

KrayMan Consultants LLP

Firm Profile



Who We Are

KrayMan Consultants LLP (**KrayMan**) is an accounting and multi-disciplinary advisory Firm headquartered in the National Capital Region of India and serving Clients across Pan India.

We specialize in Accounting, Taxation (including Income-tax, Transfer Pricing and Goods & Services Tax), Regulatory, Corporate Finance, Risk Advisory, Transaction Advisory, Compliance & Outsourcing, Payroll, Virtual CFO, Factories & Labour Law and Human Resource services.

A dynamic leadership and a vibrant team that is cross functional, multidisciplinary and domain experts also help to ensure impeccable service to our Clients with India Entry services, Market Analysis & Research, Pricing & Profitability, Budgeting & Cost Management, Risk Management, Insurance Advisory and Internal Controls.

Since inception, we have been associated with a mix of multinationals, domestic companies, non-corporate entities and expatriates Clients and expanding our global footprints through the following **Global Accounting Networks**:



PRIME ADVISORY
NETWORK LTD of LONDON

60+ countries

Prime Advisory Network (PAN), London - a network of Accountants and Lawyers with presence in 60+ countries



Cross Border Associates
Global Network of Trusted Business Advisers

100+ countries

Cross Border Associates (CBA), Germany specializing in M&A activities having presence in 100+ countries



KrayMan was founded in 2012 by professionals from Big 4 Consulting Firms and industry background. The Firm has a worthy blend of experience and youth. We are a team of professionals comprising of Chartered Accountants, Company Secretaries, Cost Accountants, Advocates and MBAs.

Memberships at National level



Japan Chamber of Commerce & Industry (JCCI)



Indian Importers Chambers of Commerce and Industries (IICCI)



Indo French Chamber of Commerce and Industry (IFCCI)



Confederation of Indian Industry

Confederation of Indian Industry (CII)



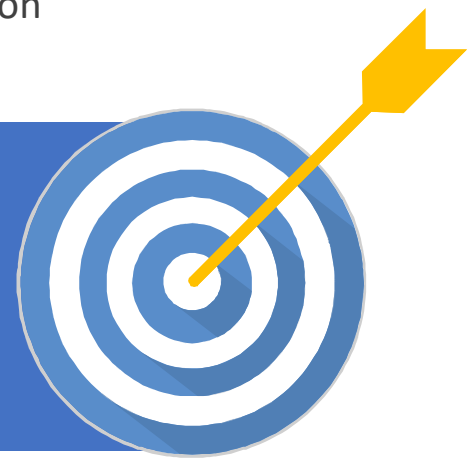
TiE – Delhi NCR Chapter (TiE)

Our Vision, Mission & Core Values



Our Vision is to be the trusted partner and advisor to international entities who are keen to set-up their business in India and Indian entities desirous in exploring global markets

Uphold at all times high standard of professional ethics that our Clients deserve and empowering talent who are committed to the Firm's core values, mission and vision



Our Mission is to be the ideal partner for our Clients in their journey of business from start-up through growth by delivering quality across a wide range of services.

WHAT WE STAND FOR

Our Values are our guiding principles which is deep-rooted in the work environment and catch reflection in the quality and commitment delivered to our Clients.



Act with Integrity

Upholding highest professional standards by doing business fairly & honestly, we express a culture of transparency. Integrity is our foundation.



Accountability

We take personal responsibility and ownership for own work. Commit to deliver on time and with high quality to our Clients.



Respect for Stakeholders

We are respectful, open and honest and build relationships based on trust.

Service Offerings



India Entry Services

- Assessment of Legal Entity options for Entry into India
- Market Study & Strategy Formulation
- Setting up of Presence in India & obtaining Tax & Other Registrations
- Simplifying the Procedures & Addressing the Bottlenecks
- Strategic, Governance & Management Advisory Services
- On-going Tax & Regulatory Advisory & Compliance services



Accounting & Payroll

- Accounting & Financial Reporting
- Preparation of Financial Statements
- Accounting System Implementation
- Forecasting & Projections
- Payroll Processing



Taxation

- Tax Planning & Advisory
- Direct tax: Corporate tax, Withholding tax, Expatriate tax, Transfer Pricing
- Indirect taxes / Goods & Services Tax (GST)
- Litigation Management Support
- Customs & Foreign Trade Policy



Risk Advisory

- Review of Financial Statements
- Risk Assessment, Advisory, Certification & Attestation
- Internal Control Reviews, Reporting requirements, Physical Verification of Assets
- Documentation, Testing and Implementation of Internal Financial Controls (IFCs)
- Audit Support on behalf of Management

Service Offerings



Regulatory

- Preparing & Maintaining Statutory Registers as per Companies Law
- Conducting Directors' & Shareholders' meetings as per Secretarial Standards
- Preparation of Agenda, Notices, Minutes & Resolutions of Directors' & Shareholders' Meetings
- Preparation & filing of Annual Return including Balance Sheet, Profit & Loss account & other documents
- Preparation & Filing of Forms with Registrar of Companies



