any provisions of securities laws, if any, granted by SEBI, certain conventions, presentation of financial, industry and market data, non-generally accepted accounting principles financial measures, industry and market data, notice to prospective investors in the united states, forward-looking statements, risk factors, internal risk factors, external risk factors, the offer, self-certified syndicate banks, SCSBs and mobile applications enabled for UPI mechanism, syndicate SCSB branches,

registered brokers, registrar and share transfer agents, ASAB, collecting depository participants, experts to the offer, inter-se allocation of responsibilities among the book running lead managers to the offer, IPO grading, monitoring agency, appraising entity, credit rating, debenture trustees, green shoe option, book building process, underwriting agreement, ESOP, statement of possible special tax benefits available to the company and its shareholders under the applicable direct and indirect taxes ("tax laws"), special tax benefits available to shareholders, overview of global & Indian economy, key characteristics of the Indian economy,

Funding ESOP, IPO, unlisted securities, structure, promoter, loan against shares, PIPE, regulatory reports, DSB returns, form-A, special fortnightly return, Form-VIII, Form-X, BASEL-3/2 compliance including capital adequacy computation, Pillar 3 reporting, raising corporate finance by public Issues, right issues, IPO, FPO, share warrant, project finance, private equity, NCD, CCP, private placements, IPO, FPO, QIB, bond, dealing with consortium of banks for debt syndication & financial closures & maintain cordial relations, arrangement of working capital, term loan & structured product for fund & non-fund-based limits, LC, FLC Stand by letter of credit, BG, private equity, ECB & NCD, ADB, FCCB, forex, IFC & other international financing, capital market & credit valuation, alternative investment funds, Information memorandum & FM for subsidiaries.

FUND & CAPITAL RAISING RIGHT ISSUE, DEBENTURE, PREFERENTIAL ISSUE, PRIVATE PLACEMENT, COMMODITY MARKET, PE, VC, ESOP, BUY BACK, BONUS ISSUE, DEPOSITORY RECEIPTS, HVDLE

fund raising from right issue for business expansion, operations & products, M&A, increase availability of fund, improve debt equity ratio, improve financial health, increase companies subscribed & paid up capital, assist in overcoming financial crises, preferential treatment to existing shareholders, company offers shares to its shareholders in proportion to their shareholdings, share certificates, right trade existing shareholders, existing shareholder right to decline the offer of right issue, issuing right shares finalization of list of existing shareholders, draft necessary documents, share application forms, offer letter for the right issues, letter of renunciations, notice for board meetings, call board meeting for approval of letter of offers, share application forms, right issue, to fix record date, decide the proportions, fix the issue price, prepare minutes of meeting, dispatch letter of offer, hold board meeting for acceptance, renunciation & rejections right, share application money, allotment of shares within timeframe, finalization of list of allottees, list of existing shareholders, filing form with ROC, necessary changes, sales of equity, analysis & improvement of EPS, ROE, PE & PB, stressed assets, debt restructuring (OTS/OTR), secondary investments & resolving structures with existing shareholders, monetization of assets, terms sheets analysis, capital, money, commodity, share market funds. fundraising through equity, quasi-equity, instruments, rupee, dollar debt, ECBs, debt syndication, project financing, restructuring, EPBG-backed long-term export advance, project & corporate financing, project appraisal term-sheet finalization, sanction, document, disbursement, appraisal reports & information Memo.

Public issue, notice to investors, presentation of financial information & other information, forward-looking statements, a summary of draft letter of offer, risk factors, the issue, general information, capital structure, composite scheme of the arrangement, objects of the issue, statement of possible special tax benefits, industry overview, business, management, promoters, dividend policy, financial information, financial statement, other financial information, capitalization statement, management discussion & analysis of financial condition & results of operations, market price information, legal & other information, outstanding litigation & material developments, government & other approvals, other regulatory & statutory disclosures, issue information, terms of the issue, restrictions on foreign ownership of Indian securities, restrictions on purchase & resales, other information, material contracts & document for inspection, schemes & committee.

fund raising from Issue of debentures (NCD/CD/MLD) approvals from directors & shareholders, debentures based on securities, NCD, convertibility, coupon & debenture rates, registration, priority, issue of debentures for cash, as collateral, for the consideration other than cash, security, redemptions, records, convertibility, priority, debenture certificate, CCPS, subscription of debentures, flow process for the issue of debentures hold board meeting for issue of debentures, approving the offer letters, debenture subscription agreements, bank accounts, call an EGM for increment in the borrowing capacity of the company, issue of the convertible & non-convertible debentures, file intimation with ROC, maximum limits, investment size, letter of offers, file offer letter with ROC, receive money from investors, convene board meeting for approve the agreement for share creation, approve the debenture trust deeds, charge filing with ROC, restriction on using application money, file return of allotments, treasury management & declarations, (listing debentures for raising funds). raising funds from private equity players, NBFCs & banks in the form of project funding, corporate loan, structured finance, working capital to meet the funding, requirements of the organization, trade finance, debt money market, forex risk management, international trade finance, Intt. banking, FCCB & debt syndication,

raising long term & short term funds through equity, identifying prospective strategic & financial investors for equity funding, conducting financial modelling for equity financing, completion of techno commercial due diligence for equity financing, independently dealing with equity investors & leading the transactions, making pitch presentation to investors, where pitch will include a detailed business plans, metrics relating to performance & projected growths & specific intent for capital, primary & secondary stake sale to private equity funds, including finalization of teasers, information memorandums, financial projection, due diligence, documentation, investor meeting, investment bank, underwriters, gaining the trust & confidence of investors by presenting the growth plans & financing need persuasive way liaising with intermediaries like transaction

advisors, legal counsels, security trustees, rating agencies, review of cost of funds, compliances, financial covenants, regulatory filing for group equity being the single point of contact for conducting financial, legal, commercial & technical due diligence negotiate with potential investors to come to an agreement that suits both the company & investors for the short & long term, coordinating company & internal team to close documentation, takeovers, buy backs, delisting, financial Institution & Investors in India & abroad at the CXO level ASBA, high net worths, fund raising (national & international) from capital market & debt market, drafting & vetting of documents & agreements related to debenture issuances, security trustee transition, project finance, securitisation, PE, VC, alternate investment fund & other funds, IPO/FPO/QIP management.

funds & capital raising from preferential issues, private placement, ADR, GDR, IDR, (depository participant charges), private equity, venture capital, angel investors, mutual funds, ESOP, RII, FII, DII, share buy-back, bonus issue, stock & reverse stock split, drafting scheme implementation, commodity markets, financial markets, Investments, trading of share markets, money markets & commodity markets (agri-base metals, precious metals & energy commodities) MCX, NCDEX, NMCE, ICEX, ACE, UCX, forward, future, option, delivery, swap, swing) leverage & merging trading, short selling, upper/lower circuit, analysis of index Sensex & Nifty, technical analysis, candlesticks, market capitalization (large, mid, small cap), alternative investment, debt offer documents, draft filed with SE, final filed with ROC, takeover letter of offer, SAST, other document, mutual fund (draft, statement of additional information, scheme information documents, key information memorandum), buybacks (tenders offers, open market through stock exchange), InvIT public Issue (draft offer documents filed with SEBI, offer documents filed with SEBI, final offer documents filed with SEBI), InvIT private issue (placement memorandum filed with SEBI, draft, final), InvIT right Issue (draft & final letters of offers), REIT issue (offer document filed with SEBI, draft & final), municipal debt securities public issue (draft offer documents filed with SEBI, offer document filed with SEBI), municipal debt securities privately issue (preliminary placement memorandum filed with SEBI, placement memorandum filed SEBI.

detailed analysis of market corporate action (board meetings, AGM/EGM, bonus, rights, splits, dividends), information (company history, listing info, locations, block deals, bulk deals, large deals, shareholding, MF holding, top-shareholder, promoter holding), financials standalone, consolidated, Interims reports (balance sheet, profit & loss, quarterly results, half yearly results, nine monthly results, yearly results, cash flow, fund flow, ratios), annual reports (director report, auditor report, notes of accounts, finished goods, raw materials, background, BOD, capital structure), shareholding, peer comparison (competitions, price, price performance, market cap, net sales, net profits, total assets, historical price), indicators analysis, quote, chart, technical, valuation, MC insight & technical, price & volume, forum, research, insider, SAST transaction summary, dividend issue on face value, dividend yield, investment portfolio, portfolio management service, assets liability management, embedded value operating profit, wealth management & commercials borrowings.

