

KPSN
Consulting LLP

TAX | RISK | ADVISORY

Profile



January 2017

Strictly private and confidential

Who we are?

- *KPSN Consulting LLP (KPSN) is a new age professional services organization offering range of Tax, Risk and Advisory solutions for businesses of all sizes, at the local, national and international levels*
- *We enhance value for clients by focusing on solutions that are innovative, yet practical and that can be implemented*
- *We are team of high quality professionals having domain expertise with analytical rigor, uncompromising focus on quality and passion for excellence*
- *We are committed to make a difference for our clients and to our people, and we deliver this difference through the integrity of our efforts and by living our core values*

Our Values

- *To be the best professional services firm to work with and work within*
- *We would put client priorities before our priorities*
- *Our work will always portray high levels of integrity, ethics and quality*
- *Deliver the best of our firm to all clients beyond their expectations in an efficient, timely and cost-effective manner*
- *We will dedicate ourselves in pursuit of excellence in all of our professional endeavors*

The KPSN Advantage

- *We are young & fresh with enthusiasm and the courage to lead*
- *Blend of energy with experience*
- *We respect our client needs and deliver at the right time*
- *High levels of integrity, quality, respect and team building*
- *Always updated on the changing rules, regulations and principles of the law*

What we do?

KPSN offerings are structured under the following practice areas:

- *Tax & Regulatory*
- *Risk Advisory*
- *Business Advisory*

Tax & Regulatory Services

- ***Domestic Tax (Corporate & Personal)***
 - *Advisory*
 - *Compliance*
 - *Litigation*
- ***International Tax***
 - *Inbound Investments*
 - *Outbound Investments*
 - *Services for Foreign Institutional Investors (FIIs)*
 - *Transfer Pricing*
 - *Expatriate Tax services*

Tax & Regulatory Services

- ***Indirect Taxes***
 - *VAT & Sales Tax*
 - *Service Tax & Customs*
 - *Policy Advisory*
 - *CENVAT*

Domestic Tax Services

- ***Advisory***
 - *Tax planning approaches into business plans*
 - *On-line tax advisory for positions to be adopted in the tax return*
 - *An approach that seeks to reduce tax cost*
 - *Withholding tax advisory and assistance in obtaining nil/lower withholding certificates from tax department*

- ***Compliance***
 - *Preparation/Review of tax returns for corporates, firms, individuals, trusts and such other person under the Income Tax Act, 1961*
 - *Review/Assistance in advance tax computations*
 - *Review / Assistance in withholding tax workings & returns and assistance in filing of the same*
 - *Other compliance issues such as tax registration, dealing with issues of withholding tax payment and returns, certification, to name a few*

Domestic Tax Services

- ***Litigation***

- *Replies to show cause notices*
- *Replies to other legal notices*
- *Appeals / petitions before Appellate Forums and Courts*
- *Dispute Resolution Panel (DRP) Application*
- *Settlement Commission Application*
- *Seeking Advance Rulings*

- ***Representation services***

- *Appellate Authorities – Assessing Officers, Commissioners, Tribunals, Settlement Commission, AAR to name a few*
- *Assistance during survey / search proceedings*

International Tax Services

- ***Inbound Investments***

- *Tax efficient holding company structuring*
- *Due diligence of the Target*
- *Selection of jurisdiction which would best meet the tax and commercial objectives*
- *Appropriate capital structure addressing issues like ease of funding and tax optimization*
- *Business models that ameliorate permanent establishment risks*
- *Cross border treasury and finance*
- *Evaluating IP domicile jurisdiction and structuring IP transfer in a tax efficient manner*
- *Tax efficient cash repatriation and up streaming*
- *Review of international tax attributes including planning for group effective tax rate reduction*

International Tax Services

- ***Outbound Investments***

- *Advising on cross border investment strategies and evolving optimal ownership/jurisdiction structures for investment into a particular jurisdiction which include setting up an International holding company, global sales company, etc.*
- *Advising and assistance on entity structuring, capital structuring and regulatory approval process in selected jurisdiction*
- *Assistance in finalizing/review of shareholders, joint venture and other relevant business agreements*
- *Assistance in finalizing/review of financial projections*
- *Identifying and enhancing tax and fiscal incentives including obtaining any tax rulings in selected jurisdiction*
- *Striving to enhance tax credit and income deferral in India. mergers and acquisitions and due diligences.*

International Tax Services

- ***Services for FIIs***
 - *Investment structuring*
 - *Tax compliance related services*
 - *Transaction advisory*
 - *Registration and approvals from regulatory authorities like the SEBI, RBI, FIPB to name a few*
- ***Transfer Pricing***
 - *Transfer Pricing and Supply chain planning*
 - *Advise on pricing of a particular international transaction*
 - *International transfer pricing policy drafting*
 - *International and domestic transactions analysis and benefit documentation advisory*
 - *International and domestic transfer pricing controversy risk management*

