



JULY 2025



Steadfast Business Consulting – Innovation & Growth Presentation

About SBC – At a Glance

Founded: 2017, Hyderabad, India

Scale: 250+ professionals, 11 locations (India, UAE, USA)

Revenue: ~₹20 crore annual turnover; 500+ client businesses

Services:

- End-to-end consulting: Tax, Audit & Assurance, Virtual CFO (vCFO), Litigation Support, Valuations, Risk Advisory, and more

Retention: Over 90% client retention rate—a mark of trust and reliability

Purpose: Consultant of choice for middle-market leaders

- “Local Connect. Global Outlook.”
- Team of young Big-4 alumni delivering scalable, sustainable solutions



Only firm that has significant number of Tax professionals working together with global Accreditation In India Other than Big 4



1800+
Projects



360+
MNEs



27+
Countries

SBC - Global Transfer Pricing Experts

AMERICAS



AFRICA



EUROPE



APAC



AUSTRALIA



About SBC – At a Glance

ITR WORLD TAX
Notable Transfer Pricing Firm 2024

Specialized Industry
Expertise

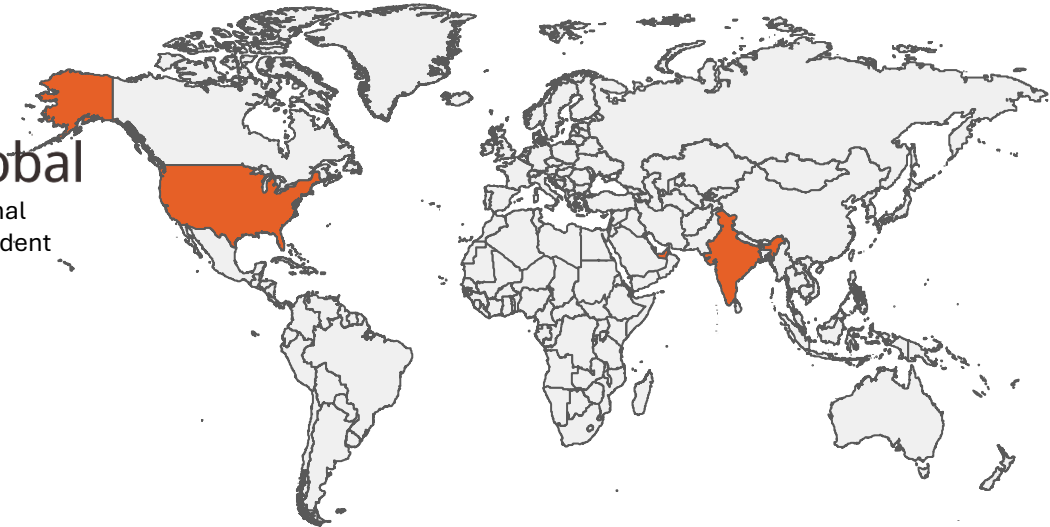
15 Partners
35 Seniors
250+ Work Force

Independent Member of
PrimeGlobal
A Leading International
Association of Independent
Accounting Firms.

Found in the year
2017
and the Journey
Continues

**Global
TP Network**
of Firms & Resources

Presence in
India, UAE & USA



Global Presence & Recognitions

✓ International Reach:

- **Member, PrimeGlobal:** 300+ firms, 100+ countries—worldwide resources and on-ground support
- <https://www.primeglobal.net/firms?q=SBC®ion=apo&country=India&industry=&expertise=>
- **Operational hubs:** India (multi-city), **UAE**; expansion planned to **USA, GCC, Singapore, Seychelles, Australia**, and more



Industry Recognition:



SBC has been recognized as
**Notable Transfer
Pricing Firm 2024 – ITR World Tax**



SBC has been recognized among **500
most valued companies** in the year
2022 – **Business Today**



CA Mithilesh Reddy has been invited
for **TEDx Talks** and has
received **prestigious 40 under 40.**



SBC has been recognized as local champs of **Indian
Finance, Tax and Backoffice Initiative That Offers
Global Services – 2021** by Forbes



SBC has been recognized among **10 Most
Promising HR Consulting & Outsourcing
Service Providers - 2020** by Silicon India



SBC has been recognized among **10 Most
Promising International Corporate Consultants
- 2019** by Consultants Review

Client Trust: Flawless retention record; reliable delivery on complex and cross-border engagements

Market Problems & Our Solutions

✓ Market Pain Points

- **Fragmented compliance**/advisory landscape—multiple vendors cause inefficiencies
- Startups/**SMEs lack structured tax**/finance guidance, hindering growth
- **Manual processes** increase error and cost
- **Access gap**: High-end transfer pricing/global tax for mid-market
- ✓ **Litigation readiness** low among SMEs

✓ SBC Solutions

- **One-Stop Advisory**: “Startup-to-Scale” support—incorporation to exits and ongoing compliance
- **Integrated Tax**: Direct, Indirect, International Tax & Transfer Pricing—holistic strategies
- **Digital Automation**: Proprietary platforms automate compliance, reduce manual errors and costs (e.g., TaxMate, FixTag)
- **Global/Local Expertise**: Big-4 pedigree, global best practices + regional insight
- **Proactive Compliance**: Automated calendars, risk dashboards, regulatory intelligence