DEBT FUND RAISING FROM BANKING || FINANCIAL INSTITUTION || DEBT MARKET

appraisal of working capital proposals, project financings, import-export financings, trade financings, Invoice factorings, consignment purchase, export forfaiting, receivables factoring, CMA, LIE, TEV, DPR reports fixing up arrangements of working capital, project financing, finalization of debt, foreign funding, funding proposal, project financing, promoter funding, & presentation for raising of funds from debt, debt restructuring, capital restructuring, refinancing, public sector undertaking, banks, debt raising, submission of applications to financial institutions for financial assistance in form of term loans, short/long terms deposits & timely follow up for necessary sanctions, documentations, term loan insurance policies & disbursements, procurement of foreign exchange loans under different lines of credit & arranging guarantees from financial institutions for foreign currency loans in favour of foreign lenders, LC backed bill discounting at competitive interest rates, arranging all types of LC, FLC, BDLC, SBLC, BD, BG, forfeiting, factoring, DP/DA, arranging suppliers' credit & buyers credit, placement commercial papers, liaising with senior officials of bankers, financial institutions, finance companies, finalization of all types of inputs to share with top credit ratings agencies, rating improve, successfully mobilized the fund through other financial tools such as factoring, buyer's credit, LC, import-export financing as per the business plan with a target prior to the shipment of the products, pre-shipment & post shipment credit facilities, raising funds from FIs, banks, mutual funds, equity, PE, PV, FEMA, EBC etc.

heading the banking & finance team along with the banking, treasury & risk management function of the company which involves day-to-day financial operations, cash management, risk management, project finance, Investor relationship, strategic inputs in matters of reduction of finance cost, risk management & process improvement, debt funding, NCDs, project financing tie-ups. legal documentation, security perfections & financial closure, preparation of IM related to NCD, debt funding, financial model, DPR, relationship management with stakeholders (banks, institutions, regulators, investors, Mutual Fund companies, drive the corporate finance team for fundraising from domestic as well as international lenders, systems & processes to monitor & compliance with financial covenants across the group, leading improvements in financing agreements, securing finance from new sources, monitor banking operations to ensure timely completion of procedures & process efficiency resulting in minimal operating costs & business ease, credit rating, project financing, tracking BG, LC & regular update RBI notification, direction & circular.

finalization reports QIS, CMA data, LIE, TEV, FFR-I, IIA/IIB, QMS quarterly, half-yearly & yearly, projection

report, stock statements, drawing power, MPBF Tandon & Nayak committee, financial statements, business plans, technical economic feasibility reports, cost of project & records for successfully mobilized the funds in terms of OD, CC, EPC, PCFC, corporate term loan, Ad-hoc limit, tod limit, working capital loan, factoring, forfeiting, WCDL, STL, WHR, letter of credit, bank guarantee, buyers credit, suppliers credit, bill discounting, OCC, bills negotiated under letter of credit, ILC, FLC (DA/DP), ILG (P/F), self-discounting, foreign payment, opening & amendment of ILC, FLC, ABG, PBG, reversal excess bank charges, credit, loan appraisal-5C, dealing with bankers for credit facilities & different formalities sanction new loans, loan transfer, settlement & renewal of existing loans, change of banking facilities, encashment & renewal of facilities, negotiation with bankers, review interest rate, repo rate, RLLR, spread, collateral concession, rate card, IRR A4 to B2, reserve ratios CRR, SLR, policy repo rate, standing deposit facility rate, marginal standing facility rate, bank rate, fixed reserve repo rate & charges BR, BPLR, MCLR, LIBOR, debt syndication, invoice discounting, net worth certification of companies, promoters, directors, BDLC, CBD, ID & DBD, corporate & projects financing, financial plan & deal with national & international institutions for debt fund raising (fund & non fund base), leveraged finance, loans, debt capital markets, fixed income investments & securities, debt syndications, key data inputs in the evaluation of higher quality new credit investments in the US & European primary & secondary credit markets, understand & research business, industry driver, inherent credit risk assessment.

expertise in trade finance import-export financing, letters of credit, bank guarantees, invoice factoring, consignment purchase, export LC, receivables factoring, commodity financing, structured finance, political risk insurance, project financing, project features & elements, techno feasibility report, international project financing, project finance risk, due diligence & filing reports, project support, contract financing, expertise in fund management national & international, multiple banking systems, debts financing from multiple banks exchange NOC & pari passu, project reports of group companies for finance from banks, assisted in external commercial borrowings & foreign currency convertible bond, co-ordinating with the various bank for working capital funds, arranging long term funds debt, term loan, short term capital funds for working capital & documentation thereon & renewal of working capital funds from banks under consortium, analysis & requirement of the working capital fund & non-fund-based limits & finalization of CMA for working capital funds, coordinating with the banks for LC & bill discounting, finalization of business plan of the company, monitor hedging position company, FCNRB, MTM calculation, interaction with bank treasury & forex advisor for MTM reconciliation, manage transition from LIBOR to alternative reference rate for foreign currency borrowings, federal banks, ensure to improve companies credit rating fund raising from banks, NSFR & LCR, loan against securities & financials products, debt swaps, fund based & non fund based limit (MSME & non MSME), Capex evaluation, banking & managing liquidity for the entire group, arraigning & managing loans. capital restructuring (buyback, capital reduction, bonus issue, stock spilled, other forms of reorganization), business reorganization, liquidation, capitalization of companies/business, inbound & outbound investment. treasury, cash, direct cash, credit, Investment, trade finance management & operations, MF invest for return

PROCESS CONTROL, CORPORATE, BUSINESS, MANAGEMENT AUDITS & STATUTORY COMPLIANCE

Expertise in identifying all risks & create risk management frameworks specific to the corporate, plants, strategic business unit, business unit, ensuring implementation of it across within the corporates, plants, SBUs, BUs, process audit Identify & implement process improvement initiatives to ensure correct internal controls, make financial processes more efficient or effective or reduce cycle time, collate data & ensure audits are conducted in a timely manner. drive course corrective action within the corporates, plants, SBU, BU when required, ensure all types of audits, due diligence, statutory, regulatory & legal compliances are filed & submitted under time lines with accuracy zero defects. operation audit, performance, Investigation audit & forensic audit, dealing with Big4 auditor-KPMG || Deloitte || PwC || Ernst & Young. global audit, plan, lead & manage end to end audits & project across group of companies & support global audits ensure appropriate audit risk assessment on an ongoing basis, the work is performed efficiently, timely & with high quality, results, ratio analysis of per share, profitability, liquidity, valuation, NAVs, capital & debt structure.

AUDITS, LEGAL, DOCUMENTATIONS COMPLIANCE & MANAGEMENT

Expertise on finalization of all types of legal documentation, compliance & audit, dealing with Big-4, bankers, auditor, advocate, solicitors, regulatory authorities & tax consultant for statutory audit, tax audit, cost audit, transfer pricing audit, MAT, AMT audit, stock audit, branch audit, forensic audit, vouchers audit, EDP audit, internal external audit, GST Audit, social audit, payroll audit, management & operational audit, secretarial audit, RBI, GRN, MRN, DRN audit, challan audit, production, operation audits, customs audit, quality, IATF, EH&S & ISO Audit, QMS audit, NPD audit, fraud detection audit, insurance documents audit, departmental audit, special audit, regulatory audit, import-export audit, SOX audit, RERA, IT & Systems audit, ICFR & IFC audit, investigation, inspection & inquiries, due diligence, risk identification, mitigation FSCP & SPOC audit, cash transaction audit, loans, borrowings, advance, securities, investments, fixed assets, departmental audit

ensuring & formulating of examination all types of new numbers, registrations, licences, renewals, legal documentations, drafting, reviewing of legal documentations & briefings, replies, notices, commercial & non-commercial legal drafting, agreements, deeds, affidavits, contracts, bonus, declarations, appointments, term sheets, power of attorneys, authorizations, corporate-non-corporate resolution, regulatory, secretarial & statutory legal documentations, negotiable instruments, vetting of legal documents, pari-passu, CLU, NOC, NDA, MOU, SLA, legal protection, stamp papers, legal matters, advise on legal issue arising from all M&A,

restructuring, corporate work around the group, including the issuing of securities, banking transactions, asset acquisitions, demergers, substantial undertaking disposals, treasury arrangements, investment of funds, inter-corporate loans & investments the granting of guarantees & security & key loan documentation, legal implications & risks involved with potential transactions such as mergers, demergers, acquisition, joints, joint ventures, corporate restructuring, shareholders agreements & business transfer arrangements & corporate contracts & related documentation, competition law & corporate restructuring strategies charts, financial services, legal advice, RBI, SEBI, companies act, FEMA, litigation, agreements, contracts & issues.

FORENSIC ACCOUNTING, EDP, DATA, CASH, FRAUD ANALYSIS & AUDIT, BUSINESS INTELLIGENCE

Expertise in forensic accounting & audit financial institutions such as bank & lenders, regulator such as RBI, SEBI, EOW, CBI, ED, PMLA police, insurance companies, law enforcing agencies such as courts, lawyer, investors such as PE, bond, debenture holders, promoters of the company, management of the company, revenue collecting statutory authorities such as GST, income-tax etc, insolvency & bankruptcy code for identifying preferential undervalued transactions, investigation under companies (inspection, investigation & enquiry), investigation of foreign company, Sarbanes Oxley act, creation of SFIO & newly established national financial reporting authority, fraud triangle pressures, incentives, pressures, opportunity for fraud, attitudes, rationalization, "T3", Test, trace & track, white collar crime, ethics & integrity, fraud, governing framework & roles & responsibilities of various stakeholders towards prevention, detection, investigation, detection & investigation of frauds, FRM & forensic investigations evolution, types, methodology & approach, frauds. exploring the spectrum of forensic accounting, internal control, EDP audits, investigations, due diligence & forensic audit, inspections of books & conduct inquiry, audit's responsibility to consider fraud & error in an audit of financial statements SA 240 (revised) issued by the ICAI, fraud under various acts, auditor's report, ICSI anti-bribery code, all types of frauds & financial crimes, fraud detection, cyber-crimes, forensics in IBC.

