



# GRACE Business Solutions

Genius Resource Allocation & Corporate Excellence L.L.P.



## Corporate Profile

*One Window. Many Capabilities.*

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**Corporate Performance Improvement  
More Than Advice, Sustainable Results**

- **Head Office** : Mumbai, India
- **Company Type** : Limited Liability Partnership (LLP) Firm
- **Type of Services** : Corporate Business Consulting/Solutions
- **Operational Presence** : Across India and International
- GRACE is a full-spectrum Integrated Business Management Advisory firm providing **Everything Under One Roof** services and specializes in operations strategy and business transformation.
- We provide cutting-edge corporate performance improvement solutions, constructive, cost effective and growth-driven solutions to our clients.
- Every great journey starts with the first step. We took this step by sheer passion and determination the firm has been able to carve a niche and solid business foundation for itself.
- This is where aspiration meets innovation, candor fuels collaboration and impossible surrenders to teamwork.
- We provide solutions to the greatest challenges faced by the organizations and the individuals who lead them.
- Our founding business principal is "**Think Global - Act Local**".

- We help our clients work through problems and get the best out of opportunities. We are the change advisors who focus on what you need to be successful
- Our approach begins by recognizing our clients know their business best. We are not there to tell you how to do your job. We help you to manage people, risk, capital and all other resources to propel your business forward.
- **We help manage complex change** - Change management is the process of winning hearts and minds of everybody who is affected by the organizational change
- **We help set the right foundations** – We design architecture practices, tailored to fit the needs of a modern organization
- **We deliver successful programs** – Our program management discipline focuses on getting your organization to your future state
- **We design services that work** - To us, it's not just about designing a service that works on paper, it's about creating services that can be delivered to their full potential and continue to hold their value
- **We visually engage and communicate to create simpler pathways to delivering your outcomes** – We bring simplicity through visual communication & techniques to keep momentum and closing the gap between your desired vision and outcomes
- We help you to navigate the business through **finding stability** & building competitive advantage in a volatile world.

## Mission

To be recognized by our clients, employees, the industry and society as the leading managing partner to our coveted clients. We want to be known as the partner of choice for exemplary support services and ultra-modern solutions to progressive enterprises.



## Vision

We at **GRACE** thrive to deliver unique, cost effective & customer centric integrated business management solutions to help our business partners & society at large in building an enterprise of Best Corporate Practices. Our endeavor is to relieve our clients of all their business & administrative anxieties so that they can enjoy a carefree life and focus on their main business line.

Our customer desires is a command for us, and we leave no stones unturned in fulfilling our commitments.

## Core Values

- |                      |                    |                   |
|----------------------|--------------------|-------------------|
| ✓ Trustworthiness    | ✓ Reliability      | ✓ Integrity       |
| ✓ Quality Excellence | ✓ Ethical Behavior | ✓ Adaptive        |
| ✓ Cooperation        | ✓ Accountability   | ✓ Transparency    |
| ✓ Innovation         | ✓ Creativity       | ✓ Confidentiality |

## Our Strengths

- Dynamic mix of senior experienced & young professionals
- Well qualified associates – Chartered Accountants, Cost & Management Accountants, Company Secretaries, Lawyers
- Expert panel of Technocrats, Engineers & Specialists from different field and from different parts of world
- Good geographical spread of branch offices in India & Overseas
- Deep understanding of Indian and International economies & continuously changing business environment
- Interdisciplinary approach
- Association & Tie-up with other Technical / Legal firms / IT firms in India and other parts of world. This help us to provide you services across globe.
- Prompt communication (Internal & External) & Pavlovian Response
- Lean organization structure and quick decision making

## Our Customer Centric Approach

- Our objective is to help you to focus on your business to achieve goals by providing them personalized and tailor-made solutions that bear constructive results
- We listen to understand your needs & issues as if they were our own and commit to provide them with cost effective solutions
- In every single assignment, our journey starts at 'Our Responsibility' and ends with 'Client Satisfaction'.
- To be proactive to our client's needs, add and deliver value to our clients, increase our efficiency to reduce client's risk.
- We take care of your essentials - so that our customers can be at peace & at their best
- For us sky is the limit in understanding the true potential of our client's business so as to achieve their business and financial goals
- Professional transparency is sacrosanct with us and we cannot tolerate unhappy customers
- ***Customer First - Service before Self*** is our policy.

**Our advanced analytics, advice, and solutions give our clients the clarity and confidence to make better decisions to protect and grow their business.**



GRACE is a professionally managed firm catering to domestic and international clients with broad range of services. We see GRACE as an opportunity, an enabler that enables you to build a future-focused, resilient and sustainable organization that can meet today's and tomorrow's challenges.

Perspective That Takes You  
..... From Action To Impact.....

- ✓ Corporate Banking & Fund Raising
- ✓ Taxation (Direct & Indirect)
- ✓ New Business Set-up & Registration
- ✓ Corporate Law & Litigation
- ✓ Labor Law & Litigation
- ✓ Corporate Governance Support



Corporate Performance  
Improvement  
More Than Advice, Sustainable Results

- ✓ Business Process Reengineering
- ✓ ERP / BI Systems Implementation
- ✓ Overseas Investment Opportunities
- ✓ People (HR) and Organization
- ✓ Mergers & Acquisitions
- ✓ Marketing Advisory Services

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- ✓ Technical Consultancy
  - ✓ Various State Govt. subsidies
  - ✓ Tax Benefits for new Investments
  - ✓ Engineering Consultancy
  - ✓ Agricultural Advisory Services
  - ✓ Engineering Projects Execution

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- ✓ Supply Chain Management
  - ✓ Audits & Assurance
  - ✓ Statutory Compliances
  - ✓ Project Management
  - ✓ Banking Advisory Services
  - ✓ Climate Change & Sustainability