International Tax Services

- ***Expatriate Tax Services***
 - *Expatriate Assignment Planning (Inbound & Outbound)*
 - *Employee compensation structuring*
 - *Expatriate related tax registrations and compliances*
 - *Employee Equity incentive planning and compliance (ESOP)*
 - *Social Security advisory & compliance*
 - *Foreign exchange regulations advisory*
 - *Payroll diagnostic reviews*
 - *Tax Assessment representation and support*

Indirect Taxes

- ***Value added tax / Sales Tax***

- *Registrations, Compliance – Tax Payment and Returns*
- *Advice on classification issues, availability of credit & other related aspects, possible tax optimization opportunities and compliances*
- *Tax cost effective transaction planning*
- *VAT audits and process reviews*

- ***Service Tax***

- *Registrations, Compliance management – Payment advise and Returns*
- *Advise on taxability of a service and classification thereof and compliance*
- *Diagnostic and Cenvat credit reviews*
- *Assistance in obtaining service tax rebate / refund from tax authorities*
- *Assistance during service tax audits*
- *Advise on special transactions such as cost sharing arrangements, import of technology, technical know how, etc.*

Indirect Taxes

- ***Policy Advisory***
 - *Entity structuring under fiscal incentive schemes*
 - *Transaction structuring for optimising fiscal incentives*
 - *License approvals*
 - *SEZ / STPI / EOU setup, compliance and strategy consulting*
 - *Foreign trade policy*
- ***Customs***
 - *Optimization of customs duty savings through appropriate classification, exploring various exemption and incentive schemes*
 - *Special Valuation Branch (‘SVB’) – Advice regarding approach to SVB, assistance in submissions, representations and reviews*
 - *Developing policies and procedures for key tax functions, preparation of SOP for tax compliances, Training key employees etc.*
 - *Diagnostic and compliance reviews*

Indirect Taxes

- ***CENVAT***
 - *Advise on classification, valuation and Cenvat credit scheme*
 - *Assistance in assessing Cenvat liability and identifying concessions / benefits*
 - *Identification of planning opportunities*
- ***Other services***
 - *Applicability of R&D Cess on import of technology/ deputation of foreign personnel and credit/ adjustment against service tax*
 - *Advice on tax efficient business models*
 - *Financial modeling from an indirect tax perspective*
 - *Advice on EPC contracts and associated tax optimization opportunities (Contract modelling, drafting and review)*
 - *Contract negotiations from Fiscal perspective*

Risk Advisory Services

- *Internal Financial Control Framework*
- *Audit Strategy / charter development*
- *Positive assurance frameworks*
- *Internal Audit / Internal Audit department set up*
- *Statutory compliance reviews*
- *Concurrent or Pre Audits*
- *Governance framework development*
- *Enterprise Risk Management implementation*
- *Fraud Risk Assessment*
- *Investigations*
- *Early warning systems*
- *Mitigation strategies*

Risk Advisory Services

- ***Process Advisory***
 - *Corporate Policies drafting and implementation*
 - *Standard Operating Procedures and HR Manuals*
 - *MIS Build - Operate – Transfer*
 - *Process Improvements and Desktop diagnostic reviews*
 - *Data Analysis and dash boards*

Business Advisory Services

- ***General Business Advisory***
 - *Entity incorporation strategy*
 - *Business strategy formulation*
 - *Business Process re-engineering Advisory*
 - *Capital structuring and funds management & reviews*
 - *Corporate Finance*
 - *Investment Advisory*
 - *Business and Share valuations*
 - *CFO outsourcing services*
 - *Financial Planning & Business Performance measurement*
 - *Outsourcing (Payroll, Bookkeeping, Compliance, Process) Advisory services*

Our Key Clients



Our Key Clients



Amphenol



OCEAN CONNECTION PTE LTD



HATSUN®



Our Key Clients



Our Team & Experience

K Ravi – Mentor and Advisor

K Ravi has an experience of more than 35 years in advising and representing variety of clients across industry before the Supreme Court, High Courts, Tribunals and other legal forums. He specializes in Tax law and Corporate law litigation matters.

He is an Advocate and fellow member of the Institute of Chartered Accountants of India. His work experience would include heading the Chennai practice of BMR Advisors and further has run a Chennai based Chartered Accountants practice firm for almost 30 years in the name K Ravi & Co.

He has also been the Chairman of the SIRC of the Institute of Chartered Accountants of India and has been elected as Chairman / Vice Chairman of various professional associations like the International Fiscal Association, The CA Study Circle, The Society of Auditors to name a few.