Forensic accounting & investigation standards, understanding the nature of engagement, fraud risk, laws & regulations, applying hypotheses, engagement of objectives, acceptance & appointment, work of an expert, engaging agencies, communication with stakeholders, planning & assignment, evidence & documentation, conducting work procedures, Interviews, reviews & supervision, reporting results, testifying before competent authority, data analysis, evidence discovery digital domain, loans & borrowings, related & connected parties, restrictions on expenditure (capital & revenue), incentives to encourage cashless business transactions, restrictions on loans, deposits & advances, restrictions on cash transactions in real estate, disallowance of income tax deductions, restrictions on cash transactions of Rs. 2 lakhs or more, provisions of section 269su, tax deducted at source provisions on cash transactions, cash transactions in the agriculture sector, cash restrictions on charitable trusts, high-value cash transactions, miscellaneous, benami black money & PMLA.

develop & improve the ethical culture, undertake pro-active initiatives to reduce or prevent employee wrong or misconduct, wastages & revenue leakages, ensure proactive & timely prevention & detection of unethical practices, ensuring employees act in alignment with the code of conduct & other policies, to lead the team & guide team members to take up various fraud control activities in time bound manner & review their performance & reports, to reduce fraud risk factors to manageable levels by conducting FRAs & data analytics & promote ethical culture by creating awareness among employees, provide support & guidance to prepare detailed reports to management, recommending action plans & practical policy changes wherever required, supported by data & reasonable evidences, collect relevant data, conduct data analysis & analyse reporting anomalies' post investigation, coordinate with various department heads for collecting relevant data & reports required for conducting management support investigations, build & improve ethical work culture by conducting awareness, training session, surveying employee, collecting feedback & conduct council meeting.

Investigations (involving digital forensics, suspect interviews), anti-bribery corruption, fraud risk assessment, disputes advisory, forensic audit/IBC transaction audit, agency for specialized monitoring (ASM)/cash-flow monitoring, equity research analyst of a global investment bank in carrying out research on a portfolio of companies, track news, events, & results of the companies being covered, track & monitor regulatory trends impacting the industry, databases that track key macroeconomic indicators & industry KPIs, financial models, including updating historical numbers, building projections, & carrying out the valuation, listen to & summarize investment conference calls, an analyst in preparing company profiles, newsletters, flash notes, earning notes, initiating coverage reports, develop roadshow presentations, hoc research report.

MANAGEMENT, OPERATIONS, BUSINESS & INDUSTRIES AUDIT, BUSINESS ANALYTICS

Finalization of complete process of management audit in manufacturing business with multiple factories, plants, SBU, BU, companies & group of companies in India & outside India, familiar with all aspects of management audit across the departments accounts of finance, taxation, compliance, HR, SEBI, ROC, IBC banking, purchase & procurement, production, store, tool room, maintenance, sales & dispatch, inventories, supply chain management, transports, labours, logistics, administrations, marketing, outsourcing, IT-EDP strong data & ratio analysis at all level of organizations whenever required improvement & controlling provide recommendations to key management personal by excellent presentation, specialize UN forensics, fraud Investigation, SMART, anti-fraud control review engagements, proactive fraud risk assessments, FCPA, UKBA compliance review, internal audits, policy framework, process documents & frauds monitoring reporting.

INSOLVENCY & BANKRUPTCY COMPLIANCE MANAGEMENT

Expertise in complete support & assistance to insolvency professional to efficiently executing assignments under the aegis of IBC, understand the financial position of the corporate debtor & assets & liabilities up to the date of commencement of corporate insolvency resolution process, liquidation, compliance under IBC, CIRP, liquidation value, asset memorandums & present the same before COC or stakeholders, to analyse the financial statement of the corporate debtor & other financial & legal documents to understand the financial position, reasons for financial stress remedies available, fund flow & cash flow of corporate debtor, the root cause of financial stress, to collate & timely verify the claims of financial creditors, operational creditors & other creditors, seek further details documents & explanation from claimants for the purpose of verification, to convene the meetings of the committee of creditors & prepare all notices, agenda, information to be shared with COC, minutes. as bridge between committee of creditors & the insolvency professionals. leading to the amount due as on date of CIRP, drafting of petitions & application to filed NCLT, NCLAT, IBC due diligence, CIRP, claim verification of financial, operation creditors, workmen employees & other claims, insolvency, petition for corporate insolvency resolution process, convening & conduct meetings of committee of creditors, approval of resolution plan, individual, firms' insolvency, fresh start process, debt recovery & SARFAESI, liquidation on or after failing of resolution plan, liquidation, winding-up by tribunal under the Companies Act 2013, pre-packaged insolvency resolution process, information utility, all types of IBBI & IBC, NCLT matters.

FINANCIAL, DATA SEGMENTATION, RISK MODELLING & RESEARCH ANALYSIS

Expertise analysis of financial model effects & trends of pricing discounts & building cash flows for valuation & business financing for start-up's & incubated companies, business valuation, financial modelling, equity valuation, investment analysis, venture capital, investment banking, credit analysis, fund accounting, hedge funds building & updating comprehensive financial models including forecast & valuation writing credit, equity reports including sections on investment thesis, credit risks, business model financial analysis, analysing & spreading the historical financial statements, analysis of financial statements including Income statement, balance sheet & cash flow, statement (free cash flow, funds from operations) of public & private companies. going through the supplementary schedules, notes & MD&A for the detailed breakups & normalizing the financial statements for exceptional items to arrive at the true profitability figures, financial projections, companies' budgets & consensus estimates, analyse the operating metrics to project the major items revenues, EBITDA, screening the mergers agreements & assessing synergies, statistical analysis, DCF/NAV valuations, equity analysis, financial, credit, cash, cost, risk modelling & research analysis.

detailed analysis of capital structure & debt amortization schedules (tranche wise) including proforma adjustment for the mergers & acquisition debt (secured, unsecured, subordinated) & financing options used by the borrower for the deal, analysing the proforma credit metrics total leverage, interest coverage, fixed charge coverage, liquidation-based recovery analysis for various debt pieces using recovery values for each asset type, analysing the financial covenants applicable to the borrower, calculating IRR & valuation DCF, peer multiple, detailed quality checks, DDM, LBO, merger model, accretion, dilution, desktop research on the industry dynamics & analyses the companies from operational & financial due diligence perspective, building & reviewing financial models based on business situations, draft well documented reports communicating the key valuation, execute & deliver high quality valuation models reports to discerning global & pitch books.

development & evaluation of quantitative financial, M&A (buy & sell side) & project finance models, modelling risks, modelling & valuation, project financing debt syndication, bond financing & buy & sell transactions, financial analysis & interpretations, DCF methods (NPV & IRR), financings, PPP/PFI transactions, perform detailed reviews of financial models, arrive at preliminary conclusions & findings in a reports, modelling transactions (merger & acquisition), financial feasibility of projects, corporate & debt restructuring, valuation & corporate strategy, valuation analysis on a wide range of public & private entities within industries using accepted & relevant approaches, Independently gathering data pertinent to the engagement, designing financial models for discounted cash flow, market multiple, market transaction & option pricing analysis reporting & conclusions including written reports contributing directly to the development of proposals, presentations, publication working with management communicating potential engagements to management & writing engagement letters, managing administrative reporting & invoicing, model building & reviewing DCF model, comparable company models, stock option models, financial instrument & equity, debts, brands valuations, Investor & business plans presentation, pitch books, EPS, cost to borrows & money markets.

financial statements & building detailed fixed income financial models (companies including Indian, US & Europe) including spreading of financials (Income statements, balance sheet, cash flow & funds flow) calculation of free cash flow, adjusted EBITDA based multiples, credit ratios, liquidity assessment, covenants check, financial forecasting based on the analysis of operating statistics, key financial metrics, Industry research, company presentations, detailed debt structure analysis by segregating total debt on seniority wise, calculation of leverage at each level, creation of proforma debt/capital structure & maturity schedule for new issuance, debt maturity analysis with liquidity calculation & credit facility, writing credit memo including company description, S&P, Moody's, ratings rationale, operating footprints, growth strategy, financial targets, covenant compliance, credit facility availability, SWOT analysis, long term outlook, quarterly detailed earning write-ups including financials performance versus consensus, company guidance, capex estimation, funding

plan, relative valuation (for bonds) comparison of bond prices, yield to maturity & yield to worst, OAS, key credit ratio, business analysis, research & valuation, industry strategy mapping, operating margins & profits.