Innovation: Our Digital Tech Platforms

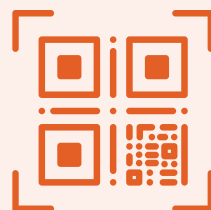
Platform-as-a-Service: Transforming expertise into SaaS assets driving efficiency and growth

Key Offerings:



Cloud-based, FTA-compliant UAE Corporate Tax; automates end-to-end compliance and reporting

SBC-FIXTAG[™]



Asset tagging (QR/Rfid), digital register, real-time reports for inventory/compliance

SBC-TRACK[™]



Real-time tracker for regulatory/litigation cases; deadline alerts, analytics for risk management

SBC-AUD PRO[™]







Digital audit workpaper management, evidence tracking, collaboration—faster, robust audits

Pipeline/Other: TPDoc for automated transfer pricing documentation; GST Compliance Portal; ongoing R&D on new tools

Result: Enhanced client experience, scalable revenue (licensing/subscriptions), FinTech/RegTech leadership

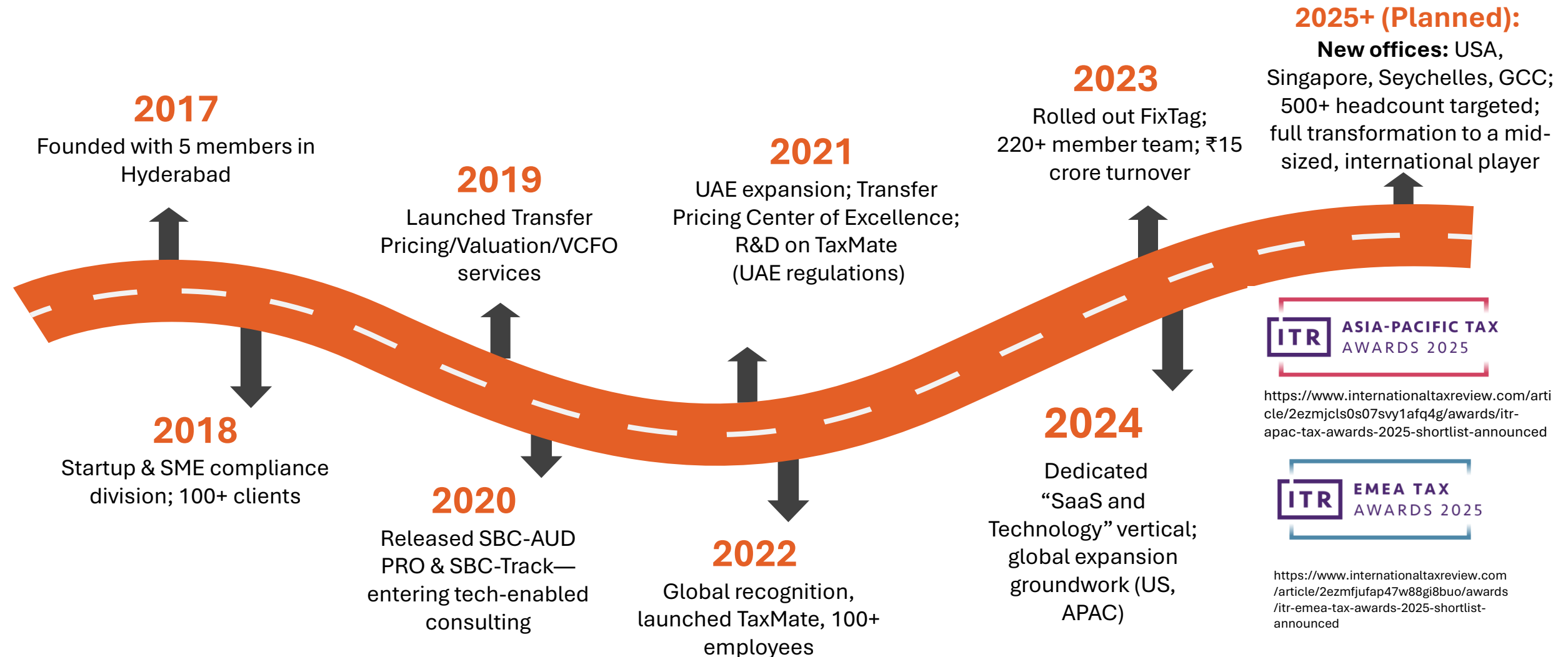
SBC Product Summary Table

Logo (If Available)	Product Name	Exact Usage	PASS (Platform as a service)	Global Outlook	Current Status vs Vision 2030
	SBC TaxMate	Cloud-based UAE Corporate Tax compliance tool	End-to-end automation Scales with clients' growth Strategic for UAE/GCC rollout	Strong potential across all GCC, MNC-friendly	Now: Used by UAE clients; Vision: Regional GCC leader, integrated with AI & global tax APIs
	SBC-AUD PRO	Digital audit workpaper & collaboration system	Evidence capture, team sync Fits any audit size Central to audit transformation	Usable globally across audit firms	Now: Internal/prototype stage Vision: Enterprise licensing & SaaS for firms worldwide
	SBC-Track	Real-time litigation/regulatory tracker with analytics	Smart alerts, data views Customizable by region Legal-tech market entrant	Potential for cross-border compliance monitoring	Now: Deployed for key accounts Vision: Integrated into global GRC platforms
	SBC FixTag	QR/Rfid-based asset tagging with real-time inventory reports	Mobile scans, digital logs Sector agnostic Forensics, insurance, audits use cases	Expandable into manufacturing, infra, logistics	Now: Active in audits & PFOs Vision: Cross-industry asset intelligence tool

