



# Due Diligence

Credentials





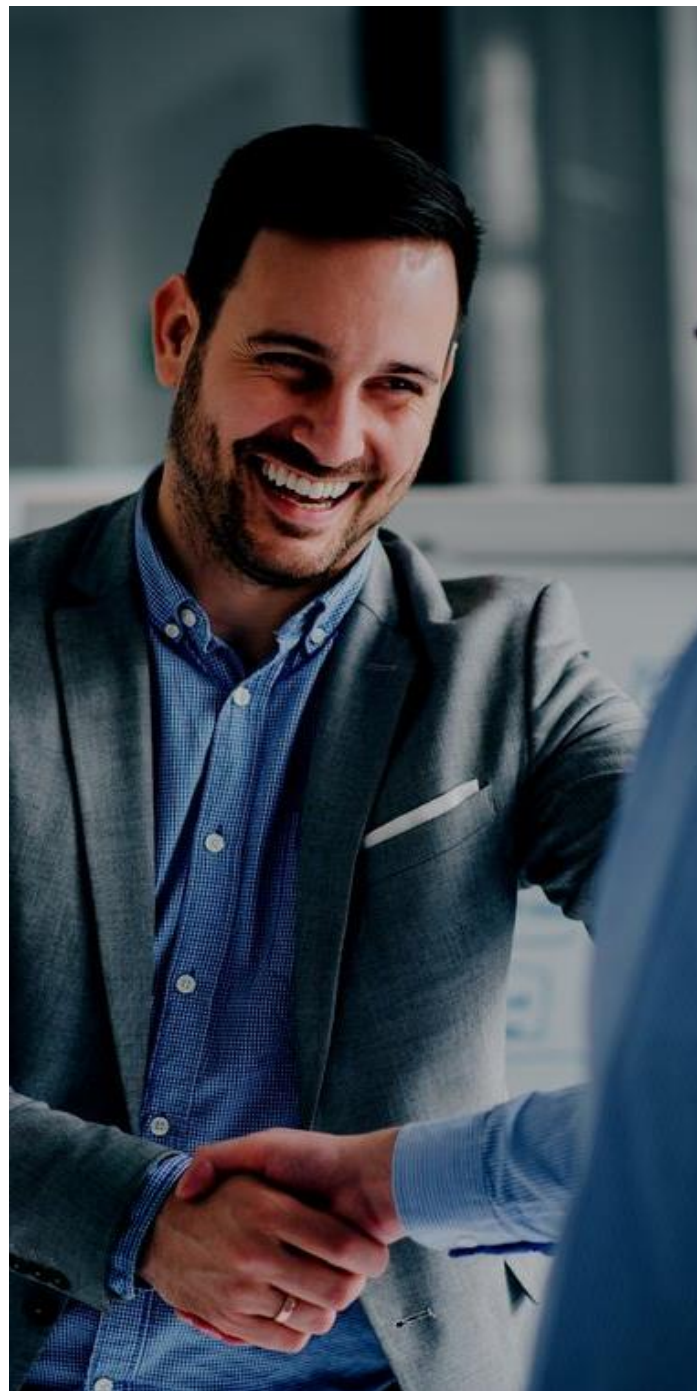
## ABOUT US

Steadfast Business Consulting LLP is a professional service organization which focuses on providing financial, auditing, taxation (Direct, Indirect and international taxation), secretarial, legal and other advisory services. We offer all services at one place which are very essential for every company based on their requirement.

We have a dedicated team of professionals who are qualified and having hands on experience in their respective areas. We expertise in providing comprehensive range of services including accounting, financial, legal consulting, tax management, auditing and business process outsourcing services.

Our organization is committed to engagement, team continuity and client satisfaction. We concentrate our entire effort to the task of understanding and providing value driven solutions to clients.

Our objective is to provide timely, proactive, innovative and quality services to businesses.



STEADFAST BUSINESS CONSULTING LLP

# OUR VISION, PURPOSE AND VALUES



## MISSION & VISION

To be the adviser of choice to MNCs and middle market leaders



## PURPOSE

To deliver the power of intense, dedicated professionalism to our clients, colleagues and communities.



## VALUES

As a network, we underpin our brand with loyal, viable and entrusted values that are integral to the way we act with each other and with clients.