MANAGEMENT ANALYSIS || REVENUE & PROFITABILITY TARGETS ANALYSIS || REPORTING

management reporting of overall activities of the organizations of all plants, SBU, BU wise profitability analysis report, cash budgeting, funds flow budgeting, operational cost budgeting, CAPEX & OPEX budgeting & evaluation, standard cost budgeting, fixed & variable cost budgeting, zero based budgeting, fixed & flexible budgeting, variable analysis, rolling forecast, identifying drivers, performance management, identification of drivers & levers for cost & revenue, reporting & analysis, dashboards for reporting heavy data crunching, drive business performance, revenue & total income budgeting, production cost budgeting, raw materials & BOM costing budgeting, purchases & procurements cost budgeting, direct & indirect overhead budgeting, inventory, stock budgeting, store budgeting, systems budgeting, CWIP budgeting, projects financing, ageing reports of receivables & payables, products margin analysis report, variance analysis, consumable budgeting, detailed financial & costing, planning, projections, budgeting, forecasting, utilization & allocation of funds reporting, budget vs actual comparison analysis, ratio analysis, cost benefit analysis, activity based costing analysis, break even analysis, complex analysis of price over inflation impact analysis & effective actions.

Expertise in business finance partnering with various departments, functions for cost optimization, revenue maximization, cost, credit, financial, risk modeling & financial ROI various initiatives, conflict management, assertive influencing approach to push back politely amicably to various departments, identifying the area of excellence on where the gap bridged, review of financial/non-financial KPIs & business performance, budget vs actuals variance analysis at various levels/dimension to understand & decipher the performance, driving results of the business & ensuring achievements of KPIs across functions/organization, leveraging on data analysis & analytics to drive revenue maximization across lanes, customer, various product offering, analyse & forecast financial, economic & other data for logistic silos, accurate & timely information for strategic & operational decisions, MIS & reports the specific frequency as required by various internal stakeholders, shareholders for review & business decision making, analysis of centre & hub level expenses reporting & management, monthly rolling forecasting for all the functions, line items, revenue, expenses, annual business planning, custodian for the ABP process timelines & qualitative output, financial business partner to others functions on activities, workstreams, review & controls on various operational costs, commercial to drive ROI driven activities & control on marketing spend, revenue management on the pricing & discounting.

SHOW CAUSE || NOTICE || ASSESSMENTS || LITIGATIONS || APPEALS || PROCEEDINGS

Expertise in liaison with the all-types of departments of direct-indirect taxation, DDT, SST, CTT, TDS, TCS, corporate taxation, MAT/AMT, individuals, wealth tax, international taxation, PE, NRI, NRO, transfer pricing (domestic & International), GST, customs, DGFT, foreign trade, companies' law, securities law, SEBI, NCLT, NCLAT, IBC, FEMA, FDI, ODI, RBI, LRS, labours law, allied laws, civil laws, negotiable instruments, criminal law, PMLA, SARFAESI, CERSAI, tax on liquidation, winding up, business combination, reduction & buyback, classification assessments, timely reply & resolve all types of show cause notices, intimations, assessments, summary, scrutiny, post-search, best judgements, assessment orders, escaping assessments, re-assessment, protective assessment, re-opening assessment, rectifications, revisions, summons, search, seizures, surveys, arrest, proceedings, penalties, interest, fees, demands, defaults, prosecution, litigation matters, declaration, scrutiny ledgers, vouchers, confirmation, letters, declaration, affidavits, data, documents against questioner provide by the AO/commissioners all other rank officers during the assessments, waivers, review all matters, representation of assessments, appeals, petitions, replies to assessing officers, recovery of tax, stay of demand, DRP, ITSC, DRC, CIT(A), PCIT, DRP, AAR, ITAT, GST, GSTAT, CESTAT, IBC, NCLT, NCLAT, labour court, civil court, high court & supreme court & ensuring updated of all types of case laws & judgments in all matters of regulatory, statutory, taxation, benami property transactions, pre-assessments & other all matter.

tax litigation matters virtual & non-virtual representation of legal & factual replies, document, evidence during the face-to-face & faceless assessments, revisions, appeals to AO, CIT(A), PCIT, CCITA, DRP, DRC, AAR, ITAT representation of legal facts to investigation wing, intelligence & criminal investigations during the search & seizure cases, liaising with competent authority during the proceeding under black money & PMLA, drafting & presenting applications to the competent authority for matters under the tax treaties, litigation support through assisting senior counsels, representing appeals, petitions before high courts & supreme court, advisory on international tax issues such as cross border transactions, DTAA, FEMA, FDI aspects, GAAR, withholding tax, transfer pricing (national & international), permanent establishments, inbound & outbound issues, repatriations, corporate tax planning & advisory for strategic issues & complex tax matters including business reconstruction, mergers & acquisitions, demergers, foreign joint ventures & subsidiaries, address, solve & represent the company in all types of summons, carry out scrutinizing & analysis of all issues including expenses to eliminate non-value expenditures, disallowance, disputes, fake, frauds, notices, queries, assessments, inspections, audits & appeals all types of regulatory & non regulatory authorities, liaising with authorities to initiate pending refunds & waivers, quick resolve international tax issues such as cross border transactions, repatriations, dividends, DTAA, GAAR, POEM aspects, withholding tax, transfer pricing, TP documentations, compliance & submission for assessments & appeals relating to transfer pricing, permanent establishment, foreign subsidiaries, joint ventures & associates companies taxations strategies.

National company law tribunal, oppression, mismanagement, compromise, arrangement, merger acquisition, business combinations, amalgamations, cross border mergers, demergers, takeovers, winding-up, strike-off, liquidations, disputes, intimation, notice, proceedings, inspection, investigation, offences, penalties, defaults, frauds, petitions, trial, appeals & courts, review of cause list, IBC, NCLT, NCLAT, appearance of respondents, objection, authorised representative, affidavit, disposal of cases, pronouncement of order, dispute, litigations, valuations & financial disputes shareholder, debtors, creditors, lenders, purchase price, intellectual property infringement, breach, wrongful termination of contracts, family settlements, ally money & cost of living assessments, abuse, misuse of dominant positions, loss assessments, damages & loss of profit analysis, anti-trust, competition, post-acquisition disputes, analysis of the underlying accounting records, interpretation of contractual modifications of GAAP, research of complex accounting, assessing the value of disputed business JV & shareholders disputes resolving of legal issues & solutions to avoid litigations, appear in NCLT, NCLAT, NCDRC & DRT for various matters, send legal notices for debt recovery, outstanding parties, handling the arbitration matters & well acquainted, insolvency & bankruptcy code, IU regulations issued by IBC regulator & maintain all types of original legal documents, contingencies & court matters, CIRP, COC, IBC, DRT, SEBI.

Expertise in all taxation, statutory, corporate, securities & IBC matters including tax compliance, planning & advisory, manage tax audits or controversies & ensure speedy & satisfactory resolutions, review monthly, quarterly tax provisions & resolve any type tax accounting issues together with accounting & corporate tax, secure tax incentives, deductions, exemptions & ensure full compliance with the related requirements, review transfer pricing documentation, identify exposures & opportunities to save costs or mitigate risks, identifying various tax issues, ensure that the appeals are filed on time & keep track of the hearings, orders & any other related actions, filing of refund applications & follow up with the authorities, annual income tax return of the group companies, coordinating with the Big4 in relation to tax audit work of the group companies, handling the income tax assessments of group of companies & appearing before the assessing authorities, ensure compliance to all direct taxes it, withholding tax, all taxation matters related to employees, e-appellate authorities, representation before Investigation wing, Intelligence & criminal investigation (I&CI) division search & seizure cases, assessing officer proceedings under the black money & benami transactions law, legal, tax & risk management of all regulators, statutory, taxation, regulations, FEMA, IPC, IP & labours IR.

faceless assessments & appeals, question & answers on faceless assessment, new assessment, reassessment & re-computation procedures, scrutiny assessments & procedure for assessments, time limit for completion of various assessments & reassessment & search assessment, assessment of search & seizure cases, dispute resolution committee, assessment of builders & real estate developers, writing, drafting & presentation skills for various appeals, procedural aspects of CIT (A), commissioner of income tax appeals, revision of order by commissioner, ITAT proceedings, appeals before appellate tribunals, rectifications of mistakes by tribunals, precedent, argue & prepare hearing the cases before CIT(A), ITAT, International taxation, legal due diligences.

appeal before high court & supreme court, stay application, waiver petition, special leave petition, face, search & seizure under income tax act, hawala transaction, appeal to the commissioner (appeals), appealable order before commissioner (appeals), appeal by a person denying liability to deduct tax in certain cases, form & appeal fee in case of filing an appeal before the CIT(A), time-limit for filing appeal before commissioner (appeals), condonation of delay, payment of admitted tax due before filing appeal, commissioner appeals to make further inquiry, additional ground of appeal during hearing, alternative plea/ground, time limits of hearing of appeal, production of additional evidence before the commissioner appeals, statement of facts & grounds of appeal before commissioner appeals, faceless appeals before commissioner appeals, appeals to the income-tax appellate tribunal, composition of the tribunal, orders against which appeal may be filed by the assessee to the tribunal, orders against which appeal may be filed by the principal commissioners or commissioner, time limit for filing appeal, memorandum of cross-objections, condonation of delay of time limit, form of appeal & requisite fee, all types of matters related to regulatory, statutory, labours & taxation.