# GRACE – Organization Structure (Multiple Divisions)

**Total Headcount**  
**75**

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**Indians 55%**

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**Other Nationalities 45%**

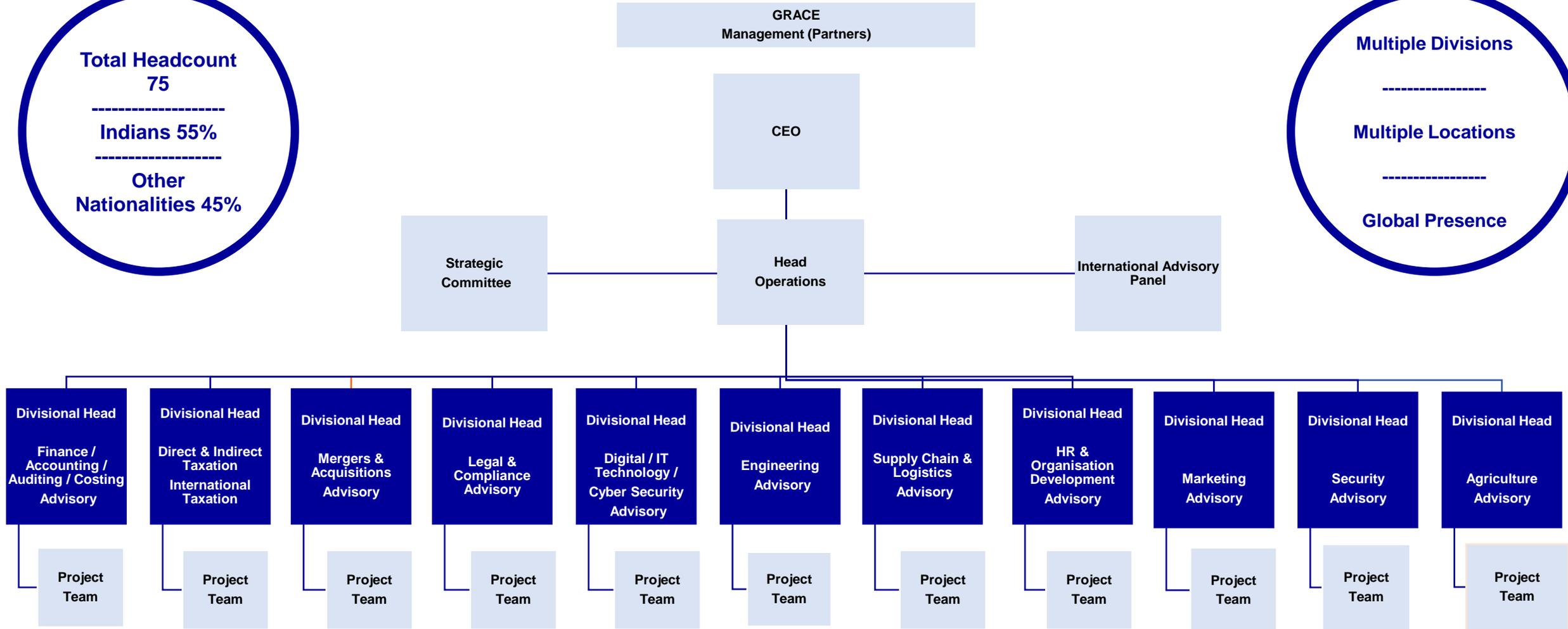
**Multiple Divisions**

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**Multiple Locations**

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**Global Presence**



## Services – Management Consultancy

- For any business to achieve its goals, various support services are required like planning, reporting, advising or outsourcing. Our firm aims to provide best business support services helping our clients to grow, flourish and achieve its business & financial goals.
- We advise and help the clients' to raise the funds for their existing or new projects. In today's competitive world, business need funds to grow their business and take it to the next level.
- Our value-added offerings enable our clients to run their businesses ingeniously and benefit from astute insights generated.

### Financial Accounting Support Services

- ✓ Accounting and Book-keeping Services
- ✓ Payroll Processing Services
- ✓ FEMA related Services / filings with RBI
- ✓ Advance Ruling Representational Services
- ✓ Project Reports for Bank Approvals
- ✓ Cash Flow Planning
- ✓ Different Gap Analysis against SOP
- ✓ Articulation & Documentation of SOP
- ✓ We deliver insights and advice to help business leaders make better decisions through Developing & Implementing MIS
- ✓ Cost Accounting and Cost Audit Reports
- ✓ Product Costing to Pricing Decisions

### Financial Accounting Support Services

- ✓ Valuation & Verification of Fixed Assets
- ✓ Design & Review of Financial Controls, Systems and Processes.
- ✓ Indian Accounting Standards- Conversion.
- ✓ Group Reporting under IFRS



### Corporate Finance / Fund Raising

- ✓ Preparing company for fund raising & Creating Investor Pitch Deck
- ✓ Private Equity Syndication
- ✓ Debt Syndication
- ✓ Term Loan Syndication
- ✓ External Commercial Borrowing (ECB)
- ✓ Securitization
- ✓ Dealing with banks and financial institutions for project financing
- ✓ Deal Negotiations with Legal Documentation
- ✓ Trade Finance Solutions like L/C, BG, Buyer's Credit, Bill Discounting (Working Capital Facilities)

## Services - Taxation

- Businesses increasingly find it difficult to keep up to the myriad and abstruse taxation system. With growing impact of multiple and ever-changing tax jurisdictions, we help our clients to identify, minimise and manage the incidence of such taxes within the framework of applicable laws.
- It is vital to abide by the tax laws and ensure a proper tax planning is done and IT Return is filed in time. Tax planning strategies are employed to help a business achieve their financial and business goals. There are benefits of tax proper planning for any organization. Planning is crucial to minimise tax liabilities, to ensure all available allowances, deductions, exclusions and exemptions are working together in the most tax-efficient manner to reduce the total tax bill.
- We provide a relief to our clients by providing best solutions for their taxation issues.