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	TPDoc	Automated Transfer Pricing documentation (under development)	Smart TP templates S: Works across jurisdictions S: Compliance-led entry strategy	Strong use case for MNCs, India, GCC, USA	Now: R&D stage Vision: Plug-in for global tax ERPs
	GST RECO	Simplified GST filing & analytics for India	Automated sync with GSTN Scalable for SMEs S: India-focused growth	Limited to India; potential for compliance stack	Now: Prototype/testing Vision: India SME leader, integrated into SBC India
	New Tools (R&D)	New digital tools in planning/prototype phase	Innovation-led design Built for plug-n-play Key to SBC's IP & brand leadership	High—aiming for 10+ global tools by 2030	Now: 3–5 ideas in pipeline Vision: IP-rich consulting suite

Growth Story: 2017–2025 Milestones



Finance Process Out Sourcing – Automation & PASS

SBC Service Lines Products with Minimum Human Intervention

Risk Advisory	Assurance	Tax	Financial Advisory	Consulting
 <ul style="list-style-type: none">• Strategic Risk• Regulatory Risk• Financial Risk• Operational Risk	 <ul style="list-style-type: none">• Financial Reporting Advisory Services• Specialized Audit Services	 <ul style="list-style-type: none">• Transfer Pricing• International Taxation• Income Tax• GST• M&A – Tax	 <ul style="list-style-type: none">• Transaction Advisory• Valuations• Due Diligence• Industry Analysis• Feasibility Studies• Deal Advisory	 <ul style="list-style-type: none">• Virtual CFO Services• Legal Services• Secretarial Services• Outsourcing Services

Impact & Ecosystem Contribution:

Reduced average fundraising timeframe by 40%

Proactive tax strategy and compliance prevents costly disputes

Mentoring young finance teams; workshops/templates for incubators

Talent growth in Tier 2/3 cities; job creation

Startup clients have successfully scaled, expanded, or exited

Industry Snapshot: Financial Consulting & Automation

Segment	Global Market Size	Indian Market Size	Potential & Future Evolution
Overall Consulting	\$900B+	\$15B+	Rapid expansion with niche and digital-first firms gaining traction
Financial/Tax Advisory	\$300B+	\$6–7B	Expected double-digit growth; increased cross-border and regulatory-driven demand
Startup/SME Advisory	High-growth vertical	High-growth, especially in GCC	Surge in startup funding, digital transformation, and compliance needs
Consulting Automation Tools	\$100B+ (Est. by 2027)	\$2–3B+	Rise in AI, RPA, and cloud-based compliance and advisory platforms
Cross-border Advisory	Strong demand (esp. GCC, US)	Growing from Tier-1 cities	India becoming a hub for GCC-focused and global advisory due to talent and cost efficiency

SBC Strategic Advantage:



- ✓ **Positioning:** Mid-tier niche player delivering Big 4 quality with flexible cost-efficient models.
- ✓ **Tech-First:** Proprietary platforms (e.g., SBC TaxMate, SBC-AUD PRO) capitalize on automation trends.
- ✓ **Markets:** Active in both domestic and international markets (India + GCC) with cross-border advisory strength.
- ✓ **Growth Trajectory:** Positioned to tap the \$100B+ automation consulting wave globally and dominate India's \$2–3B automation advisory space.
- ✓ **Opportunity:** Market shift toward digital, integrated, and cross-border offerings presents high growth and market share potential

Competitive Advantages

35 Diversified professionals in one firm with a **combined experience of 75yrs+ - HODs** for each subject matter expertise

Key Differentiators:

- Expertise at every layer—service by **subject matter experts**
- **Vertical, multidisciplinary services** under one roof—holistic, consistent quality
- **Big 4 pedigree** meets boutique agility—direct access, custom solutions, rapid delivery
- **Tech-enabled**, data-driven processes; proprietary platforms add value
- **Stringent quality control**, confidentiality, **global standards adherence**
- Seamless scaling with client needs; **250+ member, multi-specialist team**

Leadership Team



- Led by **CA Mithilesh Reddy (Founder & CEO, Times 40 Under 40, TEDx Speaker)**
- **Partners and heads:** Top-notch CAs, CPAs, MBAs, ex-Big 4/MNC leaders
- Specialization across **Transfer Pricing, International taxation, Audit, Corporate Finance, VCFO, M&A, Litigation, Risk, and more**
- Over a **dozen service line managers**; culture of excellence and integrity