orders & miscellaneous application before appellate tribunal, rectification of mistake apparent, grant of stay applications by tribunal, grounds, admit additional grounds of appeal, additional evidence, submission of paper book, faceless proceeding before ITAT in a jurisdiction less manner, file appeal to the high & supreme court, authorized representative, judicial precedents in tax proceedings, natural justice, cross-examination in income proceedings, condoning delay in filing appeal, admissibility of circumstantial evidence in income tax proceedings, DRC for resolution of tax disputes, waiver of penalty imposable & immunity from prosecution, comparison of application to DRC with appeals to CIT(A) & revision by PCCIT/CCIT/PCIT/CIT, kar vivid samadhan scheme, the direct tax dispute resolution scheme, direct tax vivid se vishwas act, adjudication, reliefs, Inspections, investigations, search & seizure, securities law, collective investments, SEBI directions, adjudication, settlement proceedings compounding of offences, contraventions under FEMA, adjudication & appeals under FEMA, FDI, ODI, NRI, DTAA, RBI, prosecution against offences under FEMA, regulatory, industrial, criminal law & procedure, show cause notices & complaints, trial procedure under the criminal procedure code, quashing of criminal complaints, companies law, IT, labour law, SEBI, RBI, FEMA, FDI, ODI.

grounds of appeal CIT(A), DRP, ITAT including cross objections, application for raising additional grounds, admission of additional evidence, condonation delay before of appeal before appellate tribunal commissioner appeals, faceless appeals, rectifications, stay applications, petitions before AO, PCIT, appellate tribunal,

appeals, cross objections, writ petitions before the high court & supreme court, special leave petition before the supreme court, revision application, dispute resolution committee, certificate for deduction of tax at lower rates, applications during search & survey proceedings, indemnity bonds, reduce & waive penalty, reduction, waiver of interest, immunity from imposition of penalty, application for compounding of offences, gift deed, affidavits, trusts, settlements & alternative investment funds, the partition of Hindu undivided family (HUF).

SEARCH, SEIZURE, SURVEY, INSPECTION, INFORMATION, INVESTIGATION & ARREST

Expertise in handling of all types of regulatory & taxation summons, search, seizure, survey, investigations, inspections & calling information focus on circumstances search initiated, authorisation of search, seizure of books of accounts, documents & assets, restraint orders recording of statement, presumption, requisitions, new assessment & reassessment scheme of search cases, assessment of search cases, assessment, penalties, prosecution, application for settlement commission, responsible to obtain appropriate tariffs from regulatory, appellate tribunals, ensuring full recovery cost & margins, advisory, contract drafting, legal audit, handling litigations, arbitration, drafting, vetting, MOU, legal, consortium, due diligence litigation & compliance, Exim DGFT cases, income tax, GST, custom, ED, corporate, IBC, SEBI, NBFC, PMLA, RBI, FEMA, FDI, ODI, labour cases in various courts, including high & supreme courts. manage compliance foreign & investment products along with tax compliance & wealth management for the family office with knowledge of emigration & tax matters for resident Indians turning NRI, PR, warrant of authorisation, proforma of panchnama, model forms used during search, relevant provisions of code of criminal, Indian penal code & code of civil procedure.

Tax litigation preparation & representation of appeals including at CIT(A), DRP & ITAT levels, representation before the investigation wing in search & seizure cases/intelligence & criminal investigation (I&CI) division, Investigation wing, assessing officer in proceedings under the BM, legal & factual submission for filing & representation before assessments & e-Assessment authorities in regular assessments, re-assessment, filing & virtual representation before CIT(A) & e-Appellate authorities, filing of revision before PCIT & CCITA, details for scrutiny/assessment cases, rectification & CIT/ITAT appeals, M&A Tax, re-structuring & corporate tax.

LEGAL, LITIGATIONS, STATUTORY, TAXATION, REGULATORY & OTHER CASE MANAGEMENT

support directly to business function to enable regular compliances end to end cycle, lead the development & implementations tax planning strategies, tax compliance, reporting tax & special projects, tax structuring based on a review of the tax status, evaluation of all tax exposures & analysis of the impact of transactions, creating continuous awareness of stakeholder about the amendments & pronouncement at various judiciary levels in direct & indirect tax laws from time to time to enable proactive & smooth implementation of such amendments thereto for proper tax compliance, manage tax assessment & appeals, representation before the revenue authorities & assistance in appeal proceedings, tax litigations, drive closure of all tax assessments, departmental audits, inspections, inquiries, proceedings & clarifications, litigations & disputes resolutions & planning also support assurance & tax pursuant to their valuation needs, International taxation, TF, GAAR.

analyse legal implications of various issues & advising various internal stakeholders & management on it, dealing with all legal matters including criminal, police, liaison, arbitration matters, drafting, vetting of criminal complaints, criminal writ appeals, SLP, cross-border agreements & well versed with court process & assisting the counsel in the drafting of written submission & petitions, litigation to give business the edge by pre-empting its need full proof agreements, handling of cases, consumer case notice, consumer protections, settlement consumers complaints, NCLT, recovery, defamation, attend court & liaison with advocates, review & draft documentation for business transactions & advise on various aspects of laws to various functional departments. dispute handling including customers, vendor claims, employee disciplinary issues investigate, redress & provide adequate closures to all the disputes, attending courts, NCLT meetings as a representative of the company & Updation of matters in report/MIS on respective cases, stamp duty charges applicable in various states on various contract & agreement, FEMA, transaction advisory, litigation legal documentations.

direct tax, indirect tax, customs, foreign trade policies, international taxations & permanent establishment, GAAR, cross border transactions, DTAA aspects, withholding tax, NRO, NRE, NRI, FEMA, FDI, ODI, PMLA, effective application of tax largely deals with highly complex taxation matters, regulations & analysis of the international transaction, detailed analysis of transfer pricing compliance (national & international), review contracts of transfer pricings, CbcR, assessments, litigation, proceedings, representation of appeals including at CIT(A), DRP, AAR, ITAT, HC & SC level, corporate tax planning for strategic issues & complex tax matters, legal support to recovery managers in matters related vetting of documents, conducting civil & criminal litigations, defending litigations, fraud, legal research, management of court cases, attending DRT, DRAT for critical cases, ensuring all legal notice issued PMLA, RDDB, SARFAESI, RDDA, negotiable instruments, FDI, CA, FEMA, RBI, Income tax, labour, NCLT, GST, ED & all matter related to derivative transaction are dealt with appropriately. drafting, vetting of financial documents viz. loan agreement, security trustee agreement, share pledge agreement, inter credit agreement, letter ceding charge, deed of hypothecation, indenture of mortgage, guarantees, examining MOA & AOA, board resolutions, title search reports, ROC search report, compliance report & issuance of holding letter, tax planning & management, liaison with the stakeholders' lenders, borrowers, lawyers, valuers, look after resolutions, monitoring of portfolio of the companies & SEBI.

CREDIT RATING PLANNING || RATING IMPROVEMENTS || CREDIT RISK ANALYSIS

analyse company financial performance, past financial, business performance BI & benchmark these against peer's performance project future performance company, DPR, IM, PITCHs, undertake rigorous credit risk analysis encompassing industries/business research & financial analysis of large corporate, assign ratings & finalization reports that cogently capture the rationale behind the rating, monitoring of portfolio, request for proposal, corporate presentation. research & analysis of an entity through assessment of its credit strengths, weakness & weighing its business & financial risk profile, potential for sovereign support or parent support which would need to be factored into the credit assessments, detailed credit assessment report & elaborately the company profile & credit risk consideration, updating detailed financial models encompassing financial, capital structure analysis, calculation of key credit quality determinants & financial projections, determine & recommend ratings to the entity based on the external & internal credit ratings management & improvement, liaise with credit rating agencies (National-International) "CRISIL, ICRA, CARE, SMERA, Moody's, S&P, Fitch"

SOX, INTERNAL AUDIT, CONTROL DESIGN, ICFR, IFC, CONTROL TESTING & LAYOUT INSPECTION

Expertise in design, develop & maintain appropriate control across business operation & FCCF, DEA, OEA, test controls, draft the issue statement for control failures noted & relevant recommendation for remediation, query discussions & finalization of results, in course of testing, review control design for any process changes identified, key role in the assignments including developing project plans, allocating resources & leading staff members, handle SOX, RSO, audit engagement, internal audit process reviews other risk engagement design assessment, controls & drive improvements, global compliance with SOX, foreign corrupt practice, address queries SOX, RSO & audit issues, COSO, GRC & process documentation, developing RCM, reports writing, root cause analysis, remediation & able to provide mentorship to the other team members, SOX compliances, assess risks involved with new initiatives, ensure deadlines are meet & be ready to handle unexpected situations, techno economic study, commercial & business evaluation of projects, critical items list as per stores, QMS, process & information system audit, data & POC audit proof of concept & due diligence reports, critically analysis variances, driving corrective preventive actions, business risk assessments & intelligence.

