

# **SAS PARTNERS CORPORATE ADVISORS PVT LTD**

## **Your Trusted Advisory Partner in India**



# About Us

**We are a  
professional  
services  
organization  
committed to  
service  
excellence**

- We incubate, develop and enable businesses to grow and succeed in India. We have emerged as a comprehensive India setting up and subsidiary administration partner
- Strong market presence and association with Indian and foreign businesses
- Serving clients from diversified industries and experience of successful association with reputed global majors
- Versatile team comprising of finance, taxation, legal, manufacturing, engineering and business professionals, supported by a team of senior technical talent from industries
- Deep rooted entrepreneurial, professional and regulatory relations
- Listed as the Business Service Provider in India by various Federal Trade and investment promotion agencies from different countries such as United States, Canada, Australia, France, Japan etc.,
- Offices in Chennai, Bangalore, Hyderabad, New Delhi and Nantes- France

**16 +  
years**

**350+  
clients**

**18+  
nations**

**10+  
sectors**

**75+  
team**

**10+  
chambers/  
agencies**

# Our Business Spectrum

## What do we do?

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- Corporate Regulatory Advisory & Support
- Finance, Taxation & HR
- Business Advisory
- Recruitment & Staffing

## Who do we engage with?

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- Foreign Companies setting up in India
- Investors / Companies raising capital
- Law Firms from India and Abroad
- Domestic Companies

## How do we do it?

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- Client- centric approach
- Highly motivated & talented people
- Investments in Technology & Infrastructure
- Multi-level service delivery model

# Corporate Regulatory Advisory & Support

These services provide expert guidance to businesses navigating complex regulatory landscapes and assist in compliance with applicable regulations, ensuring legal adherence and mitigating risks.

## Advisory Engagements

### RESTRUCTURING SUPPORT

- ESOP/ Buyback/ Capital Reduction
- Minority Buyouts
- Documentation for Mergers
- Implementation of Schemes

### ADVISORY SUPPORT

- Company law Opinions
- CSR Advisory & Implementation
- ECB Advisory & Implementation
- NBFC Advisory
- FEMA Advisory
- SEBI Advisory

### TRANSACTION SUPPORT

- Due Diligence
- Compliance Study
- Closure Transaction Support
- AOA Amendments based on SHA/ SPA

### OTHER SERVICES

- Entity Formation
- FDI Compliances
- ROC Compliances
- Adjudication/ Compounding

## Retainerships

- Company Law Compliance
- Company Law Advisory
- SEBI & Stock Exchange Compliance
- FEMA & RBI Compliance
- Periodical Compliance Study & Reporting

# Finance, Taxation & HR

**Our comprehensive approach ensures seamless coordination between key business functions, promoting efficiency and compliance in your business.**

## Advisory Engagements

- **CFO Services**
- **Financial Planning / Budgeting**
- **Internal / Management Audit**
- **Due-Diligence, Compliance Audit**
- **Valuation, Financial Opinion**
- **Restructuring Advisory**
- **Income Tax / GST Advisory**
- **Transfer Pricing Study / Agreements**
- **Employment/ HR Documentation**
- **Labour Law Advisory**
- **Appeals & Representation**

## Retainerships

- **Bookkeeping & Accounting**
- **Income Tax and GST Compliances**
- **STPI / SEZ Compliances**
- **Payroll Administration**
- **Labour, Establishment and Statutory Compliances**

# Business Advisory

**Our business advisory services assist in decision-making, risk management and growth strategies, aligning with your organizational goals.**

- **India Entry Solutions / Strategic Support**
- **Economic Analysis, Industry Research, Business Plans, Feasibility Studies**
- **Tendering/ Bidding Advisory**
- **Location Selection Advisory**
- **Incentive Studies and Planning**
- **Project Management for Greenfield setting up & Expansions**
- **Manpower Planning, Recruitment, Staffing and Industrial Relations**
- **Partner/ Vendor/Customer Identification**
- **Exit Strategies & Business Closures**
- **M&A sell-side & buy-side, Joint Ventures, Strategic Investments**



# Recruitment & Staffing - Our service Coverage

Our recruitment and staffing solutions are designed to meet the unique needs of companies by securing top talent across essential functions and levels. With deep expertise across a wide range of industries, we ensure that you have the right people in place to drive your business forward.