Corporate Finance, Planning & Strategy

- Business & Strategic Planning for Growth
- Forecasting, Budgeting, Costing, Variance Analysis & Cost Reduction
- Internal Controls, Risk Policies & Manuals
- Working Capital Management
- Setting up of Commercial Processes including Negotiations & Sales
- Procurement Planning & Contracts
- Setting up of Dealership / Depot Network
- Project Finance



Virtual CFO

- Design & Implementation of Best Practice Framework for Internal Governance
- Setting up Standard Operating Procedures (such as Proper Authority for transactions, Internal Compliance Processes, Adequacy of Documentation, Filing System & Record Keeping)
- Evaluation of Internal Controls & Monitoring Results
- Timely & Accurate adherence with legal requirements



Transaction Advisory

- Mergers & Acquisitions
- Due diligence
- Compliance Health-Check
- Valuation
- Transaction Structuring
- Feasibility Studies

Service Offerings



HR Advisory

- Building HR Infrastructure
- HR Policy & Manual Design
- Talent Acquisition & Induction Policies
- Role defining & Competency framework
- End to end support in implementation of Prevention of Sexual Harassment of Women at Workplace (POSH) policy



Factory Registration & Labour Law Compliances

- Setting up Factories, Obtaining Registrations, Licenses and Renewals
- Trade License
- Clearances from Pollution Control Board
- Outsourcing of Compliances under the various Labour Laws
- Outsourcing of Manpower under Contract Labour (R&A) Act
- Third Party Payroll Management
- Advisory Services to the Establishments
- Legal Compliance Audit for established Factories & Shops
- Representing Management before Labour Office for litigation
- Last-Mile Compliances

Our Motto

“We let the Client focus on core business operations and leave the compliances to us”



Our Team

KrayMan is founded by professionals from eminent Consulting and Industry background. We are a Firm comprising of Business Consultants, Chartered Accountants, Company Secretaries, Lawyers & MBAs having diverse skill set, work experience and specialization.

Our team is capable & efficient and truly committed in providing timely, professional and quality services to our Clients by going that extra mile. As a reward each team member is provided a gratifying and enriching environment.

The Leadership team brings diverse knowledge and specialization to the team as well as a wealth of expertise with a focus on excellence, service and attention to detail. The top management and board of seasoned advisors bring in more than 2 decades of work experience to deliver impeccable service to 100 + Clients.

We are dedicated to continuously updating our technical knowledge as well as our professional competence, by creating a culture of persistent learning for our people.



Foreign Desks

In pursuit of extending global footprints, we have a **Japan Desk** and an **EU Desk** to support investments from these countries into India.

Mr. Y. Yamada heads the Firm's Japan Business in India. Mr. N. Yamada represents the India Desk in Japan. Our Japan Desk is responsible for developing relationship with existing Japanese Clients and provide market expansion support to Japanese companies wanting to invest in India. This desk ensures a smooth flow of information and allows for optimum co-ordination between Japan and India. Additionally, we are members with Japan Chamber of Commerce and Industry in India and share good relationship with various Japanese Banks in India.



Mr. R. Simons represents the Firm's EU Desk. He is responsible for developing relationship with European Clients and providing market expansion support to those wanting to invest in India. Our EU desk is supported by in-house professionals with experience in cross border transactions etc. We are also members of Indo-French Chamber of Commerce and Industry and have been serving various European Clients.



Our Differentiating Factors



What Do We Mean to Our Clients

“

We had wonderful experience with KrayMan. We never felt that we have outsourced to someone, the quality of services are excellent. We never had to follow up, team has always been quick in responding and understanding their responsibilities.

Japanese group engaged in distribution of Electronic Equipments

“

I really felt happy with the quality of staff deputed on my assignment who are not only a young talent full of energy, zeal, and dedication but are directionally oriented by KrayMan to service needs of its customers. Thanks, KrayMan for your support.

Leading French multinational Company

“

Very professional in approach. We are impressed with the quality of services we have received. The team is accommodating and keeps us on the right track with our requirements. They are prompt and helpful all the time

A Leading Real Estate Construction – Development Company in India

“

We appreciate your continuous support. Your updated information on tax and accounting in India is very useful. We rely on your support

Japanese multinational group engaged in the business of Confectioneries

“

KrayMan exceeded our expectations. Their specialist team provided valuable support throughout the process of buying another business, advising on matters arising from their due diligence work and technical advice on the tax aspects.

Chinese group engaged in manufacture & trading of footwear

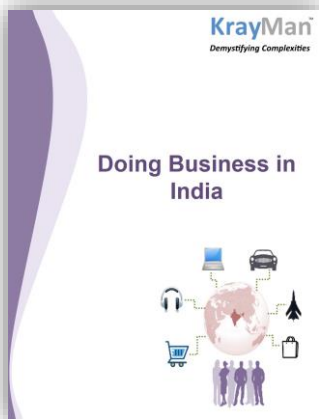
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I am pleased to state that our association with your company has really been a very fruitful exercise. The professionalism seen during the course of our interaction with KrayMan is commendable. We have taken a decision to use their services for our new JV with Japanese conglomerate also.