### Direct Taxation

- ✓ Advisory and Assistance relating to preparation and filing of Income Tax Returns of Individuals, HUFs, Partnership Firms, LLPs, Companies, etc.
- ✓ Tax Deduction at Source (TDS) Compliance Services and filing of e-TDS of Returns of the Clients.
- ✓ Advisory on TDS on Immovable Properties for Residents as well as Non Residents
- ✓ Advance Tax Calculations
- ✓ Tax Consultancy / Planning.

### International Taxation

- ✓ International tax planning and consultancy
- ✓ Consultancy on Double Tax Avoidance Agreement
- ✓ Services in the area of remittances, Foreign Investments, incorporation of foreign companies, the opening of Offices of Foreign entities



### Transfer Pricing

- ✓ Transfer pricing assessment on tax avoidance in relation to inter- national transactions.
- ✓ Transfer pricing study & analysis on comparable.
- ✓ Representation before revenue authorities including filing an appeal up-to the stage of Tribunal (ITAT)
- ✓ Submission of various forms such as 15C and 15CB in India.
- ✓ Cross Border Taxation.

### Indirect Taxation

- ✓ Advisory services on GST/VAT/PT.
- ✓ Representation Services under VAT/ GST/ Professional Tax
- ✓ Review of all state GST compliances and providing handholding support
- ✓ Advisory services on impact of GST on business.
- ✓ Review of all state GST compliances
- ✓ Representation Services under VAT/Service Tax
- ✓ Professional Tax
- ✓ Certification in relation to Indirect Tax
- ✓ Support in Indirect Tax Audits conducted by Government Tax Authorities

## Fiduciary Services – Enhancement of Operational Efficiency

- We help you see the activities differently, discover opportunities you may never have imagined and achieve results that bridge what is with what can be. We help you to improve your profitability through enhancement of operational efficiencies of each function, each process.
- From the back office to the factory floor and across your entire supply chain, we can help you develop an unconstrained, end-to-end program to transform your operations

### Revenue Enhancement

- ✓ Fixing Stretch targets as per Business Goals
- ✓ Deal processing with our expertise based on cost benefit analysis and achieve win-win situation
- ✓ Revenue leakage identification and control recommendation
- ✓ Customer Credit Quality Analysis and recommendations for speedy collection of receivables

### Cost Reduction

- ✓ Non-labour Cost Reduction
- ✓ Improving profitability through cost cutting and cost reduction strategies
- ✓ Reduction in Operation Cycle time, Plugging the loopholes & removing the bottlenecks
- ✓ Optimization of working capital and reducing investments in it
- ✓ Analysis and recommendation for effective management & utilization of 3 M's (Man / Machine / Materials) of the

How do you optimize your operations, cut costs and drive innovation?



Improve Performance, Increase Agility And Spend Less.....

### Supply Chain Optimization

- ✓ Minimizing procurement time through controlled purchases
- ✓ Logistics optimization through alternative & innovative solutions
- ✓ Establishing Third Party Contract Manufacturing
- ✓ Sourcing and Outsourcing Advisory
- ✓ Procurement Optimization

### Capability Sourcing

- ✓ Outsourcing and offshoring are at a turning point.
- ✓ Growth in as-a-service models, disruptive technologies such as cloud and automation, and new data security and privacy standards are a few of the forces disrupting traditional approaches to sourcing.
- ✓ We can help you navigate these forces and *enhance your competitive position.*

### Advanced Procurement

- ✓ Consolidate, standardize or sources procurement activities to consolidate and leverage company-wide spend with a limited number of suppliers.
- ✓ Leverage our expertise to optimize your supply base, generate savings and leverage advanced analytics for spend visibility, consumption patterns and supply market insights
- ✓ We can help support your transition from transactional to collaborative supplier relationships and resolve this common challenge.
- ✓ Based on the results of diagnostic view, we can work with you for improving efficiencies in:
  - Strategic Sourcing
  - Category Management
  - Contract Management
  - Supplier Relationship Management

**Struggling to improve inconsistent business processes and systems in a cost-effective way?**

### Business Operations & Automation

- ✓ Plan your enhancements in waves or leapfrog gaps in technology or automation. Seasoned experts in our team can recommend ways to optimize and digitize processes that will leverage best practices, priorities and nuances to best suit your objectives.
- ✓ You face two big options when it comes to transformation:
  - Non-digital process improvement levers
  - Applying digital and emerging technologies to transform



### Net Working Capital Excellence

- ✓ Companies can free up significant cash by focusing on working capital, yet most struggle to make that happen.
- ✓ Our Net Working Capital Excellence program helps you quickly *generate the cash you need* to spur critical improvements to your business by influencing:
  - Inventory Management
  - Accounts Payable cycle improvements
  - Accounts Receivable cycle improvements
  - Cash Conversion cycle
  - Days Sales Outstanding / Days Payable Outstanding
  - Net working capital as % of Sales

## Fiduciary Services – Enhancement of Operational Efficiency

- We analyze the support functions to improve quality, speed, and cost, so that your support functions provide an advantage over the competition.
- Our Share Smarter, Serve Better approach helps you rethink what work gets done, how and by whom.
- The result: Your people can focus their skills and energy on the work that matters most to your strategy - and *do it faster, smarter and more efficiently*.

### Finance Function

- ✓ Build a world-class finance function that ticks all the boxes: *superior service, strong controls and lower cost*.
- ✓ Spend more time on higher-value, forward-looking activities and less on accounting and transactional tasks.

### HR Function

- ✓ Engage the hearts and minds of your people & teams to deliver superior results
- ✓ Demographics, new talent expectations, alternative work arrangements and digital technologies are just some of the factors forcing HR to *fundamentally change how it operates*—internally and with the business.
- ✓ Leadership & Talent Management
- ✓ Scale agile across organization for faster, flexible actions
- ✓ Culture Change and Organizational Development
- ✓ Behavior Change - Our *science-based approach* helps teams work together to remove friction and create meaningful reinforcement, *strengthening key behaviors* across your organization

Transforming general and administrative processes to deliver new efficiencies and unleash superior business value.