# OUR EXPERIENCE AND PRESENCE

Conducting consulting services effectively requires substantial experience in order to optimize both the operational process and the end results. International clients display varying styles and methods due to differences across cultures, customs and expectations. With our experience of working with over 100 clients which have operations across the globe we can leverage upon cross learning and combined problem-solving methodologies.

We currently have 9 offices across India and two offices abroad in US and UAE. We are looking to add a few more across the globe to serve our international clients





# Due Diligence





# Due Diligence

Due diligence is a process of research and analysis that is initiated before an acquisition, investment, business partnership or bank loan, in order to determine the value of the subject of the due diligence or whether there are any major issues involved.

## Due diligence is a process of :

- Analyzing various aspects to estimate an entities commercial potential
- Assessing the financial viability of the entity in terms of its assets and liabilities at a comprehensive level
- Examining the operations and verifying the material facts related to the entity in reference to a proposed transaction

## Need for a Due Diligence report

- The Due Diligence report helps one understand how the company plans to generate additional earnings (monetary as well as non-monetary).
- It serves as a ready reckoner for understanding the state of affairs at the time of purchase/sale, etc. The ultimate purpose is to get a clear picture of how the business will perform in the future.



# Areas of Focus in a Due Diligence Report

We at SBC focus on the following areas to get a clear picture of how the business will perform in the future.

**Viability:** We study the company's business and financial plans to assess the viability of the company.

**Monetary Aspect:** SBC focuses on Key financial data and a ratio analysis to understand the complete picture of the company's business

**Environment:** As no business operates in isolation we also take the consideration of macro environment in which business operates, thus understanding the impact on the company.

**Existing & Potential Liabilities:** We analyze the impact of pending litigations and regulatory issues on the company's business and outcomes.

**Technology:** A very important factor to consider is the assessment of the technology available with the company. We analyze the present position of company in terms of the technology as it helps decide future actions.



# Financial Due Diligence

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Financial due diligence is a crucial assessment of the financial health of the business where the company's historical and current financial performance is scrutinized.

It aims to establish future forecasts with any and all potential risks taken into account.

Financial due diligence also aims to provide a thorough understanding of all the company's Financials.

**Our due diligence service focuses on the most critical elements of transactions, including:**

Evaluating quality and reasonableness of historical and projected earnings and cash flows assessing quality of assets.

Identifying hidden costs, commitments and contingencies.

Identifying and quantifying industry and deal-specific risks and opportunities.

Identifying and quantifying liabilities that can be deal breakers; and

Highlighting issues likely to affect the purchase price or contract conditions.



# Tax Due Diligence

Whether it is acquisition and/or sale of shares or business, it is important to evaluate the tax consequences of such transaction.

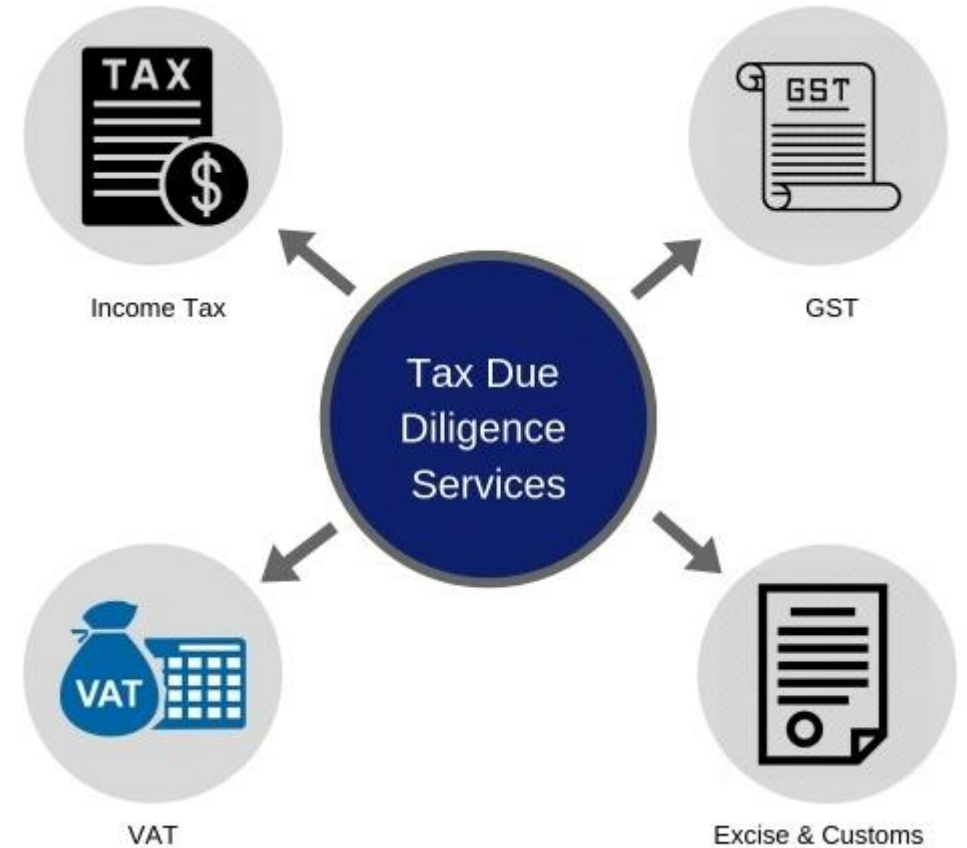
Tax due diligence is the process of examining all the different taxes applicable to a business, depending on its tax obligations and which jurisdictions it sits within.