## Industries

- Manufacturing
- Information Technology
- Aerospace & Defence
- Renewable Energy
- Financial Services
- Legal
- Trade & Investments

## Functions

- Finance & Accounting
- Operations
- Human Resources
- Sales & Marketing
- Project Management
- Information Technology

## Positions

- Senior management positions including but not limited to,
- CXOs
  - Directors
  - Functional Heads
  - Managers
  - Advisors/ Consultants

# Our Services for foreign companies setting up in India

Our range of services are aligned with the expectations of foreign companies establishing their presence in India through Global Captive Centers/ R&D units, Manufacturing or Sales & Marketing subsidiaries.

## Greenfield Setting-Up

### ADVISORY

- Strategy, Research & Business Planning
- Tendering/ Bidding Advisory
- Partner Identifications
- B2B & B2G Engagements
- Incentives, Location Studies

### IMPLEMENTATION

- Entity Structuring & Incorporation
- Greenfield Project Setting Up (Factory/ Office)

### POST IMPLEMENTATION

- Finance, Accounting & Taxation
- Company Secretarial, FDI & Legal
- HR & Payroll

## Investments, Joint Ventures & Acquisitions

- Strategy
- Target/ Partner Identification
- Valuations/ Commercial Evaluations
- Due Diligence
- Negotiation
- Documentation

## Other Services

- Commercial & Legal
- Restructuring, Due Diligence & Transactions Support
- CSR Advisory
- IEC, STPI



# Our Services for Investors/ Companies raising capital

Our range of services can help you if you are a Company looking for Funding options to grow your business or an investor looking for making guided investment decisions.

## Transaction Support Services

- Due Diligence – preparation, defence
- Compliance study report
- Secretarial Support for closing transactions
- AOA Amendments based on SHA/ SPA
- SPV formation for transactions and SPV maintenance
- Corrective actions before/ after the Due Diligence/ Investment
- Advisory to adhere to SHA/ SPA/ AOA

## Continued Retainer support

- Periodical Due Diligence/ Compliance study of invested companies
- Retainer Advisory and Support for adhering to SHA/ SPA/ AOA
- Retainer support for Compliances and regular filings
- Yearly Audit/ Review of the Company
- Accounting / Taxation/ GST/ Payroll/ Establishment compliances

## Restructuring Support Services

- ESOP Execution
- Buyback/ Capital reductions
- Minority Buyouts
- Merger/ De-Merger documentation
- ROC/ MCA liaising for M&A
- Implementation of Schemes

## FEMA Advisory & Support

- FC-GPR/ FC-TRS
- ECB documentation and periodical filings
- ODI and filing Support
- Compounding/ Adjudication under MCA/ RBI
- Company Law Advisory & Support

# Our services for Law Firms in India & Abroad

Our specialized teams in India Entry Advisory, transaction support and compliance services cater specifically to law firms enabling them to assist companies effectively.

## India Setting up & Management Services

- Entity Formation
- Company Secretarial Support
- Accounting / Taxation/ GST/ Payroll/
- Establishment/ STPI
- Labor Law & Compliances

## FEMA Advisory & Support

- FC-GPR/ FC-TRS
- ECB documentation and periodical filings
- ODI and filing Support
- Compounding/ Adjudication under MCA/ RBI
- Company Law Advisory & Support

## Transaction Support Services

- Due Diligence/ Compliance study report
- Secretarial Support for closing transactions
- AOA Amendments based on SHA/ SPA
- SPV formation for transactions and SPV maintenance
- ROC filing relating to transactions

## Restructuring Support Services

- ESOP Execution
- Buyback/ Capital reductions
- Minority Buyouts
- Merger/ De-Merger documentation
- ROC/ MCA liaising for M&A
- Implementation of Schemes

# Our services for Domestic Companies

Our services offer specialized guidance on compliance with local laws and regulations, ensuring seamless adherence to the legal framework.

## Advisory Engagements

- GST Advisory/ Imports
- Tendering/ Bidding Advisory
- Partner Identification/ JV Advisory
- Customs Import/ Export Advisory
- Entity/ Shareholding Restructuring
- Due Diligences/ Support on DD
- Advisory on adherence to SHA/ SPA/ AOA
- Advisory/ Implementation of ESOP/ Buyback/ Capital Reduction
- Merger/ De-Merger Support
- FC-GPR/ FC-TRS/ ECB/ ODI
- Adjudication/ Compounding of offences
- Periodical Compliance Reviews
- CSR Advisory & Implementation
- Management Audits
- Capital Market Advisory/ IPO Advisory
- NBFC Advisory

## Retainerships

- Company Secretarial Compliance
- SEBI & Stock Exchange Compliance
- FEMA & Forex Law Compliance
- Direct & Indirect Tax Compliances
- NBFC Compliances

# Know our people



**SOY JOSEPH**

Director – Regulatory Advisory  
ACS, ACIS (UK), BL

- 22+ years of experience in the corporate and advisory practice
- Expertise in advising foreign companies on regulatory aspects during planning and executing Indian project / business setting up
- Specializes in Corporate Law, Inward & Outward Investments, Audits & Diligence, Corporate Governance and Statutory Research & Compliance.