### Zero-Based Redesign

- ✓ Rethink what work gets done, and how it gets done, with zero-based redesign.
- ✓ Zero-based redesign (ZBR) helps you focus on **the activities that fuel your competitive advantage**, and eliminate many of the ones that don't.
- ✓ *We'll help you take a clean-sheet approach that transforms your operating model* to simplify your organization, streamline work processes, reveal digital opportunities and unlock massive savings
- ✓ ZBR, in contrast, is a one-time effort that sets a bold ambition defined by the activities that are critical to delivering what your customers value most about you.

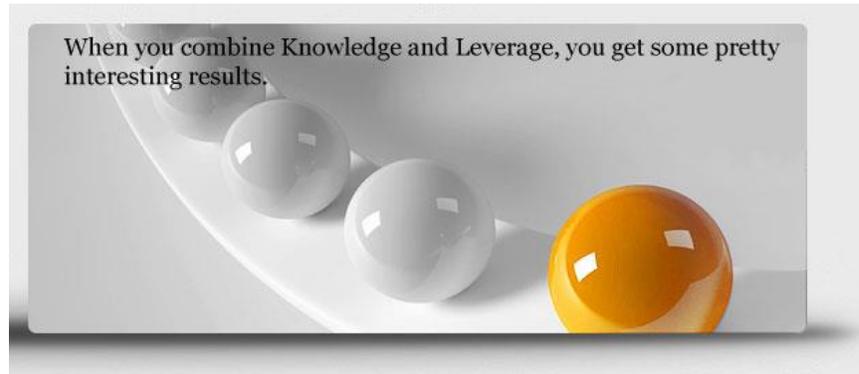
## Other Support Services

### Project Management Consulting

- ✓ Improve the maturity of your current project management standing
- ✓ Go beyond anticipated value addition of each project
- ✓ Project Development Support (Pre & Post Development)
- ✓ Minimize project risks
- ✓ Accelerate transformation
- ✓ Project Planning & Programming (Estimation/Costing/Master Schedule)
- ✓ Problem / Situation Analysis
- ✓ Feasibility Study Reports
- ✓ Project Implementation
- ✓ Project Delivery
- ✓ End Customer Feedback

### ✓ Corporate Risk Management

- ✓ Risk is an inherent part of doing business.
- ✓ We help you identify, quantify and balance risk and opportunities to maximize the growth of your business.



### Technology Management Services

- ✓ Incubating & Owning Technology
- ✓ Territorial rights – License for selling technology in specific territory
- ✓ Outsourced Technology for Third Party
- ✓ Capability Development
- ✓ Resource Assessment, Grid Integration of Resources and Resource Mobilization

### ✓ Corporate Governance

- ✓ In an increasingly fragmented global economy and hyperpolarized society, both shareholders and social activists are intensifying their attempts to pressure companies to redefine their business models.
- ✓ Governments are swiftly enacting regulations – including offset obligations, technology sharing, and local production requirements – that make it increasingly difficult to establish the appropriate governance that meets requirements and balances innovation with control.
- ✓ Today, corporate boards and management teams require structured, methodical, and consistent corporate governance strategies to protect their freedom to operate.
- ✓ We position our clients for long-term success by building the governance structures and processes that establish effective oversight, enable clear leadership, and minimize risk.
- ✓ Our team of lawyers and industry executives has decades of experience serving on and advising the boards of directors and management teams of leading global organizations on their corporate governance challenges.

- We help clients solve their marketing issues and drive business growth through actionable insights, innovative marketing strategies and hands-on implementation support.
- From identifying market opportunities, developing new products, building Go-to-Market strategy, brand strategy, digital marketing and marketing & sales organization, we cater our clients under one roof for their variety of strategic marketing needs. We not only give advice, but also mentor and support clients in implementing recommended strategies to get the desired results.
- We serve clients from corporate to startups, across all the industries and geographies we work in, provide cost effective and practical marketing solutions those are feasible, adaptable and implementable by the client.

- ✓ Accelerate business growth
- ✓ Gain market insight before entering into the market
- ✓ Develop innovative offering and robust product portfolio
- ✓ Launch product successfully in the market
- ✓ Build brand and create awareness
- ✓ Increase the market share
- ✓ Enter successfully into International markets
- ✓ Improve marketing capabilities and performance
- ✓ Attract and win customers through digital marketing
- ✓ Solve critical marketing issues



**Drive response with brand differentiation and seamless channel execution.....**

- ✓ Market Assessment
- ✓ Brand Strategy
- ✓ Go-To-Market Strategy
- ✓ Digital Marketing
- ✓ Marketing Organization
- ✓ Local & International Marketing
- ✓ Innovative Solutions for Increase in Your Top-line
- ✓ B2B Marketing
- ✓ E-commerce Marketing
- ✓ Data & Insights
- ✓ Roadmap and Strategy for Marketing your Function

## Services – Restructuring & Turnaround

Corporate restructurings are make or break, requiring focus on both the big picture and the smallest detail. Cash is typically tight, and time is of the essence. We are by your side, as a partner, working with your team to develop and execute restructuring plans that pave the way forward.

### Turning the corner from crisis to profitability

We advise on every aspect of the process, from strategic direction to liquidity management to business plan development. Working through complex constituency relationships, we help rebuild credibility and reassure creditors that the company is taking steps to face its problems head-on as efficiently and effectively as possible.