Internal controls, SOX compliance identifying risks & controls, cyber securities, increasing awareness of controls at the operational level, improve control documentation, control effectiveness through test of design & operating effectiveness, control remediations plans, end-to-end Internals controls over financials reporting, business process control, IT general & entity level controls, SaaS metrics, Sarbanes Oxley compliance, attend process walkthrough meetings, process flow diagrams, narratives & risk controlling matrices, execute the annual controls testing plans, including control testing, key reports, automated control, SOC/SOX reports, Identify control deficiencies, develop remediation plans & determine adequacy of mitigating controls, Improve automation of control certifications & control testing by using the audit tools, internal control questionnaire & control testing, business process flow, RCSA controls, secure consistency, productivity initiatives, global treasury department, profitability analysis, US, UK, global GAAP, PCOAB, Ind-AS, IFRS, IAS, internal audits, SOX testing control, SOX, SSAE18, Internal audit, industry standard COBIT, COSO frameworks, SOX internal audits compliance, test design, operating effectiveness & risk advisory, strategic finance identify & execute opportunities for M&As, oversee banking, fund management, WC, cost-optimization, MIS, conduct of quarterly RCSA testing & root cause analysis by first line defence for all functions, operational risk mgmt.

ANTIDUMPING

Anti-dumping & Anti subsidy questionnaires, collecting production, cost, direct selling expenses, sales, fixed assets, manpower cost, etc, sales, purchase, cost, the margin of duty, net realization working product wise, grade wise, country wise, dump & compilation of sales register on monthly basis, the dump of all selling expense & compilation of selling expenses, net realization calculation, cost of production review, COP date preparation product wise grade wise, SAG calculation (other than expenses covered above), monthly product wise margin calculation for anti-dumping assessment destinations, dump purchase register of consumables all plants & compilation purchase register, consumable purchase assessable value & import duty exemption working for all plants, dump purchase register capital goods for all plants & compilation of purchase register, capital purchase assessable value & input duty exemption working for all plants, a compilation of capitalised assets vs capital goods purchased, subsidy schemes review & benefits analysis, review accounting data, provisions, documentation, duty applicability, import duties exemption working, advance licence, AAS, duty draw back, EPCG, FPS, FMS, dump purchase register of raw material for units/plants & compilation input qty & value, RM purchase assessable value & input duty exemption working, review/monitor export quota under application trade restriction, Interact with concerned regulatory authorities, department & advocates.

CROSS BORDER BUSINESS DEVELOPMENT, PLANNING & STRATEGY || BUSINESS EXPANSION

International business developments, markets analysis, PEM methods, competitors analysis, B2B sales, analytical, market research to qualify & quantify business opportunities in terms time to market, size of opportunity in terms of economics & returns, leverages industry contracts for strategic intelligence & leads & assesses the viability of potential future proposal efforts, business partnerships or projects opportunities, commercial negotiation documentation, closely worked with government bodies like MNRE, ministry of steel, ministry of petroleum & natural gas, ministry of chemicals & fertilizers, all the policy advocacy & regulatory practice, commodity sale, implement treasury & risk management policies for business, evaluate, recommend optimal, tax efficient funding options for ongoing operations & future expansion company, ensure adequate liquidity & strategic tie up with banks & institutions for meeting long-short term fundings, management of

large foreign exchange portfolio of the company, partner with operations arranging structured finance for vendors & channel partners establish treasury management system, sales operations, big data, trade scheme

Deal originations, execution & advisory, valuations, financial/risk modelling, transaction advisory, M&A, due diligence, investment strategies, risk management, digital marketing, strategic planning & lean management, customer relationship management, investment memoranda, research & approaches merger & acquisition targets through multiple channels inclusive of internet prospecting, employee referral, networking, database searches, internet ads, development cross border strategic initiatives, SPAC transaction, stressed companies, conducting quantitative & qualitative analysis complex data, capital market, IPO readiness, redevelopment of various types of financial models to value debt & equity for mergers & acquisition, review of material used in the financing including of investment memoranda, presentations & pitch books, business, market & revenue expansion, growth strategy, ROI accountability, underwriting support, international marketing management analysis, SCM, compliance support management, technical, complex & financial accounting, IFRS & GAAPs.

Development of various types of financial models to value debt & equity for mergers, acquisitions & capital raising transactions, valuation methods comparable, precedent & DCF, develop recommendation for product offerings, private equity, mergers & acquisitions & valuations, review of materials investment memoranda, management presentation, pitchbook, business expansion, due diligence, research, documentation, analysis, issue debt & sell equity to raise capital, IPOs & PS placements, corporate restructuring, quantitative finance, valuation, financial products, swaps, equity valuation, portfolio valuation, derivatives, financial engineering, monte Carlo simulation, corporate finance complex securities valuation, equity based compensation for tax & financial reporting using monte Carlo simulation, others quantitative, valuing complex financial instruments & arrangements contingent consideration, warrants, convertible debt & structured products using financial models such as binomial lattice, black Scholes model, review loans documents, agreements, market research in order to capture salient points for financial modelling, analysis equity & debt financial market data & history using time series analysis multivariate statistics & quantitative, market risk inputs for dashboard.

Budget management, pricing, business analysis, cost benefit analysis & forecasting, analyse & produce financial & business report with great insights, developments & maintenance key operating metrics, monthly statement of select operational data (MSOD), due diligence report UHFC other forwarded contract certificates, market risk, VAR, commodity, derivative trading, business plan, brand marketing, management, marketing strategy, business to achieve sales targets, capitalize market, total addressable market analysis, ROAS mgmt, product pricing, database management, analytical, PPE/Capex/Fixed Assets accounting & project accounts under IFRS/IAS/global GAAP, country by country taxation compliance & financial statements, global Human resources management, global operations, production, quality, purchase & procurements, inventory mgmt, EBITDA analysis, SKU wise EBITDA analysis, driving EBITDA improvement programmes, EBITDA analysis region/customer/segment wise, controlling of cost, forecast of sales/P&L & EBITDA, product costs & P&L.

drafting commercial contracts & agreements for all businesses/other requirements for leasing as well as live & licenses, exposure in industrial law, fiscal law, corporate law, banking law, competition law, commercial law & FEMA, handling all contracts & agreements, related to domestic & international business, all legal matter related to tender screening, merger & acquisition, joint venture, copyright, legal, trademark, money laundering, intellectual property, IPR & regulatory compliance & all litigation matters. drafting, vetting & reviewing legal documents, lease deeds, licenses, contracts, & MOUs, notices, representations to govt. authorities, replies, letter, claim petitions, written statements, rejoinders, memorandums of understandings, power of attorneys, affidavits & applications, etc. lesioning with advocates/counsels for filing & defending civil, criminal, consumer forum, FSSA, legal metrology cases, lesioning with various govt. departments i.e. FSSA, legal metrology, state ministry of industry, electricity board for various licensing & other matters, detailed knowledge of labour law, industrial law, environmental law, international law, patents, litigation matters & mergers & arbitration, documentation litigation & non-litigation matters of the companies & group

critical metrics such as CTT, automation, & CSAT in partnership with business teams, investor community & managing investor relations, consolidation of financials & accounting for M&A transactions & related integrations, STPI, SEZ compliances, revenue, cost structures, cost rationalization & optimization, technical acumen, strategic recommendations based on financial analysis & projection, cost identification & allocation & revenue/expense analysis, oversee short-long-term budgetary planning & cost management in alignment with the strategic plan, developing new business, new funding opportunities, the drafting of prospective programmatic budgets determining cost effectiveness of prospective, operating budget ensure programmatic success through cost analysis support, & compliance with all contractual & programmatic requirement, building & updating detailed credit models including KPI based projections, debt capital structure analysis, covenant analysis, distressed debt analysis & recovery analysis, one-pager updates, real time earnings supports, spearheaded the fund-raising efforts, good relationship with global/domestic private equity funds/Banks, FIIs, fund-raising initiative of the company to ensure clear visibility of funds/credit limit for ensuring AUM growth & cash flows, representing company to Institutional Investors, PE firms, mutual funds, Banks, FI, FIIs, rating agencies, debenture trustees, registrars, brokers/intermediaries to ensure that the adequate credit limits are available which has in turn led to development of extensive relationships, nurtured & developed extensive relationship bank official, MF managers/CIOs, FI, FII, local & Intt. Investment Banks.

National & International operations, subsidiaries & joint venture, M&A, fundraising, global accounting, international taxation & compliances, financial analysis, due diligence, commercial acumen, eye for detailing seeing through the things, etc. Insight into important organizational changes for new business such as cost control & reduction initiatives, capital allocation, positive cash flow & working capital management, financial controls, financial disciplines, efficient & effective management of WC, business restructuring, return ratio improvement, system & process enhancements, operation for reorganization, downsizing, risk management of organization liability, investment, International fundraising, debt & capital structuring, compares sales & profit, future projection, cash flow & budget arrangement of funds from banks & multiple banking arrangements, other sources including PE, VC, public, right issue, debentures, IPO, FPO, QIP, preference shares etc. merger & acquisition, amalgamation, takeover, de-mergers & other restructuring, forex including forward booking, swaps & FEMA regulations profitability & variance analysis, cost audit & accounting, budgeting, cost & expenses analysis, inventory valuation, process costing, budgetary analysis, product costing, cost sheet, standard costing, cost control & center accounting, calculation of pricing & cost sheet of each product, production operation cost, profit volume ratio, breakeven point, variable & fixed cost analysis, IFRS/GAAP compliance of national, global financial results consolidations (subsidiaries, JV & associates).

