

PROPOSAL FOR AUDIT SERVICES



One stop
Audit Solutions
at
KMCO



VISION & MISSION

KMCO:

“CREATING SYNERGY AS A VALUE”

MISSION:

“To provide value added and quality services to the client by continuous development in varied areas”

VISION:

“To be the market leader in professional services & client satisfaction”

About us

- Kriplani Milani & Co. (KMCO) is a well established Chartered Accountant firm founded by CA Rajesh Kriplani & CA Nicky Milani on a single motto that "*ALL SERVICES UNDER ONE ROOF*".
- We believe in providing quality services to a diverse and successful client base. As a solution based, innovative and highly professional chartered accountant firm, CA KMCO has been serving its clients in the highest of ethical standards as well as fulfilling its corporate social responsibilities in the best possible manner.
- We provide virtually all type of services in Audit & Assurance, Taxation, Accounting, Corporate Finance & Business Advisory including outsourcing. The firm strongly believes in Maintenance of highest ethical standards whilst providing the best quality services.
- We evaluate each project thoroughly and ensure every aspect of the planning and execution stages is worked out to the last detail. On commencement of actual work, it is executed with clockwork precision to guarantee quality and timeliness.
- Currently, the firm is operating from three locations. The firm has 6 partners and more than 30 staff who are well trained in their respective areas. The firm also various association with other professionals like Company Secretary, MBA's, Advocates, Government Valuers etc.
- We provide employees with a highly professional environment, where synergy is the watchword, converted to reality through teamwork. Each member of the team has ample opportunity to innovate and implement fresh ideas and new approaches.

Why US

- ✓ One stop Audit Solutions as all services are provided under one roof
- ✓ Professional Management & approach towards client and projects
- ✓ Systematized working style with Audit Manuals /Checklist.
- ✓ We have been very open and honest in communicating the observed issues to the management and the department concerned on real time basis.
- ✓ We not only assist in identifying the revenue leakages but also exploit cost-saving opportunities.
- ✓ This has been possible because we understand the industry, group dynamics, its values and cultures.

Our Services

- We specialize in auditing, accounting and business advisory services and are full solution provider, like a "ONE-STOP-SHOP" providing traditional accounting, audit and tax services in addition to a range of consulting disciplines.
- Our interdisciplinary approach to problem solving and specialized knowledge base help us ensure efficient service tailored to the needs of each client. We have always remained true to our "GOAL" while providing "VALUE-ADDING" solutions to its clients.
- We have the experience and the expertise to quickly cater to the needs of our reputed clients. We maintain high values for our clients which are a strategic move for forward-thinking organizations, as we consistently deliver superior value and achieve the highest standards.
- Most importantly, we serve you services, ensuring Quality, Confidentiality, Integrity, and on-time execution for each and every requirement of your company.
- *OUR FIVE FINGER PROFESSIONAL SERVICES ARE AIMED TOWARDS OFFERING "COMPLETE BUSINESS SOLUTIONS" TO OUR CLIENTS UNDER ONE ROOF, FOLLOWING ARE 5 COMPREHENSIVE CATEGORIES;*
 - **TAXATION (DIRECT & INDIRECT)**
 - **AUDITS & ASSURANCE SERVICES**
 - **CORPORATE ADIVISORY & CONSULTING**
 - **CORPORATE FINANCING AND RELATED SERVICES:**
 - **TRANSACTION / COMPLAINCE & OUTSOURCING SERVICES:**

Our Services

TAXATION - DIRECT AND INDIRECT TAXATION SERVICES

Our Tax team has hands on experience in advising and assisting corporate in tax matter. We focus on following services:

- Direct Tax including Tax Planning
- Transaction Structuring,
- Tax Compliance,
- Tax litigations matters
- Transfer pricing for ensuring an 'arms-length' environment.
- Certifications under various statutes
- Share Valuations for RBI & FEMA compliances
- Formation & Registrations of various legal entities.
- Excise and Service Tax Consultancy
- Consultancy for MVAT matters
- Registrations under MVAT Act. Etc.

Our Services

AUDITS & ASSURANCE SERVICES

Our Firm has a long & rich experience in this field. The Firm has developed robust methodologies in providing quality services to the client. We at KMCO provide a wide range of Assurance services to various types of Companies in different industries. Our Firm has a disciplined approach towards conducting audit. We endeavor to achieve high standards of audit by:

- Conducting audits in accordance with Scope of Engagement and Quality Control Standards (Accounting and Auditing Standards)
- Carefully studying and planning the audit assignment to surpass client's expectations.
- Effectively managing the engagement with frequent communication with clients.
- Advising the clients on mitigation of concerned risks.
- Identifying areas for improvement and providing solutions and assisting in implementation.