#### We work with you to:

- ✓ Quarterback the restructuring process
- ✓ Stabilize operations
- ✓ Develop and sensitize business plans
- ✓ Develop / review cost reduction initiatives and execution milestones
- ✓ Implement cash conservation guidelines and controls
- ✓ Facilitate communications processes
- ✓ Manage creditor negotiations
- ✓ Evaluate revenue enhancement opportunities
- ✓ Implement operational restructuring

### Investigation & Disputes services

We perform a complete set of investigatory and disputes services:

- ✓ Reconstruct financial records
- ✓ Analyze inter-company / related-party transactions
- ✓ Investigate fraudulent transfers / preferences and other avoidance actions / D&O
- ✓ Perform solvency analyses
- ✓ Analyze cause of business failure
- ✓ Identify anti-corruption / funds tracing and asset identification
- ✓ Evaluate contract or rejection damages
- ✓ Perform asset valuation, including intellectual property
- ✓ Advise on government regulatory compliance
- ✓ Evaluate and pursue legal actions to maximize recoveries



## Services – Business Setup (In India or Anywhere In World)

- To commence and continue any business in India, registration under various Act and Laws are required. It is a bit difficult for a layman to understand what all registrations are required for a particular business as not all registrations are required for all the business. In addition to it the procedure for different registrations add to the confusion and burden of layman.
- We provide specialized services to our clients to help them understand their registration requirements and procedure for various registration under different act and laws.

### Formation of Business Entity

- ✓ Formation of a Private/Public Company.
- ✓ Formation of a One Person Company
- ✓ Formation of a Limited Liability Partnership
- ✓ Formation of a non-profit organization
- ✓ Trust Formation
- ✓ Formation of a Proprietorship Business
- ✓ Conducting Feasibility Studies & Analysis
- ✓ Sourcing of Materials & Machinery
- ✓ Sourcing of Manpower
- ✓ Setting up Sales & Distribution Channel



- ✓ Guidance on various schemes, subsidies, Tax Benefits of Central & State Govt. for promotion of MSME/ Start-up Companies / Special benefits for Women Entrepreneurs
- ✓ Potential investment opportunities for Investors in India and Other parts of world
- ✓ Services are available for India as well as in any part of world. We have tie-ups and associations with professional firms across world

### Formation of Business Entity

- ✓ Formation of a Partnership Firm (LLP)
- ✓ Conversion of a Proprietorship business, Partnership firm, LLP into Private or Public Company
- ✓ Conversion of a Private Company into Public Company or vice versa
- ✓ Business Re-structuring
- ✓ Issues related to Intellectual Property Rights
- ✓ Guidance to Entrepreneurs at each stage till commissioning of operations

# Services – Audit ‘N’ Assurance

- When running a business, it is essential to maintain accurate financial records and stay on top of the paperwork so you can continue to successfully grow your business. Audit and other forms of assurance report provide levels of comfort not only to current and prospective shareholders, but also to management, board, trustees, regulators and other stakeholders. In the long term, an audit protects your hard work and investment
- Our team is competent to fulfil their roles properly in order to provide best and quality audit and assurance services to the clients. We ensure that the entire auditing and assurance services is effortless for our clients to the extent possible so that they can read its benefits. We provide following services in the area of audit & assurance.

- ✓ Statutory Audit as per Companies Act
- ✓ Internal Audits – Independent analysis and assurance on the effectiveness of your frameworks, policies, practices and processes
- ✓ Management Audits
- ✓ Bank Audits ( Concurrent, Statutory Branch audit, etc.)
- ✓ Limited Reviews
- ✓ Tax Audit under the Income Tax Act
- ✓ GST Audit
- ✓ Stock Audit
- ✓ Probity Advise & Assurance Services – It’s audit of ‘Integrity & Uprightness’ of a process



**The audit process generally includes these stages:**

- Information gathering
- Analyses and risk assessment
- Regulatory compliance review
- Validation of findings
- Recommendations for improvement
- Implementation of improvement initiatives
- Follow up and review

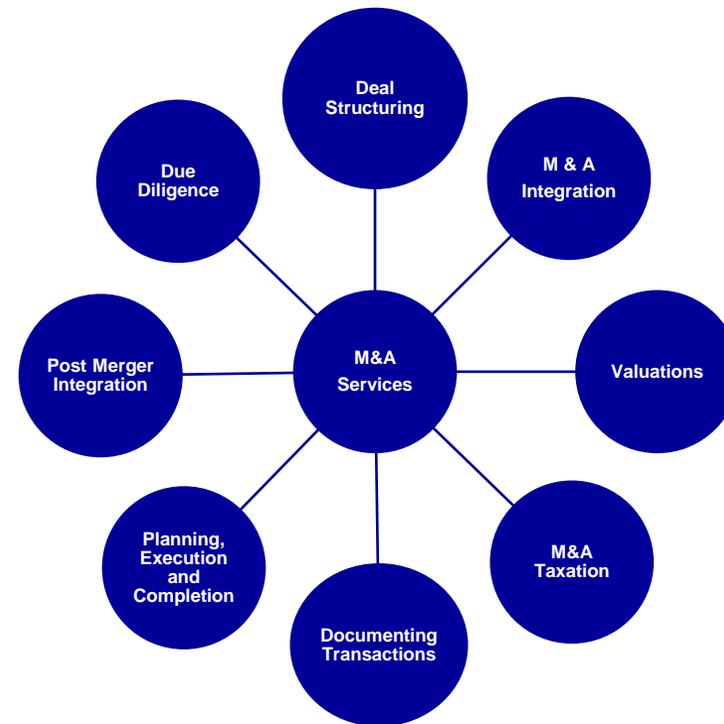
- ✓ Foreign Exchange Remittance Certifications such as Form 15CB/ 15CA
- ✓ Special Purpose Audits & Certifications.
- ✓ Information Systems Audit
- ✓ Transfer Pricing audit as per Section 92E of Income Tax Act
- ✓ Concurrent Audits
- ✓ Special Investigation Audits
- ✓ Certification Services
- ✓ Risk Audit and Risk Assurance
- ✓ Workplace Assurance Services
- ✓ Royalty Audits – Our experts are dedicated to protect the owners of intellectual property, copyrights and trademarks and their interest

## Services – Mergers & Acquisitions (Strategy And Deal Execution)

- **We open every shell to find the right pearl for you. We open hidden doors for opportunities.** We spare no effort to help our clients, well-established companies, investors and Start-ups, to define the most suitable strategy to maximize their growth. GRACE has a global network which serve as a base for optimal deals: Strategic & Financial Investments and Strategic Partnerships. **Our mergers and acquisitions services provide transactional insight from start to finish (Post-Merger Activities).**
- We accompany our clients confidentially throughout the complete deal transaction, from defining Acquisition and Investment Strategy, identifying the right targets and hidden opportunities, buffering you from direct early negotiations up to the completion of the deal.