CA Mithilesh Reddy

16 Yrs | Ex EY



CA Balaram

20 Yrs | Ex PWC



CA Naveenkumar

18 Yrs | Ex PWC



CA Ravi Kumar

25Yrs | Ex Delloite



CA Raja Vure

18 Yrs | Ex KPMG



CA Bala

13 Yrs | Ex KPMG



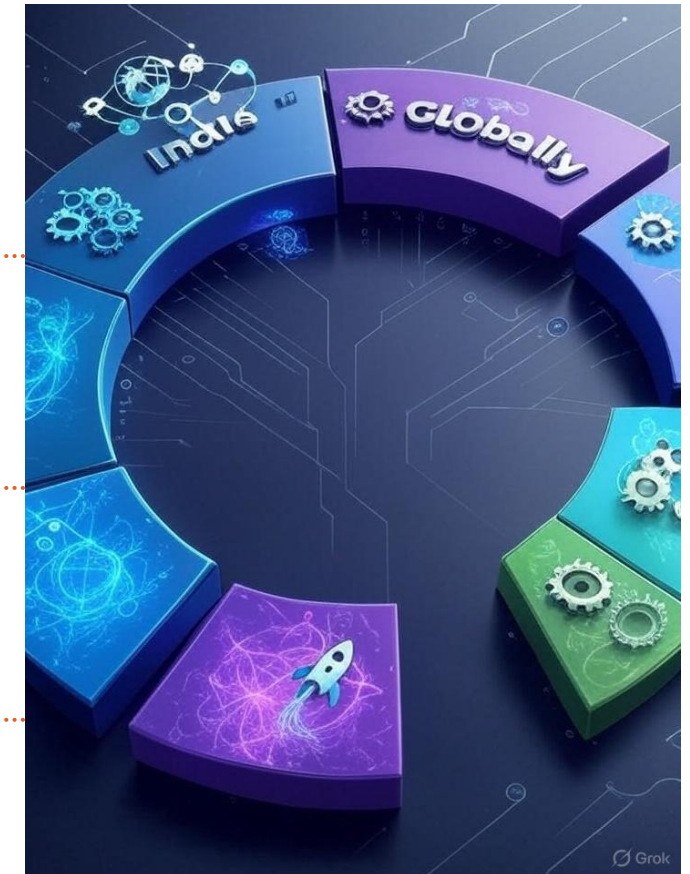
CA Preethi

12 Yrs | Ex EY

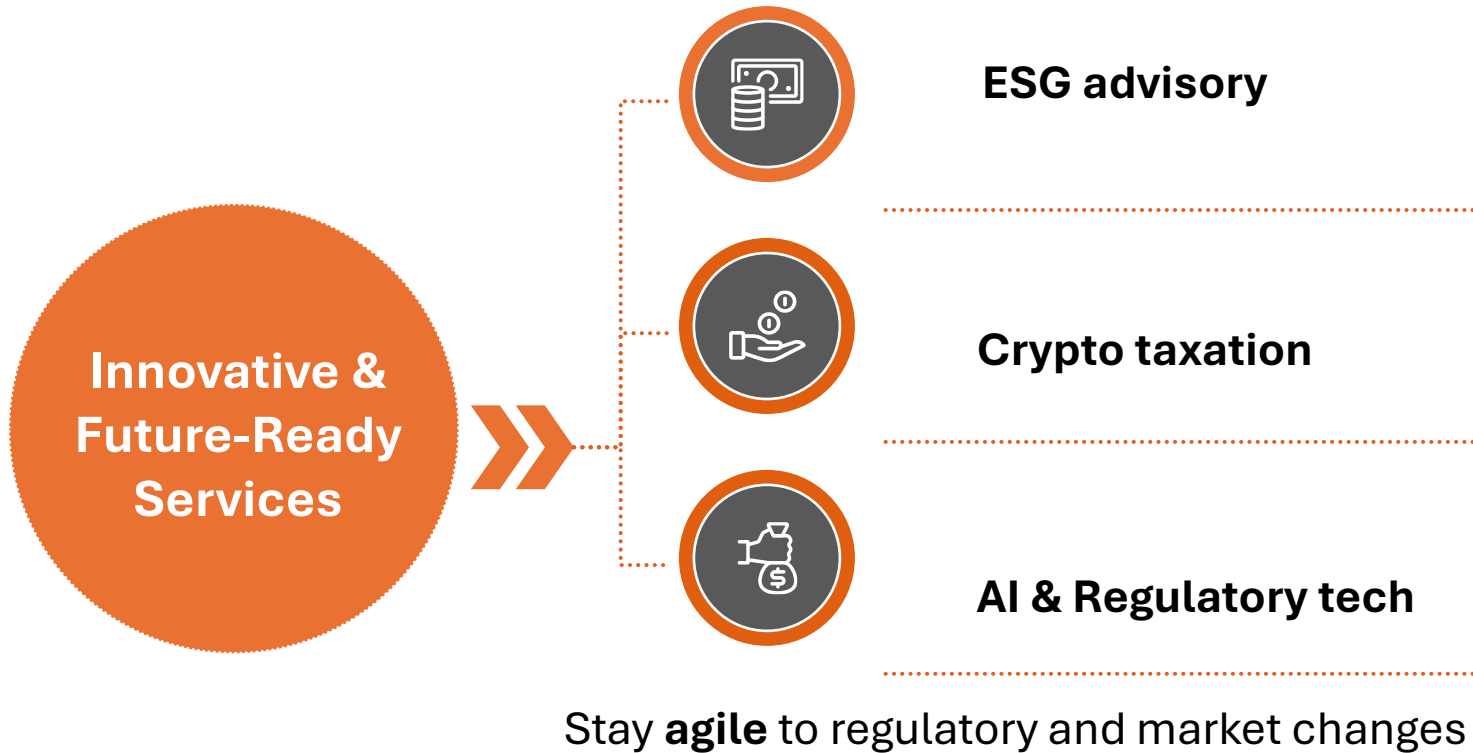
Vision 2025–2030



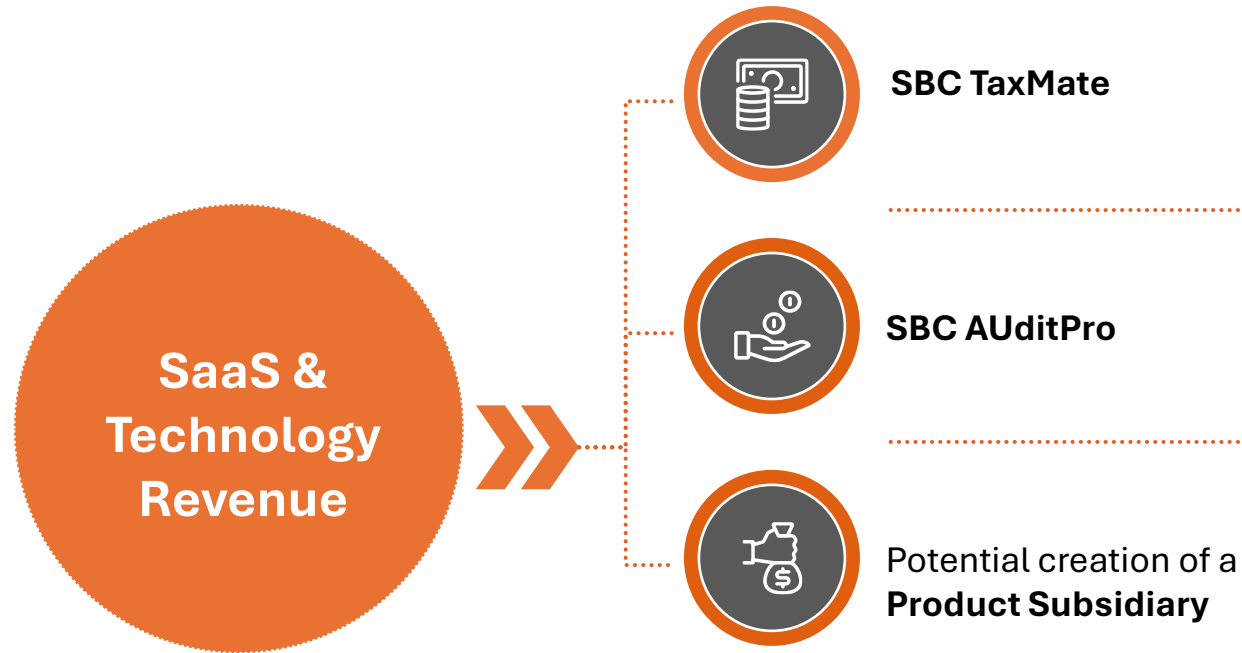