Our Services [\(AUDITS & ASSURANCE SERVICES CONTD.\)](#)

We provide following Assurance services:-

- Statutory Audit of the financial statements of the organization in accordance with the Generally Accepted Accounting Principle (GAAP) in India and as per Indian Companies Act, 1956.
- Tax Audits under section 44AB of the Income Tax Act, 1961.
- MVAT Audits under section 61 of MVAT Act 2002.
- Transfer Pricing Audits under section 92E of the Income Tax Act, 1961.
- Conducting transfer pricing study with a view to establish arm's length pricing norms for international transactions and to prepare and compile transfer pricing documentation in terms of section 92 D of the Income Tax Act, 1961.
- **Internal Audits** - This area has been researched, practiced & mastered by the firm under different sectors. We believe that optimizing return together with Risk is a key element today in enhancing any companies' valuation. Internal Audit is one of the effective tools to manage risks, which threatens companies' performance. We specialize in implementing and in carrying out Risk-based Internal Audit.

Our Services [\(AUDITS & ASSURANCE SERVICES CONTD.\)](#)

- Audits as directed by C & AG or Reserve Bank of India.
- Banks & Financial Institution audits & related Services (Statutory Audit, Concurrent Audit, Stock audit, Inspection, Investigation & Risk Management).
- Audits of Trusts, Education Societies, Multi-state Co operative Societies, etc.
- Limited Reviews as required under Listing Agreement issued by SEBI.
- Group Reporting of Financial of India Subsidiaries to its Foreign Holding Companies / Parent Companies.
- Management Audit
- Organization's Internal Process Reviews
- Due Diligence Etc.

Our Services

CORPORATE ADIVISORY & CONSULTING

Our Consultation includes following Varied Areas;

- Real Estate / Hospitality Proposal Vetting
- Start up ventures consulting
- Strategic / Management / Investment Consulting
- Advice and assistance on as mergers, acquisitions and demergers. We assist in preparing the schemes, business valuations, undertake due diligence resulting in a comprehensive service.
- Consultancy on tax matters for amalgamation, mergers, setting up of new industrial undertakings. Etc.

Our Services

CORPORATE FINANCING AND RELATED SERVICES:

The firm has rich and varied experience in this field encompassing:

Project Finance

We have a commendable track record of having successfully arranged low cost funds viz. long term/ working capital loans in India and External Commercial borrowings for startups/expansion projects from financial institutions, banks and venture capitalists. We assist in the entire process of raising finance including:

- Preparation of detailed project reports.
- Liaison with financial institutions/banks.

Financial restructuring

- Developing a restructuring plan based on a detailed assessment of operational, legal and financial aspects.
- Facilitation of negotiation with lenders, creditors.
- Monitoring the implementation of the plan.

Business valuation

We play a key role in valuing sell-outs, buy-outs and existing businesses by employing appropriate valuation basis/ methodologies on an assessment of legal, operational and financial aspects.

Our Services

TRANSACTION / COMPLAINE & OUTSOURCING SERVICES:

Transaction services are aimed at helping companies in saving their time and operate more efficiently. Under this category we offer following services:

- Comprehensive accounting, Transaction processing and Preparation of Financial Statements
- Due diligence Services
- Financial Modeling Services
- Deal Structuring
- Valuation Support services (Business & Share Valuation)
- Assisting in Legal Compliances under various statutes
- Payroll processing including WHT (Withholding Tax Implications)
- Audit Support Services
- Secretarial Support Services Etc.

Our Clients

To ensure confidentiality is not breached names and references of our clients are provided only on request and on obtaining client clearance.

Our Client base falls under following sectors;

- *Chemicals*
- *Education & Welfare*
- *FMCG*
- *Government funded Banks*
- *Hospitality*
- *Infrastructure*
- *Manufacturing*
- *Media*
- *Pharmaceuticals*
- *Real Estate & Construction*
- *Retailing & Distribution*
- *Trading Etc.*

Track Record

Our client successes are as diverse as business itself and cover all sorts of industries. Our disciplinary approach towards the Corporate Governance and social responsibility has helped us to establish a strong base in domestic market. With our broad reach across industries, functions and geographies, we've helped our clients achieve extraordinary business results.

Our Team

WE HAVE EXPERIENCED AND PROFESSIONALLY FOCUSED TEAM OF *SIX PARTNERS* WORKING ON GROUND, WHO ARE DEDICATED TO PROVIDE EFFICIENT SERVICES IN A CONSISTENT MANNER.

o **CA NIRMAL NAGPAL**

CA Nirmal Nagpal, is the senior most Chartered Accountant in the firm having experience of more than 30 years post Qualification. He is a fellow member of the Institute of Chartered Accountants of India. He specializes in Taxation, Financial Consultancy, Tax matters involving complex problems. He has represented sizeable number of companies for Income Tax and Corporate Tax.

His great analytical & technical skills towards the subject help in solving clients complex problems with great ease. Being the senior most partner all the expert opinion relating to complex problems are delivered by him.

CONTACT DETAILS:

Cell : +91 93228 02740

E-Mail: nirmal@cakmco.com

Our Team

- o **CA RAJESH KRIPLANI**

CA Rajesh Kriplani is the founder member of KMCO, leads the Taxation & Compliance Vertical. He is a fellow member of the Institute of Chartered Accountants of India. His core skills lie in understanding client's requirements and transforming them into satisfying results.