### Buy Side M&A

- ✓ Defining or implementing your acquisition strategy and the target criteria.
- ✓ Identifying hidden attractive and high-growth companies synergistic to your core business.
- ✓ Performing savvy research & analysis, modeling the deal and assisting in Due-Diligence efforts.
- ✓ Expanding your geographic presence by acquiring/partnering with private SME
- ✓ Due Diligence



### Sell Side M&A

- ✓ Identifying synergistic buyers for your core business.
- ✓ Uncovering the real and hidden values of your company and performing financial valuations.
- ✓ Designing the process, structure and timetable while minimizing deal failure risks.
- ✓ Analyzing, checking and validating your special requirements, expectations and needs.
- ✓ Accompanying you and facilitating negotiations until your exit complete.

### Post-Merger Activities

- ✓ We will be with you to complete the process with all compliances

**Initiation**

- Devising the growth trajectory.
- Identification of potential targets based on industry expertise, service/product classification and strategic fit.

**Communicate**

- Approaching the target through the right medium.
- Position the target in the mind of an acquirer.

**Liaising**

- Bridging the gap between the acquirer and the target.
- Site visits.
- Negotiating the terms of the deal.
- Make a “Right Pick”.

**Closure**

- Determining the valuation and the deal structure.
- Due diligence.
- Definitive legal documentation.

**Global Reach (International Alliances)**

- Partnerships with international private investment firms for cross-border transaction
- Robust network of investment professionals present in major geographies

**Channel Partners**

- Good relationships with coveted names in the industry.
- Wide network of legal advisors, strategic investors and financial institutions/intermediaries.

**Divesture**

- ✓ Divestitures can unlock hidden shareholder value and generate cash to fund growth and innovation. The speed at which organizations need to pivot and pursue a new strategic direction is leading to the rise of divestitures.
- ✓ A successful divestiture means maximizing the sale price, closing the deal quickly and creating sustainable value for the remaining business.
- ✓ We advise the client on:
  - ✓ Pre-separation Strategy
  - ✓ Separation Planning and Execution
  - ✓ Separation Due Diligence
  - ✓ Post-Close Optimization

**Joint Venture And Alliances**

- ✓ JV and strategic alliances are important tools for achieving growth. They can be quicker than building an entirely new business and appear to present less complex logistics than acquisitions.
- ✓ We advise the client on:
  - ✓ Strategy and Readiness
  - ✓ Ongoing Management
  - ✓ Launch Planning
  - ✓ Exit Preparation and Execution

## Services - Corporate Law / Legal Compliance

- The Companies Act governs Incorporation of Companies in India and monitors the operation of companies. The latest amendments made the law more contemporary and relevant to corporate, regulators and stakeholders. The law is administered through various Government agencies.
- Our firm has a specialized and experienced team for compliances under various Corporate Laws which will be at your service and able to guide you.
- ✓ Formation of Public / Private Limited Company / One Person Company
- ✓ Searching for availability of Company Name
- ✓ Application for Company Name Approval
- ✓ Formation of Limited Liability Company
- ✓ Obtaining Director Identification Number (DIN) and Digital Signature Certificate (DSC)
  
- ✓ Annual Compliance for Companies
- ✓ Business Structuring and Constitution
- ✓ Advisory and Consultancy on Company Law Matters
- ✓ Planning and Execution for Mergers, Acquisitions, etc
  
- ✓ Filing of annual returns and various forms on relevant Government Portals
- ✓ Drafting Memorandum of Association and Articles of Association and incorporating changes / amendments in it
- ✓ Advisory / litigation on Intellectual Property Rights



## ✓ Disputes

- ✓ Our team conducts rigorous financial and economic analysis to help resolve a range of disputes — from internal matters to litigation — from the boardroom to the courtroom.
- ✓ We are adept at providing in-depth analysis of complex financial transactions, preparing comprehensive reports, and providing compelling expert testimony before courts and tribunals.
- ✓ We work closely with law firms, companies, financial institutions, insurance companies, and stakeholders to assist in the financial evaluation of the liability and damage phases of a dispute.
- ✓ This includes discovery support, analysis, privileged consulting, and expert testimony on complex finance, accounting, economic, and operational matters.



## Investigation & Compliance

- ✓ We bring forensic accountants, technologists, law enforcement to our investigations and compliance matters, leveraging experts across an expansive global footprint to meet transnational investigation and compliance requirements.
- ✓ Our team works to a refined methodology in a wide range of investigative matters that address alleged corruption, money laundering, sanctions, asset misappropriation, financial statement fraud, and other fraud risks and regulatory exposures.
- ✓ We bring those same skills to proactive compliance work, including periodic risk assessments, compliance transformations, controls evaluations (in M&A context).

## Forensic Technology

- ✓ Effectively using technology to uncover and manage evidence and intelligence in contentious legal and regulatory situations.
- ✓ Our Forensic Technology team, comprised of senior forensic technologists, data analytics, cybersecurity and privacy experts, lawyers and investigators identify, collect and analyze electronic information to support your legal, regulatory, compliance, investigation, incident response and discovery needs.
- ✓ We provide reliable, auditable and proven solutions by combining operational expertise with legally defensible procedures and industry-leading technology.

Clients regularly turn to us to advise on matters including litigation, arbitration, investigations, cyber incident response and regulatory-driven action.