Vision 2025–2030



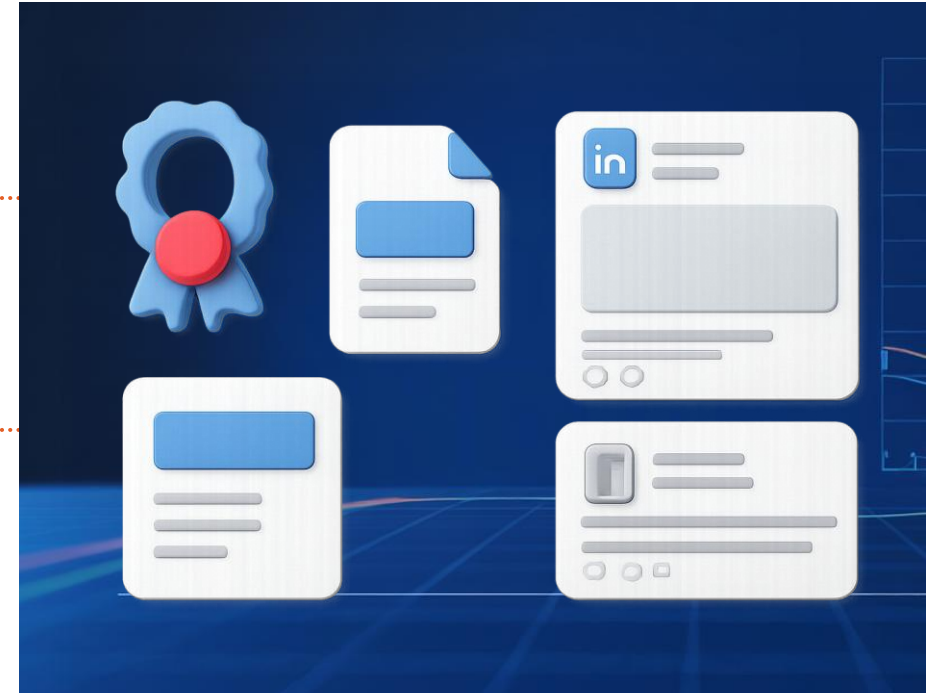
Vision 2025–2030



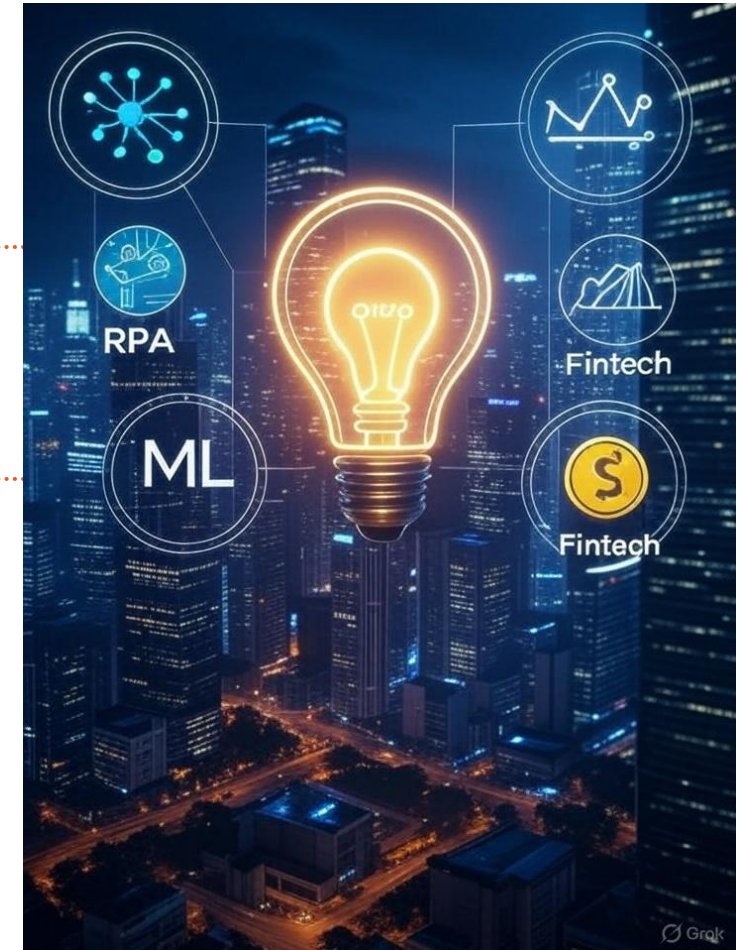
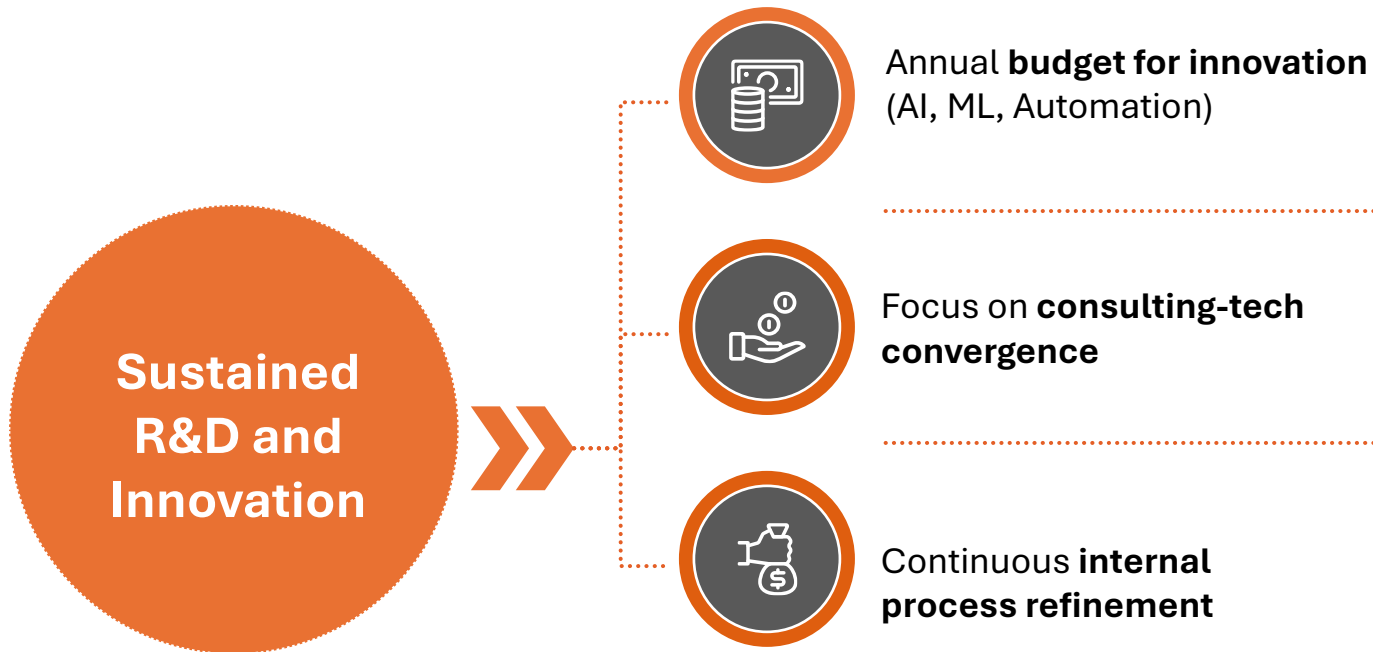
Vision 2025–2030