Drive placement of all types of debt capital market instruments including secured, MLDs, unsecured & subordinated bonds from mutual funds, Insurance companies, corporates, banks, family offices & wealth companies, end-to-end execution of fixed income transactions from investor interaction, deal structuring, assisting investor diligence till term sheet finalization, all compliance for NCD issuance (charge, execution of debenture trustee agreement), payments for NCD interest & principal payments, end to end primary issuance of commercial papers & liaising with Investors, IPA, RTA, NSDL, CDSL, develop association & maintain relationships with various levels at mutual funds, Insurance (Life & General), corporates, banks, family offices & wealth companies, other active market players for placement & execution of DCM deals, To keep track of market trends & competition for creating opportunities for KSF in the DCM, documentation for all DCM transaction pre & post, compliance requirements for DCM Investors, obtaining & submission of data to regulators, rating agency, tracking of covenants for various borrowings & ensuring compliance, Interaction with bodies like exchanges & depositories, analysis of market conditions & trends, create & update marketing pitch books & presentations, prepare & understand bond pricing mechanics, Cross-selling for AIF.

Liquidity monitoring & credit rating, monitoring on a daily basis the availability of funds & planning of fundraising programs, co-lending, depending on the cash requirement, CMA data, financial & understanding of financial parameters, managing the credit profile of the company with rating agencies, relationship with existing lenders on the tech platforms, establishing new relationships with banks/NBFCs for onboarding, monitoring flows & cost of funding with existing lenders, alternate debt raising strategies via securitization, direct assignment, PTC, bonds, information deck for banks/NBFCs as part of the borrowing program, covering company profile, credit ratings, financial details, financial projections, supporting the legal & compliance team with regard to all compliance relating to lenders such as financial & reporting covenants.

US capital market, fixed income US treasuries, mortgage-backed securities, securitizations & US municipal securities, forecasting fixed-income assets with the ability to synthesize problems into clear & crisp language, Intellectually curious & desire to understand details of how complex fixed income forecasts are generated, familiarity with the US regulatory landscape for GSIB institutions including Basel III, enhanced prudential standards, US LCR, others & QRM, cashflow modeling for fixed-income securities, business P&L, exposure to working in a global set-up & matrix-based reporting set-up, setting up finance centers, valuation of various Indian debt instruments including corporate bonds, structured notes, money market instruments, government securities, state development loans, treasury bills, etc, interacting with various Indian debt participants on a regular basis for sourcing required market intelligence, sourcing & analyzing trades/pricing data through market sources (exchange & assets) for the purpose of pricing/valuations, working on complex valuation models involving bond mathematics, assist in the maintenance of documentation related to valuations processes, assistance in the development, testing, maintenance of various in-house applications.

Financial models for growth plans with decision making metrics like, project & equity IRR, ROCE, ROIC, debt to EBIDTA, NPV, cash & normal BEP, strategy building for real-time implementation of acquisition activities like zero date determination, post zero date integration approach, synchronization of IT systems, scenario analysis, peers Review, risk statement, valuation of investments, capital assets, liabilities, determination of Net WC, ensuring tax & other regulatory compliances, future capital planning for major modifications, reduced the losses by monitoring demurrages, detentions, penalties & late charges leading to reduction of losses & increase in savings, improving the bottom-line & cash flow, Implemented & monitored capex through SAP, all transaction processes & delivery of product & service, administering & reporting monthly rolling forecasts, budgetary control, variance & inventory analysis, capacity utilization, production variances, losses, Implementing financial planning recommendations by developing key performance indicators & trend analysis with recommendations to assist in improving cost efficiencies within the company, developing financial models to analyse various business opportunities & cost savings initiatives, monitoring treasury, Capex & Opex for cost analysis & business continuity plan, designing internal financial & accounting control systems, insight to the financial decision-making process through analysis, financial projections (planning, budgeting & forecasting) & reporting, brought in scalable financial control in operations, statutory reporting.

Financial modeling including detailed statement forecasting, multiple scenario analysis, capital structure modeling, LBO, merger modeling, business valuation including DCF, trading comps & precedent transaction, analyzing company reporting documents in order to create pitch books, company profiles, information memo, sector reports, financial benchmarking, trading & transaction comps, financial reports, IPO prospectus, 10-Qs, 10-Ks, database as Bloomberg, CapIQ, Reuters, FactSet & merger market. componentization of fixed assets, First-time RPT reporting notes for the board, First-time reporting of segment performances in annual & quarterly consolidation accounts, modification of SAP system to mitigate the gap to ensure IFC, quarterly, daily & monthly MIS reports with financial matrices, financial statements under Ind As with quarterly SEBI results, valuation aspects for investments made with associate comp, completion of ATRs for previous board & audit committee matters, the board notes for various issues & approvals, transfer pricing issues, annual business plan, projections for future periods & capex plan, IT assessment, appeals ITAT, HC, SC, strategic sourcing, procurement, material management, logistics, vendor management, cost saving, control, contract negotiation, commercial operation, team building & motivation, strategic planning & leadership management.

Manage & lead the identification of potential investors like PSU, private sector banks, NBFCs, AIF, DFIs, both existing & new, including identification of overseas funding sources, manage ALM of the NBFC & ensure both liquidity & interest rate risk mitigation, ALCO reporting, board presentations, investor presentations & other pitches, serve as a liaison for the investor relations team, managing the earnings guidance scenario modeling, including executive presentation, Q&A support, & ad hoc analysis, develops valuation models based on research of value drivers, economic environment of the country, cost structures, pricing standards, prospects, & market information, partner with various stakeholders to support new business activities including mergers, acquisitions, divestitures & joint ventures, business transactions, tax & customs issues, monitoring the performance of the newly acquired business & providing resolutions to limit risk management Preparation of Portfolio, economic yield, reconciliation of accounting yield, NCD, Mutual funds Investment register file. analysis of other Income & valuation of ELD & NCD from 3rd party/rating agency.

Financial performance includes the balance sheets, COGS & COMS report, Yield reports, D&A reports & NAV calculations & review of analyzed NAVs of funds with their embedded expenses, fees & charges, statutory audit issues of subsidiaries/JV, implementation of new accounting standards at group level, implementation of consolidation tools (like Hyperion, OneStream, BPC), valuation for regulatory, financial, taxation, goodwill Impairment testing, fair value measurement of portfolio companies venture capitalists, audit processes & DD process (FDD/LDD), ensuring DD readiness at all times, FCPA, ABAC, ethics audits & ensuring that gaps are addressed immediately, proficiency in using research databases like Capital IQ, merger market, Bloomberg, Factiva, thomson reuters & others, commercial feasibility of the product & Industry overview, Govt. Policies, marketing strategies, strategies to overcome the barrier to entry/competition, financial viability of the project, cost of project & means of finance, DSCR/IRR/payback period, break-even point & sensitivity analysis, portfolio valuations/fair value measurements, embedded derivatives, equity incentive awards, business combinations, valuation of embedded derivatives, purchase price allocation, goodwill Impairment analysis, portfolio company & business valuations & transaction advisory services, equity & Industry research, monte Carlo simulations, valuation-related database management solutions & FOC transactions analysis & mgmt.

RESEARCH & ANALYTICS BUSINESS OPERATIONS

industry analysis, secondary research, & financial modeling for new businesses would be required to analyse sector projects & identify value-accretive projects. prepare the business case, financial models, & valuation analysis for the assets, interact with internal business teams for updates on a regular basis, make financial models of businesses along with strategic & scenario analysis to determine present & future financial performance, design & update MIS reports with the objective of providing right insights to stakeholders, research, compile, analyse & summarize data for projects, reports, & meetings as needed, identification of potential risks along with their impacts on the projects & highlighting, assist in diverse sectors such as warehousing, work closely with advisors across a variety of areas related to business setup & stabilization, liaising with internal/external legal & technical experts for getting the due diligence & execution of transaction documents to achieve deal closure, follow-ups & progress on various ongoing projects & project deliverables to ensure adherence to the budget requirements & timeframes, demonstrated ability to distil & synthesize the results of complex market research & analytics, resolve complex analytical problems, pre-sales & post-sales support to maximize revenues of the end customers & acquire new customers by unique value prop, market research, forecasting, competitive intelligence, syndicated reports, project management.

deployment of effective methods to monitor relevant market trends, competitive threats & other market activity, Supports special projects & provides market input to further the understanding of specific aspects of the market, collaborates with business teams in the development of the market intelligence required to support business decisions, Identifies & monitors market developments, synthesizes & communicates market trends & identifies competitive threats, contributes to the development of an unbiased, regular market understanding through the generation of data & insights, research/knowledge management, outreach/business development, annual targets for the project Including researching & providing competition data, Implementation of strategic projects, business transformation, digital & innovation capability development, diagnosing challenges & designing possible solutions, breaking down the problem statement, analyzing data sets to diagnose the potential gaps to solve, driving cost reduction / profitability

/EBITDA improvement, process improvement, business transformation, asset optimization, efficiency improvement, OEE (overall equipment effectiveness) improvement, business process re-engineering mgmt.