- The team has *dynamic mix* of senior experienced professionals from different industrial background and young professionally qualified associates like Chartered Accountants, Cost Accountants, Company Secretaries & Legal Professionals
- Under the able direction of 4 partners and with *branch network*, GRACE's team is uniquely positioned to provide you quality opinions and services.
- Deep understanding, knowledge of Indian economies & business environment along with its practices, regulations, and complexities of Indian financial system
- Our *Interdisciplinary approach* renders to give you seamless value and advantage
- We believe to stay ahead and updated with the latest developments and sharing the information in the changing economy, business dynamics to provide our client with honest, most *consistent and prompt quality services*
- Regular and timely *communication* with our clients to eliminate their concerns thereby ensuring meeting the deadlines by working with them closely.
- We consider feedback from our clients for us to improvise our action plan
- We abide by our *commitment of delivering quality support & services*



GRACE recognizes that when we collaborate with some of world’s most ambitious firms, we can multiply our impact and effectiveness. We have enduring partnerships and affiliations with number of like-minded firms and leaders who are eager to drive change and deliver true results.



MindNerves Technology Services Pvt. Ltd., India



Oznetcorp Corporate Business Advisors, UAE



Wardeh Tech Co. Beirut, Lebanon



Hood & Co. LLC, Muscat, Oman



Tax Diva Consulting LLP, India



5G Intelligent Business, India



HME World Co. Cairo, Egypt



Pran Electricals, India



BigHost India Pvt. Ltd. Nasik, India

## Our Team - Partners



**Jyoti Aiya**  
Mumbai, India

Founder - Tax-Diva Advisory Firm  
B. Com., ACA.



**Jitendra Mehta**  
Nasik, India

Senior Business Executive, Strategic Thinker  
AICAI, ACS, ACMA (USA), ACISI (UK), MMS(Fin),  
MMS(Sys). PGDBM, B.S (Electronics).



**Shirish Paithane**  
Pune, India

Senior Business Executive  
Graduate Dip. in Materials Mgt. (IIM), Dip.  
Mech. Engg., DBM, Six Sigma Certification



**Chandrakant Puram**  
Nagpur, India

Former Director MAPL, MSDPL, HMGB  
M. Com., M.B.A.



**Adv. Sangeeta Tambat**  
Aurangabad, India

Practicing Lawyer  
B. Com. LL. B.

**Asha Sharma**  
New Delhi, India

M. Com., M.B.A.

## Our Team - International Advisory Panel



**Dr. Joel Franworth**  
Paris, France

Doc. In Business  
Administration (USA), MMS  
(UK), CIPD, Dean of  
European International  
Business School



**Mostafa Kamal**  
Cairo, Egypt

MD of SME World Co.  
M.E. (Textile Engg), Pre. Ph.D.



**Shariff Hood Al-Aidarus**  
Muscat, Kingdom of Oman

Director - Hood & Co. LLC  
M.B.A.



**Dr. Frederick Sewe**  
Nairobi, Kenya

M.Sc., B. Tech. (Electrical), Dip. In  
Instrumentation & Control Engg. Ph.D.  
Strategic Management, MIEK, Certified  
Industrial Trainer



**Aledandr Gumenyuk**  
Moscow, Russia

M.D. Leiber Ltd.  
M.B.A., Lawyer



**Layal Nehme**  
Adma, Lebanon

Director HR – Valoores  
TV Presenter / Singer  
Masters in Social  
Science, Ph.D. pursuing



**Colonel Pradeep Mathur**  
New Delhi, India

Director in Company



**Dr. Dina Yehia Rady**  
Alexandria, Egypt

M.B.A., Doctorate in Business  
Administration (Paris School of  
Business)

## Our Team

**Bouthaina Slika**

Al Fardees, Lebanon

Consultant, Lecturer, Researcher  
M.E (Bio-medical Engg)  
Pursuing Ph.D.

**Jayant Savaji**

Pune, India

Engineering Consultant  
Senior Industry Executive  
B.E., MBA

**Praveen Bhagwat**

Paris, France

Knitting Technology Expert  
Senior Industry Executive  
B.E. Textile Engineering

**Denis Khandira**

Nairobi, Kenya

Senior Electrical  
Superintendent, Govt. Press  
of Keyna  
B.Tech., MBA

**Oumer Dieye**

Senegal, Africa

B. Tech, M. Tech.  
Engineering

**Ekatherine Ershova**

Moscow, Russia  
Shanghai, China

M.A. (International Relations)

**D. Arun Kumar**

Chennai, India

Director in Company  
B.E.

**Meriam Azabou**

Tunis, Tunisia

Strategic Marketing  
Consultant  
M.B.A. (International Marketing)

**Lakshmi Iyer**

Mumbai, India

B. Com. LLB.  
Management Consultant

**Pradeep Joshi**

Pune, India

Senior Industry Executive  
Management Consultant  
B.E., D.B.M.

**Yosra Gaber**

Alexandira, Egypt

Environmental Engineer

**Shailendra Tiwari**

Pune, India

GM BHEL (Retd)  
Management Consultant  
B.E.,



**A Team You Can Trust**

## Our Team – Accounting / Taxation / Costing / Auditing

Sr.No.	Name	Location	Qualifications	Current Position
1	Akshay Kulkarni	Nasik, India	B.Com., ACA, FAFD (Forensic Audit & Fraud Detection)	Practice
2	Anil Ghogare	Nasik, India	B.Com., ACA	Practice
3	Jyoti Aiya	Mumbai, India	B.Com., ACA	Practice
4	Nikita Chaudhary	Pune, India	B.Com., ACA	Service
5	Payal Ladda	Pune, India	B.Com., ACA	Service
6	Shubham Ohol	Nasik, India	B.Com., ACA	Service
7	Simran Nathani	Pune, India	BBA, ACA	Service
8	Smita Kanjee	Johannesburg, South Africa	B.Com, Masters In Taxation	Service
9	Soniya Sikchi	Beed, India	B.Com, Dip. In Accounting & Auditing, DTL, CA(Finalist)	Service

