

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 NEED

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 SOLUTION

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 Withholding Tax returns.
- Prepared and filed of Softex returns.
- Direct and indirect tax compliance

Audit Support and HR 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

Headquartered in Gurgaon, Valueonshore Advisors is a specialized professional services firm managed by the Big 4 alumni and industry executives. Our portfolio includes multi-billion dollar companies, mid-cap public, and pre-IPO companies that range from late stage to early stage. We are a trusted, preferred partner for various multinational and Indian clients who engage us for our functional expertise, industry knowledge and for our objective solutions for complex problems.

If you need any further information on our services, please contact us:

Raj Narayan Roy

Vice President

raj.roy@valueonshore.com



Himanshu Sondhi

Vice President

Himanshu.sondhi@valueonshore.com



OUR OFFICES

Gurugram – Enkay Tower

Enkay Centre, Wing A, Second Floor, Plot No A, Vanijiya Nikunj, Udyog Vihar, Phase V, Gurugram-122016

Hyderabad

CWS One, Plot No: 40, 41 & 42, Survey No: #54 Kondapur, Serilingampally, Hyderabad, Telangana 500084.

Mumbai

6th floor A Wing Ackruti Trade Centre, Road No. 7, Kondivita, Andheri East, Mumbai, Maharashtra 400047

Gurugram - Ocus Technopolis

Third Floor Tower A, Ocus Technopolis, Golf Course Road, Sector – 54, Gurugram - 122002

Bengaluru

2nd & 3rd Floor, 235,13th cross Road, 2nd Stage, Indiranagar, Bengaluru, Karnataka 560038

USA

572, Cascade Dr, Sunnyvale, CA, 94087

UAE

2603, Saba Tower 1, Jumeirah Lake Towers, Dubai, UAE



www.valueonshore.com

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