**ALEX T. KOSHY**

Director – India Entry and M&A  
MBA (UK), CIMA (Ad Dipl), ACS

- 17+ years of experience in India entry strategy, corporate finance, M&A/ PE and capital markets
- Strategic advisor owing to his global exposure and Indian industry & business knowledge
- Expertise includes Strategy & Business Planning, Cross Border Trade & Investments, Business Development & Strategic Relationship Building.



**SONY MATHEW**

Director – Regulatory Advisory  
ACS, MBA, LLB

- 17+ years of experience in advising domestic and foreign subsidiaries in India
- Expertise in organizational building, product development, process management and stakeholder relations
- Specializes in Corporate Law, Business Structuring, Due Diligence, M&A, Takeover and Capital Market Transactions.



# Know our people



**JEAN CHARLES THUARD**

Senior Advisor - India Entry  
MBA (Marketing, Finance - France)

- 30+ years of Industry experience in market entry and expansion strategy development, M&A, Marketing, Change & Transformation management
- Lived in India and served as the Managing director of Legrand group subsidiaries - India, China and Singapore for about 17 years. Handled organization's strategic development and Indian market expansion
- An India expert who can provide strong multi-cultural know-how, business intelligence and in-depth knowledge of Indian as well as French markets.



**RC PILLAI**

Advisor – Taxation & Commercial  
M.Com, CMA

- 32+ years of versatile experience in both Direct & Indirect Taxation
- Experience in GST Roll out, Tax Planning & Strategy, Audits & Litigation Management, Customs-Import & Export, DGFT matters, Tax Planning for EPC Projects, Risks, Commercial & Contracts Management, Bidding support till the execution on contractual & commercial clauses
- Played a key role in representing to the Govt on Production Linked Incentives (PLI) for the mobile phone Brands
- Previously with Lenovo Group as the Tax Director, ABB, Crompton Greaves and McNally Bharat Engg.



**B CHANDRA**

Advisor – Company Law  
ACMA, ACS

- 17 years of unique experience working in the Ministry of Corporate Affairs as Indian Company Law Service officer
- Worked in different capacities as Registrar of Companies, Inspecting and Investigating officer
- Handled Mergers and Demergers including Drafting of the scheme, obtaining approvals from the Govt, Preparing Data Room for audit by Court appointed auditors in respect of the transferor Company
- Handled several FEMA matters.

# Know our people



**VIJAY KUMAR VADDADI**

Advisor – India Entry & International Affairs  
M.A (Economics)

- 35 years of experience as an economist and trade advisor
- An expert in Economic Analysis, Strategy, International Business & Cross Cultural Impact
- Over 30 years of association with the Netherlands Government. Set up the first ever trade and investment office anywhere in the world for the Netherlands Government in Chennai
- Was awarded the Knight of the Order of Oranje-Nassau by the King of the Netherlands
- Associated with Murugappa group as group economist and head of corporate services management division.



**MOHAN RAO K.**

Advisor - Engineering  
BE (Mechanical)

- 45+ years of experience in production, supply chain, quality assurance, process and new product
- Set up more than 10 green field / joint ventures in the engineering and manufacturing domain across India
- Associated and significantly contributed to the establishment and growth of German (Bosch, Widia), American (Stanadyne), and Indian business conglomerates in India.



**K.G. SUBRAMONY**

Advisor – Defence & Aerospace  
BE (Aeronautical)

- 40+ years of experience in Aerospace & Defence
- Expert with vast network and access to public enterprises & government organizations. Prior association with Hindustan Aeronautics Limited and Dynamics
- Deep understanding of A&D value chain and specializes in functions such as aircraft manufacturing, assembly, overhaul, tool engineering, lean manufacturing and Training.