## Our Team – IT / Cyber Security

Sr.No	Name	Location	Qualifications	Current Position
1	Dr. Andrew Lim	Singapore	Bachelors Degree and Ph. D. in Computer Science (University of Minnesota, USA)	Company Director / Chief Scientist / Professor in Reputed Universities
2	Bouthaina Slika	Lebanon	Masters in Bio-Medical Engineering & Pursuing Ph.D. in Artificial Intelligence (Specializing in Medial Diagnosis) at Spain University	Research Scholar / Lecturer/ Technical Advisor
3	Amit Goyal	Pune, India	Bachelor of Engineering (IT)	Founder & CEO of IT Company Mindnerves Technology
4	Kiran Deokate	Pune, India	Masters in Computer Application / Engineering (Information Technology)	Project Lead in IT Software Company
5	Nitin Bagul	Nasik, India	Bachelor of Engineering (IT)	Director of IT Co

## Our Team – Legal & Compliance

Sr.No.	Name	Location	Qualifications	Current Position
1	Lalit Sharma	Delhi, India	B.Com, ACS	Service
2	Rucha Ganorkar	Aurangabad, India	B.Com, ACS	Practice
3	Saloni Munot	Pune, India	B.Com, ACS, LL.B. (pursuing)	Service
4	Sangeeta Tambat	Aurangabad, India	B.Com, LL.B.	Practice
5	Vasundhra Sharma	Delhi, India	B.B.A., LL.B.	Service
6	Vishal Tambat	Mumbai, India	BSL, LLB, Dip. Cyber Law, Dip. Intellectual Property Law Rights, Dip. Alternative Dispute Resolution System, Dip. Consumer Law	Practice

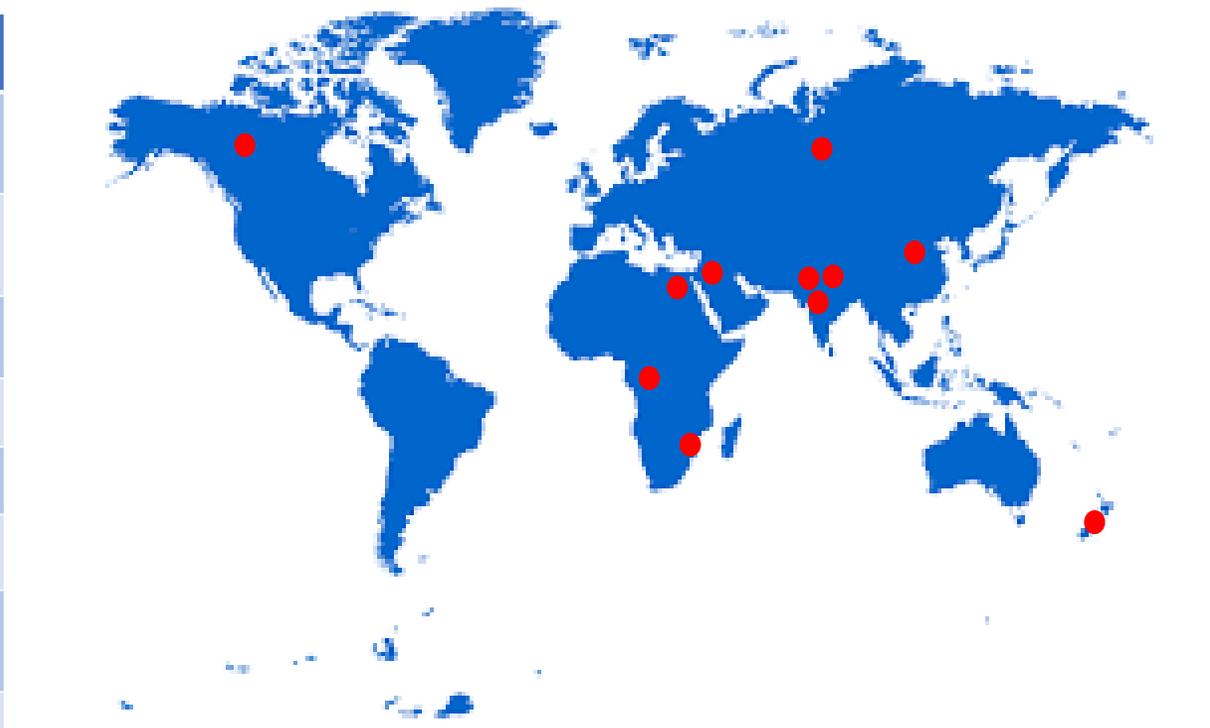
## Our Team – Strategic / International Marketing

Sr.No.	Name	Location	Qualifications	Current Position
1	Mariam Azabou	Tunis, Tunisia	MBA (Marketing)	Strategic Marketing Consultant
2	Lakshmi Iyer	Mumbai, India	B.Com. LL.B.	Business Advisor & Marketing Consultant
3	Jyoti Choudhari	Aurangabad, India	B.C.A., MBA (Marketing), Digital Marketing	Services
4	Suzanne Abdeen	Beirut, Lebanon	MBA (Business Administration), Beirut University	CEO of Company

It all starts with a conversation. Tell Us What You Need.....

**Key Contacts**

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**India Offices**  
 -----  
 Mumbai - HQ  
 Pune  
 Delhi  
 Nashik  
 Nagpur  
 Jabalpur

**Global Representatives**  
 -----  
 Canada  
 Egypt  
 Lebanon  
 Russia  
 Kenya  
 Senegal

**6 Partners**  
 -----  
 75+ Team  
 -----  
 Global Tie-Ups  
 Alliances

**Offices Equipped With**  
 -----  
 All Necessary Infrastructure

**PAN India Presence**  
 -----  
 (Executing Projects Across World)

**Working Days**  
 -----  
 Monday to Saturday  
 (Sunday Off)



Thank you

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