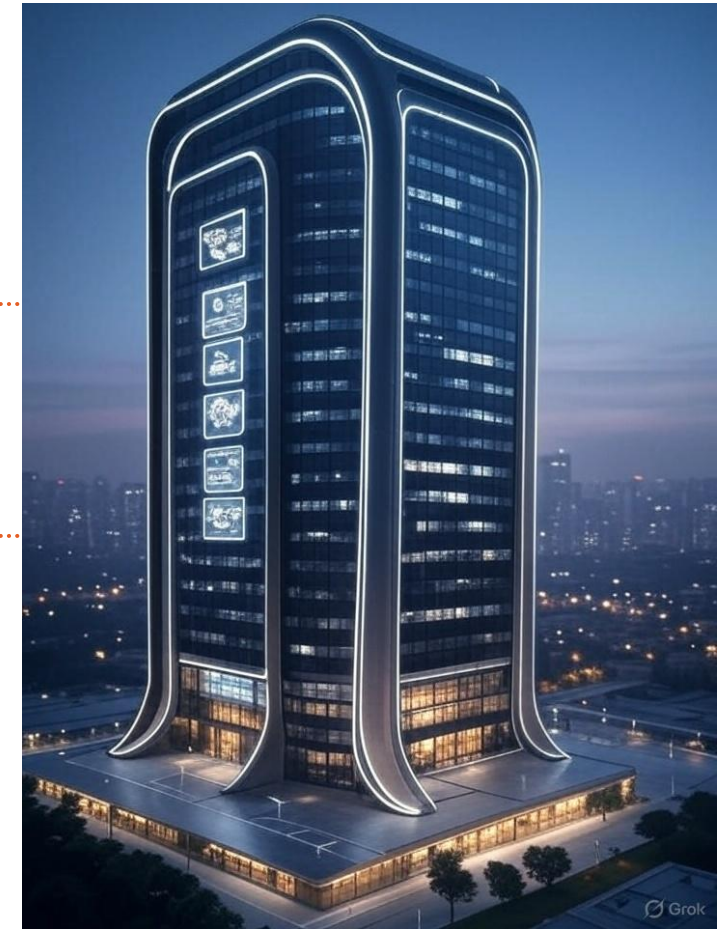
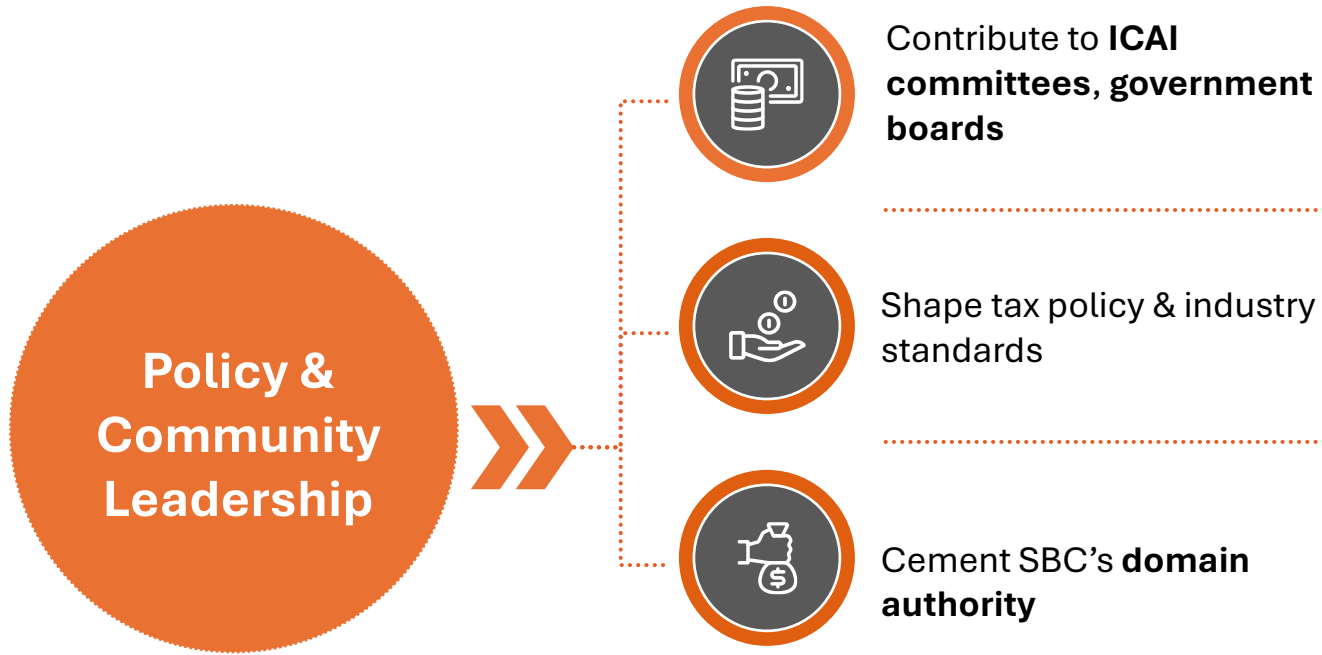
Vision 2025–2030