Logistics Company in India

Thought Leadership

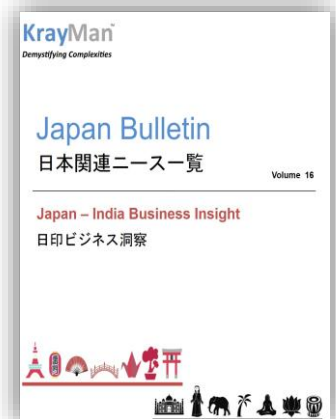
Our monthly, quarterly and yearly publications is shared with Clients with an endeavor to keep them regularly posted on professional updates related to Indian laws & regulations. To subscribe to any of our below Thought Leadership, please write to us at communications@krayman.com



Yearly publication giving insight into India as a growing economy, FDI policy, forms of doing business etc.



Tax Edge: Monthly bulletin covering Tax & Regulatory updates



Monthly Bulletin capturing news & updates from both Japan & India



Articles/quotes in various magazines and forums like ET CFO, IFCCI, Taxmann etc.



Monthly GST bulletin



Periodic other updates on specialized services

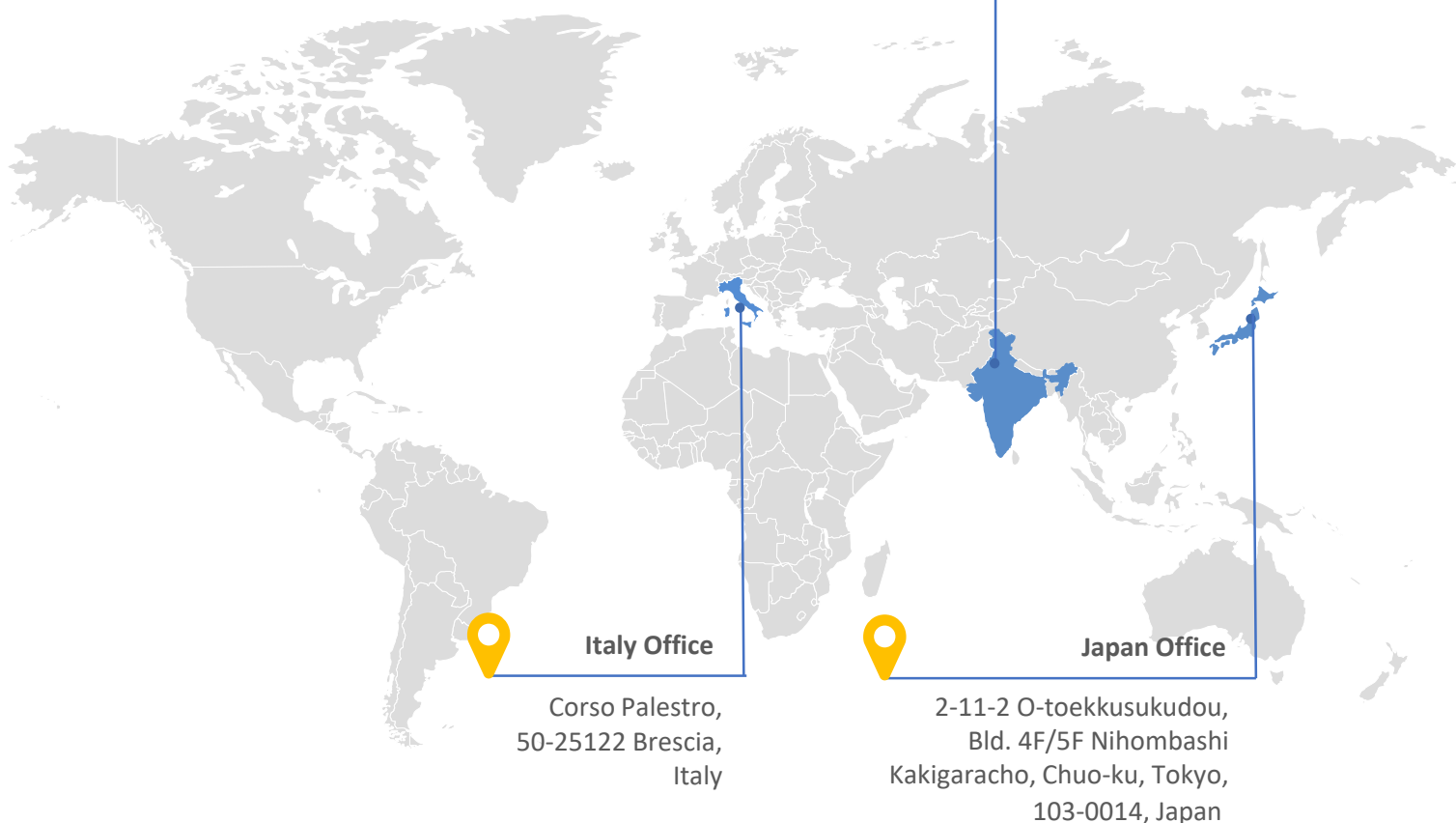
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Should you wish to know more about the specific areas of competencies, approach, and our experience, you should write to the sender of this document.

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