Corporate tax due diligence is a review of all the taxes a company is required to pay.

It assesses the company's total tax liability and the level of compliance with tax laws.

This includes the validation of documents like tax returns (usually for the last three to five years), information pertaining to tax audits, and agreements with tax agencies.

It aims to ensure all the company's taxes are being paid and reported.



# Operational Due Diligence

- Operational due diligence covers all a target company's main operations and considers all of its operational facilities and processes.
- covers all a target company's main operations and considers all of its operational facilities and processes. Operational due diligence assesses whether operational improvements could create additional value in the transaction, or if there are operational risks that should be addressed.

## We focus on:

- All operating processes
- Supply chain, logistics and procurement efficiencies
- In-house and departmental efficiencies
- Human resourcing, workforce strategy and employee retention
- Digitalization SWOT analysis
- Cost optimization and risk management





# Regulatory Due Diligence

- Regulatory due diligence involves the systematic review of an organization's regulatory compliance status and that of its suppliers, agents and partners.

## Our Focus:

- Previous or current regulatory investigations, audits or reviews
- Compliance policies for the prevention of fraud
- Written standards of conduct
- Compliance program and/or appointment of a compliance officer
- Audit processes
- Inclusion of any compliance/regulatory training for employees
- Contracts and agreements with suppliers and partners

The aim of this investigation is to reveal previously unknown issues or "red flags", mitigate regulatory risk, understand regulatory obligations, confirm that business partners are legitimate, evaluate potential business impact and rectify any issues.



# OUR CLIENTELE

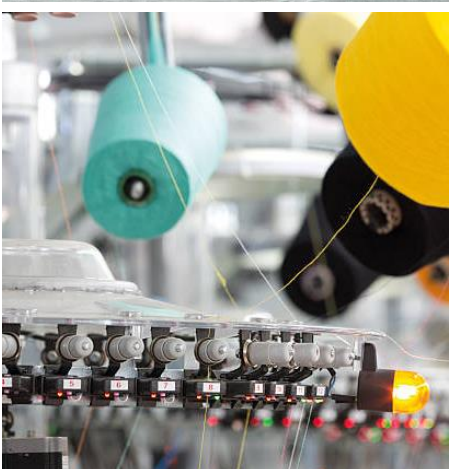




# CLIENT SERVICE PHILOSOPHY



- » Ascertain our client needs and even exceed their expectations
- » Keep abreast with latest developments and update clients about them
- » Keep a perfect communication line on with clients to enhance client's perception of the value and quality of our service
- » Broaden and strengthen client relationships to facilitate better communication and foster client loyalty
- » Plan meticulously and execute the client service program in such a way that commitments are met, potential problems anticipated and pitfalls avoided
- » Ascertain client's assessment of our performance and suitably change our approach