Vision 2025–2030

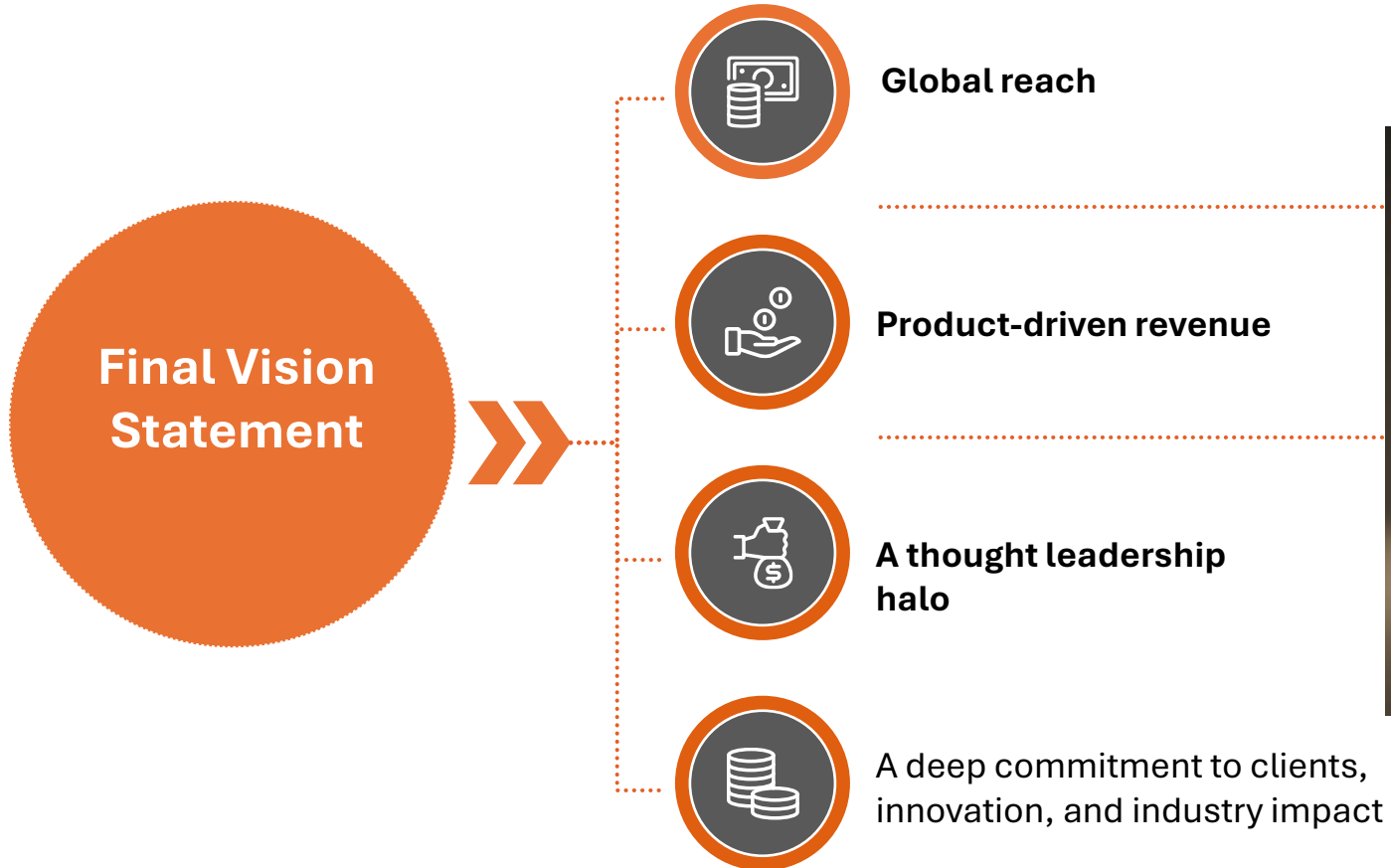


Vision 2025–2030



Vision 2025–2030

By 2030, SBC will be a 500+ strong, multi-country consulting-tech powerhouse with:



Vision Beyond Compliance

“India is not only a market — it is a mindset, a mission.”

— **PM Narendra Modi**

At SBC, we're not just ticking regulatory boxes — we are reimagining what compliance, consulting, and financial innovation can mean for the businesses of tomorrow.

Global Ambition, Indian Ethos

“Reform. Perform. Transform.”

— **PM Narendra Modi**

With roots in India and a growing international presence, we are building one of the most agile, tech-powered consulting firms to emerge from India — driven by values, vision, and velocity.

Next Steps & Contact

✓ Strategic Focus Areas Ahead

- **Product Innovation:**
Fast-tracking proprietary platforms to unlock exemptions, insights, and scale
- **Operational Excellence:**
Process refinement to ensure maximum speed and minimal friction
- **Global Expansion:**
Building presence in USA, GCC, Singapore, Seychelles, and Australia
- **Strategic Alliances:**
Targeting partnerships to catalyze cross-border synergies

✓ What We're Asking

We respectfully invite the **IMB Board at ATIC** to:

- Endorse SBC as a **high-potential innovation-led consulting firm**
- Guide us through the ATIC Innovation Exemption Framework
- Support us in unlocking our next phase of **impact and scale**

SBC REGIONAL HEAD OFFICES



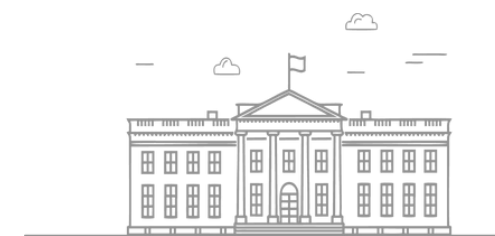
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