OPERATIONS & BUSINESS MANAGEMENT – NATIONAL & INTERNATIONAL

design & planning, projects, operations & management, rollout & implementation network element meeting the targets, managing relationship with customers at circle level to implement, project rollout, O&M network, the operations leader drives the success of organization through operational guidance of plants strategy to meet customer needs & achieve standards, the operations leader leads overall plant objectives by setting production, performance standards & aligning the organization to achieve those standards, cost efficiency, continuous improvement on processes, service & safety for supply chain department, leading multiple shifts of the plant's employees & developing team of front line, supervisor & managing employees, to implement & execute various processes, systems & capability to set challenging individual & facility standards, to develop annual operating plan for the plant while handling direct & indirect controllable costs to meet overall cost index target, to coach, supervisors & managers to achieve performance standards with regard to safety, line utilization & quality, plant profit & loss for production, maintenance, quality control & warehouse, to lead overall for safety & adherence to quality compliance mandates along with ensuring compliance with all health & safety regulations, track key performance indicators/costs, anticipating & correcting trends which would compromise achievement of financial targets, to own the scheduling process for receiving & delivering raw materials & finished products in a timely manner, handle the inventory process, ensuring optimal levels of full goods are maintained in order to full-fill daily sales needs, to lead & assure facility equipment reliability to minimize downtime, build people capability through effective employee relations, hiring, training & communication for both management & front-line hourly personnel, to solve day-to-day operational issues & reach short & long-term performance goals, deliver effective change leadership driving business changes.

Financial models with FCFF & FCFE level cash flows, calculating the IRR & NPV of the cash flows, & running sensitivity, stress tests on key financial ratios like LTV, security cover, DSCR, ISCR, the key role in regulatory compliance CFTC, EMIR, NCMR, MIFID, strategic automation projects, underlying portfolios, investment banking, capital markets products, private equities, corporate advisory, mergers & acquisitions, project appraisals & debt syndications, stock broking institutional & retails, distribution of financial products, debt placements & underwriting, fund management, research, weekly/monthly/quarterly reviews (WBR, MBR, QBR) with data analysis & follow through with the business team on actionable items for improving business metrics over the periods, drive critical business goals, such as improving vendors terms (margins/credit) & operational costs to contribute to free cash flows, embed a culture of regular reviews & performance management aligned to GRB standards, risk managers & independent valuations control results, valuation modeling appropriateness & other technical/booking issues, ensuring clean audits results from internal & external reviews, corporate developments, financial due diligence inorganic growth strategies, high-quality FDD for acquisitions, joint ventures & equity investments, complex analysis like the quality of earnings, operating metrics, debt & debt-like items & networking capitals, review analysis & preparation of key financial documents from the virtual data room (Databook, data pack), key operating & financial analysis,

SAP || ERP || BUSINESS INTELLIGENCE || DATA ANALYSIS || BUSINESS ANALYSIS || DASHBOARD

SAP, HANA, FI, CO, MM, SD, PP, QM, PR, HCM, WH, SAP Business Objects, SAP-BI, SAP-BW, SAP S/4HANA cloud, SAP Analytics Cloud, SAP data warehouse, Tally, ERP, Navision, SQL, IFC, ICOFR, DMS, MS Office, SAS, D-365, dynamics AX, CRM tools, six sigma, 5S, google forms & sheets, advance excel & office, power IB, business intelligence, tableau, salesforce einstein, cloud computing, data & business analysis, data mining, segmentation, visualization, analytic, insights, business analytics, advance reporting tool hyperion, predictive analytics, system integrations, global ERP implementations, designing, dashboard presentations, enterprises monitoring protections vulnerability, risk management threat intelligence, analysis complex business process reviewing IT policies strategy based on identify interprets, validate & business requirements planning aligns with business objectives & goal, spreadsheet analysis, PPT, graph, dashboard of product, revenue, business process, procurements, margins, profitability, markets, investors, analysis key parameters & presentation.

TEAM/TIME MANAGEMENT & DEVELOPMENT

Ensure formulating the team is timely updated on regulatory & statutory changes, identify the training, motivation & development needs of direct reports & their team & undertake relevant programs, assess the performance of direct reports & provide them with developmental feedback & support, recruit, select, develop & retain appropriate team members, create an environment of comfortable, happiness & positivity within the team by mentoring, coaching & empowering them, remain up to date on the latest industry & market trends in order to regularly update skills & knowledge to ensure that everyone is working towards the same goal, follows the six-sigma approach to achieve the benchmark of "Zero – Error" "Error-Free" "Zero-Tolerance".

TOP KEY EXPERT SKILLS:

Fundraising from debt, equity, public issue, IPO, FPO, QIP, right issue, debentures, private equity, venture capital, ESOPs, buyback, debt financing, working capital, CC, term loan, project financing, mergers, acquisitions, demergers, takeovers, national & international taxations, transfer pricing, import-exports, business operations management, cross border transactions, strategic planning,

lean management, financial reporting, regulatory compliance, consolidations, FEMA, FDI, ODI, RBI, marketing, distributions, planning, budgeting, forecasting, Capex/Opex, due diligence, IFRS, Investor relation, debt & capital structuring, GAAPs, audits, legal, litigation matters, assessment & appeals, information systems implementations (SAP/ERP), preparing their companies for potentially complex risk scenarios, including looming recession, inflation, geopolitical unrest & increased cybersecurity vulnerabilities, presentations & excellent effective communication skills.

TECHNICAL & SYSTEMS QUALIFICATION

✚ Tableau Desktop data visualization	✚ SAP- all module S4/HANA
✚ Microsoft Power BI	✚ SAP-Business Objectives
✚ SAP-Business Intelligence	✚ SPSS – IBM
✚ Core data analysis, manipulation	✚ Data engineering with Azure
✚ IAB digital marketing & Media	✚ Advance MS Office & computers
✚ Designing Implementing big data analytics	✚ Google cloud architect

SYSTEMS & INFORMATION TECHNOLOGY SKILLS

- SAP S4HANA, SAP-BusinessObjects, SAP-Warehouse, SAP-Business Intelligence, SAP-FICO
- Oracle, Quick Book, MS Power BI Dashboard, AI, Hyperion Analyzer, Planning, Management-AI
- MS Office, KNIME, D-365, Dynamics AX, BI SAP-Business Planning consolidation, Advance Exl
- Tableau, Salesforce, SAS, Navision, ERP, Tally, ML, SQL, IFC, ICOFR, DMS, QM, PR, HCM, WH
- Apache Spark, SPSS-IBM, Orange, GoodData, Metabase, Cloud ERP, Zoho analytes, Oracle BI.

COUNTRIES EXPOSURES/INTERACTIONS – TAXATION & FINANCIAL OPERATIONS

India (all-over), USA, UK, Middle East, African/Europe/ Asia countries, China, Japan, Hong Kong, Poland, Germany, Italy, Brazil, France, Argentina, Belgium, Denmark, Romania, Vietnam, Dubai, UAE, Malaysia, Indonesia, Thailand, Singapore, South Korea, Australia, Sri Lanka, Bangladesh, Canada, Mexico, Kuwait, Latin America, Colombia & Nepal. (Domestic & Global frequently travel)

INDUSTRIES & BUSINESS EXPOSURES

Manufacturing of automobile parts, auto components, steel & Iron products, forging products, FMCG, consumer products, IT products, OEMs, polymers, rubbers, tires, earth movers, heavy machinery, capital goods products, sugars, pharmaceuticals, glasses, aluminium, retails, gas & powers, telecom, building materials, constructions, equipment, networking & hardworking, engineering, automation, plumb & papers, e-Commerce, Fin-Tech, NBFC & Investment Banking.

TOP-KEY ACHIEVEMENTS HIGHLIGHTS

✚ Fundraising from IPO/QIP Rs. 5680+ Cr.	✚ Business Intelligence & Risk Assessment systems implementation (India & abroad)
✚ Fundraising from FPO Rs. 6250+ Cr.	✚ Fundraising from debt & equity more than 20K crores for business expansions & more
✚ Fundraising from Debentures Rs. 1250+ Cr.	✚ ERP/SAP/MIS System Implementation more than 65+ plants & companies (India & Int.)
✚ Fundraising from Right Issue Rs. 1650+ Cr.	✚ Strategist, catalyst & steward for sales or revenue increase business goals achieved 3X
✚ Fundraising from Debts Rs. 1550+ Cr.	✚ Implement financial strategies to support the growth manufacturing businesses segments
✚ Fundraising from Debt-NFB Rs. 950+ Cr.	✚ New customer, products, business, ventures Improvements & developments for 3X growth
✚ Fundraising from PE/VC Rs. 1370+ Cr.	✚ bad-debt recovery of Rs. 85+ Crores through IBC/NCLT/NCLAT litigation matters
✚ Merger & Acquisition deals Rs. 2980+ Cr.	✚ Cost control-reduction framework traditional & strategic costing planning – operations
✚ Project Financing – CP/TEFR Rs. 810+ Cr. National & International	✚ Company & business products expansion X3 International Stock Exchange / Banks

SHORT PROFILE DOWNLOAD LINK

https://drive.google.com/drive/folders/1DZVaDgm7cQze4Ec-b-hTsxhFhGq48Uo4?usp=share_link

Date:/...../.....

Place:

CA Deepak Kumar Gupta