VALUEONSHORE

CASE STUDY

India Expansion Strategy for a UK apparel company

ABOUT THE CLIENT

- The client is a UK-based apparel manufacturer and retailer. They have a nationwide presence with branches in Aberdeen, Manchester, Liverpool, Oxford, and other UK cities.
- The company has a strong and established brand footprint, with a focus on delivering quality and affordability. It caters to multiple retail segments and serves a diverse customer base across the UK.

BUSINESS NEED

The UK organization was looking to set up back-end supply chain operations in India.

- The India operation was envisaged as a delivery center focused on manufacturing aligned to UK demand requirements
- Location evaluation and site selection in India, including identification of suitable vendor and supplier partners
- Set-up of accounting, taxation, and statutory compliance frameworks in India, along with support for ongoing operational execution

BUSINESS IMPACT

Valueonshore Advisors assisted the company with setting up its India structure. The major impact of work done by us 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

BUSINESS SOLUTION

We supported the client by providing them with dedicated professionals todeliver quality work within the stipulated deadlines thereby helping the clientto set up and operate the Indian entity.

Setting up India Entity

- Developed the India operating structure and strategy
- Supported legal entity formation, regulatory approvals, and statutory registrations
- Established tax structure, Chart of Accounts, and accounting cost centers/departments

Transactional & Regulatory Support

- Supported day-to-day transaction processing and accounting entries
- Assisted with periodic book closures and summarized management reporting
- Prepared annual financial statements
- Managed transfer pricing documentation and compliance
- Handled direct and indirect tax compliances, including income tax, with holding tax, and Softex filings

Audit Support and HR Support

Audit Support

- Acted as single point of contact with auditors
- Prepared PBC documentation and audit schedules
- Coordinated and addressed audit queries and information requests
- Supported timely and efficient audit closure

HR Support

- Payroll Processing
- Recruitment support
- Other HR related activities

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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