Since over a decade, he has obtained rich experience of 15 years in various fields, such as Taxation Laws, Company Law, Auditing, Corporate Finance liaison, Internal Audit Services, etc. He handles various issues with equal ease but his core expertise lies in Direct Taxation, Financial Consultancy, and Service Tax for complex problems.

CONTACT DETAILS:

Cell: +91 98204 21455

E-Mail: rajesh@cakmco.com

Our People

- **CA NICKY MILANI**

CA Nicky Milani is co-founder member of KMCO. He is an Associate member of The Institute of Chartered Accountants of India. Nicky has good experience in Accounting, Auditing, and Direct & Indirect taxation. Apart from the same he has expert knowledge in project financing, project planning and Tax Management.

Nicky is not only equipped with wide array of knowledge in service tax but also keeps good practical knowledge to handle the given situations. He has handled various Financial Due diligence projects and has contributed towards successful completion of such projects. His expertise in consultancy and thorough knowledge in the subject has made him a proficient in handling any related matters with ease and comfort.

CONTACT DETAILS:

Cell: +91 98220 91971

E-Mail: nicky@cakmco.com

Our People

- **CA BHARAT KRIPLANI**

CA Bharat Kriplani is an Associate member of The Institute of Chartered Accountants of India. He is having specialization in Transfer Pricing and other related International Tax Matters. Before joining the firm he has gained expertise by working on Independent Assignments in Transfer Pricing of some of the reputed corporates in a well known and reputed firm in Mumbai for a continuous period of two years. He is also a Qualified Company Secretary.

CONTACT DETAILS:

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E-Mail: bharat@cakmco.com

- **CA LATISH ALWANI**

CA Latish Alwani is an Associate member of The Institute of Chartered Accountants of India. His specialization range and core skills are in Accounts and Finance related matters of any type of the entity. He also specializes in the matters relating Project Financing and Income Tax Matters. He is also an active learner and professor having his own institution for training and teaching CA students, so in a way he has mastered the art of handling complex problems with great ease.

CONTACT DETAILS:

Cell: +91 97302 55300

E-Mail: latish@cakmco.com

Our People

- **CA GIRISH NAGPAL**

CA Girish Nagpal is an Associate member of The Institute of Chartered Accountants of India. His specialization range and core skills are in Internal Audits, Due Diligence, Internal Controls & Indirect Taxation relating to MVAT matters. He heads the Audit Division of the firm. He has been associated with the firm since his articleship and has gained expertise in the above mentioned areas. He has also mastered the art of handling clients in a professional and satisfactory manner more specifically in management presentations. He is also a Qualified Company Secretary.

CONTACT DETAILS:

Cell: +91 93236 01491

E-Mail: girish@cakmco.com

The team at KMCO is dedicated, efficient, co-operative and skilled to fulfill all the requirements of our valued clients. This team is expected to advance further strengthened by like-minded and experienced people from the industry to form its associates.

Our People & Office

**Other than the partners as mentioned we have dedicated team of the following members
Strength of Staff/ Associates actively working with the firm:**

| | |
|---------------------------------|----|
| Qualified Chartered Accountants | 02 |
| LLB | 02 |
| MBA | 02 |
| Semi qualified assistant | 10 |
| Administrative staff | 05 |
| Other staff | 05 |

Office Infrastructure

Our office is situated at heart of the financial capital of India, Mumbai & having branch office in Pune & Ulhasnagar. The firm has its associates stationed in all the metro cities of India. Our office is fully equipped with all latest Information Technology appliances for working purpose and all the latest reference materials. There is sufficient team other than core team to meet out client requirements. However, considering our commitment towards high quality services to our clients, our team keeps on growing with more and more associates with strong academic background and having good exposure in the related areas of responsibility.

Contact US

We trust that you will find this proposal responsive to your needs and we will be pleased to have an opportunity to discuss our credentials with you to address any queries or provide additional information that may be required.

Our contact details

HEAD OFFICE:

203, Mint Chambers, 45/ 47, Mint Road, Opp GPO Fort, Mumbai - 400 001. Tel No. 022 - 3020 6855: Email: office@cakmco.com

PUNE OFFICE:

32/33, Mahavir Darshan, Timber Market, Next to Jain Temple, Bhawani Peth, Pune - 411 042. Tel No. 020 - 2644 6671.

ULHASNAGAR OFFICE:

Office No. 1, Ground Floor, Dreamland Apartment, Near Bansuri Hotel, Goal Maidan. Tel No. 0251 - 2730578.



Thank you

We thank for co-operating and giving your valuable time out of your busy schedule for the underlying task and looking forward for a professional association.

NOTE: This presentation is only to introduce our firm, and to give you a birds eye view as to how we would carry out the assignment if appointed
We are not soliciting any work or advertising for any work against the regulations of the Institute of Chartered Accountants of India.