## INDUSTRIES WE SERVE

- » Information Technology BPO & ITES
- » Pharma/Seeds/R&D
- » EPC/Construction/Real Estate
- » Telecommunication
- » Sea Food & Food Processing
- » Jewelry
- » Tobacco
- » Real Estate
- » Banking and Finance
- » Mining and Minerals
- » Pharmaceuticals
- » Paper
- » Sugar
- » Transport and Logistics
- » Trading
- » Textile
- » Hotels
- » Health Care and Hospitals
- » Education
- » Electronic Components
- » Manpower Supply
- » Printing and Packaging



## TECHNOLOGY / IT SECTOR



## TECHNOLOGY / IT SECTOR





CONSTRUCTION / EPC / POWER / MINING



PHARMA / CHEMICAL / SEED / R&D



CLIENTELE

**BPO / FMCG / TELECOM INDUSTRIES/STOCK BROKING**



**SEA FOOD**



Liberty Group of Sea Food Companies



**HR & STAFFING**





## TOBACCO, RETAIL AND OTHERS



## FOOD AND LOGISTICS



## EDUCATION



Our Major Due Diligence CLIENTELE







# SBC ADVANTAGES





## EXCEPTIONAL CLIENT SERVICE

Our exceptional client service comes with much more than 'just doing our job'. We believe the service we provide can truly differentiate us. We follow stringent processes for quality assurance and as a result, we have 100% client retention. We invest time in understanding the client needs and commit towards delivering high quality & value driven solutions.

Those associated with the firm have regular interaction with industry and other professionals which enables the firm to keep pace with contemporary developments and to meet the needs of clients.





# OPERATIONAL FLOW OF SBC



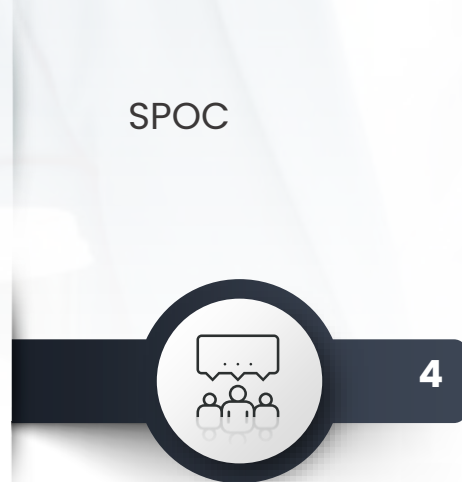
Account  
Manager



Executives/  
Associates



Overall Project  
Lead



SPOC

SERVICES UNDER ONE ROOF



# RECRUITMENT AND TRAINING OF TEAM MEMBERS

- SBC management has a strong commitment to recruitment and retention of quality personnel.
- SBC recruiting staff's detailed knowledge of the relevant areas allows them to effectively assess a candidate's level of experience and ability to function in particular roles. We follow a stringent quality guideline during our recruiting process that includes verification of practical capability of each resource.
- SBC as an organization values the following:
  - Excellence in delivering customer satisfaction
  - People are the greatest asset for the company. They should be respected and motivated to give their best performance
  - We must strive for excellent performance both individually and collectively





# TO SUMMARIZE: WHAT DOES STEADFAST MEAN FOR YOU



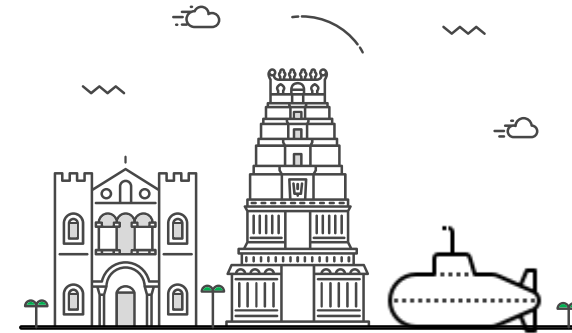
# CONTACT US

For more details please logon to <http://www.steadfastconsultants.in>



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VISAKHAPATNAM

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Visakhapatnam, Andhra Pradesh, 530016

## **Other Locations in India :**

Delhi | Mumbai | Chennai | Banglaore | Tirupathi | Kurnool

## **Other Locations abroad :**

USA | UAE



**THANK YOU**

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