CASE STUDY

India Expansion Strategy for a UK apparel company

ABOUT THE CLIENT

A UK-based apparel manufacturer and retailer with a widespread presence, including branches in Aberdeen, Manchester, Liverpool, Oxford, and several other cities.

BUSINESS CHALLENGES

The UK-based organization sought to establish back-end supply chain operations in India to support sales across various UK cities. The key objectives of this expansion included:

- Setting up an India-based delivery center to manage manufacturing in alignment with business requirements.
- Assisting in location selection and identifying potential vendor and supplier partnerships.
- Establishing accounting, taxation, and compliance frameworks in India, ensuring seamless operational execution

OUR SOLUTIONS

We assisted the client by deploying a team of dedicated professionals, ensuring the timely delivery of high-quality work, which facilitated the successful establishment and operation of their Indian entity.

Setting up India Entity

- Developed the India structure strategy
- Assisted with Legal Entity formation
- Supported with Regulatory approvals and registrations
- Taxation structure set up and applicable registrations
- Defined Chart of Accounts
- Defined departments and cost centers for Accounting purposes

Transactional & Regulatory Support

- Assisted for Regular transactions processing and booking of accounting entries
- Supported with Book closing and summarized reporting periodically
- Prepared annual financial statements
- Prepared transfer pricing study, report and compliance
- Prepared and filed Income and With holding Tax returns.
- Prepared and filed of Softex returns.
- Direct and indirect tax compliance

Transactional & Regulatory Support

Audit Support

- Acted as a single point of contact with auditors
- Assisted with the preparation of PBC as per auditor requirements
- Prepared/ compiled audit schedules and other requirements raised by auditors
- Assisted in the resolution of auditor's queries for efficient closure

HR Support

- Payroll Processing
- Recruitment support
- Other HR related activities

BUSINESS IMPACT

Valueonshore Advisors assisted the company in establishing its India operations. The key impact of our efforts included:

- Efficient set up of India Operations
- Assistance in supply chain setup
- Setting up of monthly reporting structure
- Ongoing Accounting support
- Monthly financial closure
- Financial Statement preparation with Notes to accounts
- Preparation of audit schedules
- Single point of contact for auditors for efficient closure

ABOUT US

Valueonshore ("VOS") Advisors is a global business advisory firm of Big 4 alumni and industry leaders, supporting financial executives on complex, high-impact matters across accounting, M&A, risk, and managed services. Founded in 2009, the firm has grown to ~400 professionals across the **U.S.**, **India**, and the **UAE**, serving mid-cap and high-growth companies as a trusted partner in navigating complexity and driving value.

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