**VENKAT SIVARAMAKRISHNAN**

Advisor – India Entry & Expansion, M&A, JV  
B.Tech

- 40+ years of expertise as a seasoned strategist, specializing in optimizing B2B profitability through efficient resource management.
- Skilled in establishing and managing new entities and manufacturing facilities in India and the Asia Pacific.
- Expert in brand development, market analysis, and achieving significant market share growth.
- Proficient in driving business development and sales growth through strategic operational management.
- Extensive business development experience in South-East Asia and India across multiple industries.
- Held key leadership roles at LMT Group and gained experience at Jebsen & Jessen Engineering, Widia India Ltd, and Greaves Cotton.



# Know our people



**MV VASUDEVAN**

Advisor – HR

PG Diploma (PM, IR & Social Work)

- 35+ years of experience in HR, Industrial Relations, Health Safety & Environment and legal in middle and senior management levels with public sector and private organizations
- Expert in organizational designing, manpower planning, policy development, training, PMS, compensation & rewards, cultural integration, reorganization, etc.
- Significant contributions and achievements in the areas of wage settlement, trade union relations, strikes & lockouts, manpower rationalization, terminations, employee engagements, skill development, and CSR
- Previously with GM Pens, Murugappa Group, Parryware, Roca.



**CHANDANA P.**

Sr Consultant - Legal

LLB, ACS

- 15+ years of experience with immense knowledge on corporate and commercial laws
- Expertise include commercial contracts, structuring investment transactions, supply chain management, Intellectual Property, advising group companies outside India on Indian laws, assisting litigation matters and advising clients on internal policies/ Code of Conduct for better governance.



**FARHA SULTANA**

Sr Consultant - Taxation

ACA

- 12 years of experience in taxation, specialising in providing advisory and litigation service in direct tax viz domestic and international taxation
- Advised on matters in relation to cross border taxation viz withholding tax obligation on Royalty, Fee for Technical Services, Interest, Capital Gains, Dividends, establishment of PE in India and POEM analysis
- Advised on tax implication for joint development agreement models, business restructuring including mergers and conversions
- Worked with Price Waterhouse & Co LLP, BMR Associates LLP and Manohar Chowdhary and Associates.

# Know our people



**SWARNAMUKHI N**

Associate Partner – India Entry & Business  
Support Services  
MBA (Fin), ACS

- 10+ years of experience with knowledge in finance, business and corporate legal domain
- Instrumental in nurturing and handholding foreign companies in establishing a business in India
- Spearheading the setting up of greenfield manufacturing facilities as a client account manager (successfully managed the end-to-end activities for 5 projects)
- Developed and continue to manage the accounting, payroll, tax, HR, & factory compliance and related advisory services to foreign subsidiaries and domestic companies.



**JAFEEL P.S.**

Associate Partner – Regulatory  
Advisory & Support  
ACS

- 10+ years of experience in corporate law advisory, due diligence & transaction advisory
- Advised multinational and domestic companies across industry segments towards setting a compliance mechanism based upon global standards
- Hands on expertise in conducting investor due diligences and special interest in foreign exchange management laws.



**ATHASI DAS**

Associate Partner – Regulatory  
Advisory & Support  
ACS, LLB

- 10+ years of corporate experience
- Expertise in corporate compliances, due diligences, NBFC compliances and issuance & listing of NCD
- Well-versed in handling the compliance management of key multinational subsidiaries.



**IYSHWARYA R**

Principal Associate – Regulatory  
Advisory & Support  
ACS, LLB

- 10 years of experience in corporate law advisory, corporate restructuring, intellectual property rights and corporate legal practice.
- Excelled in offering advisory services and opinions in corporate law matters including providing guidance for both foreign subsidiaries and domestic companies, including listed companies.
- Was part of EY India's Entity Compliance and Governance Practice.

# Know our people



**AMRUTHA V KUMAR**

AVP - BD & CD

BE (CS)

- 10+ years of cross - cultural industry experience in business development, brand development, trade & investment promotions
- Represented India in Japan for JENESYS 2016, a project advanced by the Ministry of Foreign Affairs, Japan
- Responsible for international business development and relationship management.
- Passionate about meeting new people, networking and outreach initiatives.



**RUPAL SHETH**

Senior Manager – Markets & BD

BSc (FAD)

- Embarked an Entrepreneurial journey at a very early age and attained top skills in Sales, Client relationship management, Events, Marketing and Business Development.
- Responsible for creating a brand noise for the organization with Markets and Business Development by connecting and maintaining relationship with the potential International or Domestic Businesses/ Companies
- Committed to continuous learning, exploring Industry trends and personal/ professional growth with exceptional organizational skills, adaptability, strong focus on fostering clear communication.
- Passionate about traveling, meeting new people and discussing business, growth and strategy.