Our Team & Experience

Prabhu Govindan – Managing Partner

Prabhu Govindan is a qualified Chartered Accountant and Company Secretary and holds bachelor degree in Commerce and Law with over 10 years of experience in tax, risk and regulatory matters.

Prabhu's areas of expertise include corporate income tax; personal income tax; foreign investment into India; tax issues concerning MNC's and tax litigation covering a wide spectrum of industries.

He has represented for various assesses before the AOs, Commissioners, Tribunals and before other regulatory authorities RBI, RoC, STPI etc.,

Prabhu has worked on various assignments for clients in Manufacturing, Distribution, Logistics, Business Support Services, Engineering & IT/ITeS.

His prior work associations were as a key resource of Tax & Regulatory Practice at a Big4 audit firm, as a FPnA professional, handling group reporting and process automation initiatives with one of the top management consulting firm in the world and also worked as a consulting professional in the areas of information systems audit, Sox testing and Process reviews.

Our Team & Experience

R Krishnakumar – Partner, Direct Taxes

R Krishnakumar is a qualified Chartered Accountant having more than 9 years of experience in advising & representing for clients spanning across various industries in areas of Direct Taxes & Transfer Pricing.

His prior work associations includes heading the Direct Tax function for a Spanish based MNC – Wind Industry Major and its subsidiaries.

He also has work experience with top Consulting Firms advising clients from various industries such as Automotive, Energy including renewable energy, Information technology, FMCG, Healthcare and media.

He has represented for various assesses before the AOs, TRO, TPOs, Commissioners and Tribunals and also handled VAT enforcements, Service Tax Department Audit / Investigations. He further has represented before investigation authorities like the Director of Revenue Intelligence, Director General Customs & Excise Intelligence, Director of Income Tax Criminal Investigation.

Our Team & Experience

Aswin Kumar S – Director, Risk Advisory Services

Aswin is a qualified Chartered Accountant and a commerce graduate from University of Madras. He has more than 9 years of experience specializing in Assurance, Financial reporting and Risk Management services.

His exposure in Risk Management covers a wide range of projects including Internal controls assessment and review, Sox testing, Process reviews and Performance improvement.

He also has exposure in the areas of Financial Reporting (IFRSs, Indian GAAP and US GAAP), Costing and Management reporting and Financial Audits..

He has worked for various clients across different verticals like Manufacturing, Banking, Insurance, Education, Energy, Engineering & IT/ITeS.

His prior work associations were with Spanish based MNC – Wind Industry Major and its subsidiaries as finance controller for wind turbine projects and with US based auto component manufacturer as Finance controller for their Chennai plant.

Our Team & Experience

Sangeetha Arunachalam – Partner, Risk Advisory Services

Sangeetha is a qualified Chartered Accountant and Company Secretary and holds bachelor degree in Commerce with over 8 years of experience in statutory audits, internal audits and management audits of corporates.

Her areas of expertise include consulting in Company law related matters, process consulting, SOPs and startup services.

She has lead internal audit teams for Taj Group of Hotels and Mahindra Holidays & Resorts India Limited. She has also been a part of the statutory audit team of Oriental Hotels Limited.

She has also handled compliances pertaining to Reserve Bank of India. She has worked on various assignments for clients across various verticals such as Information Technology, Marketing Services, Real Estate, Engineering Services, Retail, Tours & Travel, Education and Training, Recruitment, Air Conditioning and the like.

Our Team & Experience

Ramakrishnan Murali – Director, Risk Advisory Services

Ramakrishnan Murali is a member of the Institute of Chartered Accountants of India. He is also a qualified Cost Accountant and holds bachelor degree in Commerce with over eight years of experience in tax and regulatory matters.

He has more than 8 years experience in handling Statutory Audit, Internal Audit and Audit under the tax laws.

He has extensive experience in conceptualizing and implementing internal controls and financial procedures and actively involved in the maintenance and finalization of accounts, audits, taxation and Company law matters.

Further he has experience in Administration, Human Resources, and financial planning serving a variety of clients. He has worked with top tier 1 consulting firms in India advising variety of clients for various industries such as Manufacturing, IT, BPO, Real Estate to name a few.

Our Team & Experience

Rohit Ramesh – Director, Markets & Corporate Strategy

Rohit heads the Markets and Business Advisory Practice of KPSN.

Rohit has a Masters degree from the University of Edinburgh specializing in business management and has done his Bachelors degree from Loyola, Chennai in Economics.

His prior work experiences are with “The Hindu” group in Markets and Strategy vertical for more than 3.5 years and has brief international work experience in Singapore with the Energizer battery Ltd.

As an young entrepreneur he runs a magazine called the WTF Tabloid (What they feel) targeting specifically the college fraternity and owns a City Foot ball Club in Chennai called the Chennai City FC since 2013.

Our Offices

Registered office

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Thank you

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