# Trade and Investment Promotion

A trusted member, partner, and advisor with affiliation to many cross border chambers of commerce and trade & investment missions of foreign countries in India





# Industry & Cross-border Engagements

Providing a thought leadership platform for continuous engagements with Countries, Industries and Corporates for enabling cross-border trade and investments.





# Societal Engagement Activities

A socially committed and people oriented team who actively participate in Societal engagement activities for the well being and betterment of the

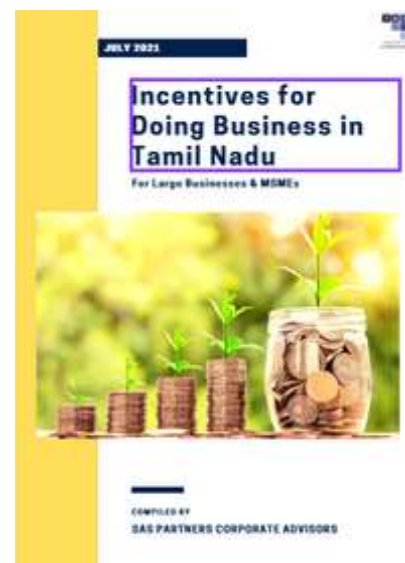
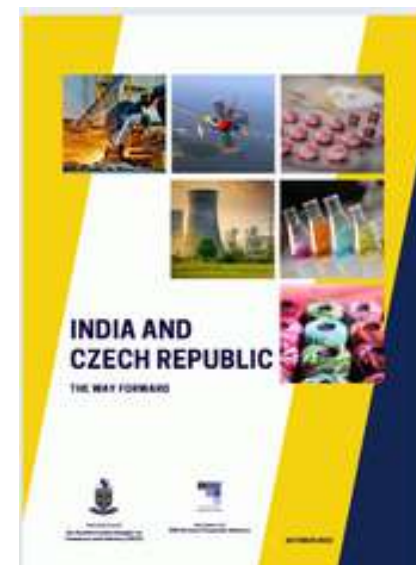
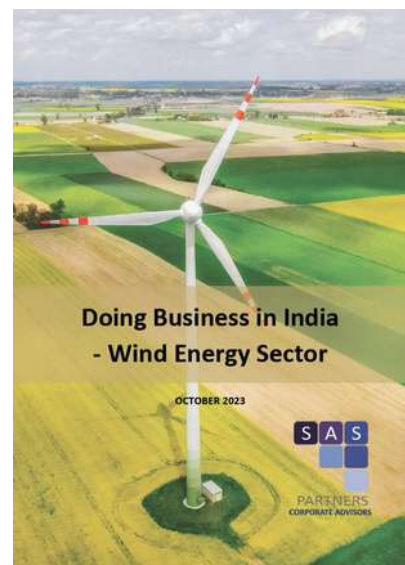




# Industry & Cross-border Engagements

Helping businesses keep abreast with the latest amendments in policies, government incentives, sectoral updates and regulatory affairs by sharing our expertise via knowledge papers.

## Knowledge Reports



## Our affiliations



The Southern India Chamber of Commerce Industry



Chamber of Commerce and Industry France India

## Head Quartered at Chennai (India)

9, Avenue Road, Nungambakkam, Chennai, Tamil Nadu – 600 034; Tel: +91 44 4352 3066

Tel: +91 98849 04699

## Branch Office (T- Nagar) at Chennai (India)

RMS Apartment, III Floor, # 12, Gopalakrishna Street, Pondy Bazaar, T. Nagar, Chennai, Tamil Nadu – 600 017

## Branch Office at Bangalore (India)

101 (1st Floor), Prestige Copper Arch, Infantry Road, Bangalore, Karnataka- 560 001

Tel: +91 95662 99444

## Branch Office at Hyderabad (India)

Sruthi Nilayam, 6-3-354/8/5, Dwarakapuri colony, Panjagutta, Hyderabad, Telangana- 500 082

Tel: +91 98400 33089

## Representative Office in Nantes- France, New Delhi

### Corporate Regulatory Advisory & Support

**Soy Joseph** | Director |  
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### Finance, HR, Taxation & Business Advisory

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### Business & Markets Development

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