

EXEMPLARY CONSULTANTS PRIVATE LIMITED (ECPL)



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Introduction

- ❖ An associate of a six decades old firm, formed as a specialized entity for serving IFSC (SEZ) and IFSC (SEZ) registered entities
- ❖ A founder of ECPL, Mr. Hitesh Shah leads Panis & Shah, Dubai which was recognized as **“Top Performing Consultant in 2013” by DMCC Free Zone.**
- ❖ To provide end to end solutions covering federal, state, local and exchange control regulations
- ❖ Highly qualified individuals on the helm of affairs
- ❖ Global spread and experience of the management team



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Services to be provided to...

Opportunities available with us:

- ❖ Stock Brokers
- ❖ Sub Brokers
- ❖ Foreign Portfolio Investors
- ❖ Refinance seekers

Other target sectors:

- ❖ IFSC Banking Units (IBUs)
- ❖ Stock Exchanges
- ❖ Clearing Corporations
- ❖ Merchant Bankers
- ❖ Credit Rating Agencies
- ❖ Portfolio Managers



Services to SEBI registered and recognized intermediaries, Stock exchanges and Clearing houses

- ❖ Services in relation to setting up of unit in IFSC (SEZ)
 - ✓ Preparation, drafting and filing of relevant forms for application along with required attachments
 - ✓ Representation before the Deputy Commissioner (DC) as and when required to support and expedite the process of approval
 - ✓ Obtaining a favorable approval for deserving entities

- ❖ Assist in end to end compliance with:
 - ✓ SEBI (IFS) Guidelines, 2015
 - ✓ FEMA (IFS) Guidelines, 2015
 - ✓ SEZ Act, 2005/ SEZ Rules, 2006
 - ✓ SEBI Act, 1992
 - ✓ Bye laws of IFSC (SEZ)

- ❖ Need based customized solutions



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Other Customized Services

Back-office services:

- ❖ Routine regulatory compliance
- ❖ Client specific research and development
- ❖ Benchmarking with competitors
- ❖ Record maintenance
- ❖ Prepare Management Information System
- ❖ Database management

Human resource services:

- ❖ Payroll maintenance
- ❖ Assist in compliance with employee related regulations
- ❖ Conducting interviews for clients
- ❖ Assist in optimizing resource utilization
- ❖ Conducting employee surveys for clients
- ❖ Assist in organization structuring
- ❖ Assist in structuring of salaries
- ❖ Conducting core technical trainings



Other Customized Services (Contd.)

Financial services:

- ❖ Preparation of project reports
- ❖ Business modelling services
- ❖ Loan syndication services
- ❖ Funding through PE, Venture Capital etc.
- ❖ Advisory on Capital Structuring
- ❖ IPO/GDR Placement planning and implementation
- ❖ Deal Advisory

Other professional services:

- ❖ Direct and indirect tax advisory
- ❖ International taxation/ transfer pricing advisory
- ❖ Risk management
- ❖ IndAS implementation services
- ❖ Solutions for startups
- ❖ Due diligence services



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FOUNDERS



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Hitesh Shah

[CMA (Australia), B. Com]



- ❖ Heads Panis & Shah, Dubai, which was recognized as “Top Performing Consultant in 2013” by DMCC Free Zone
- ❖ Has created a niche for himself in professional world by attracting reputed overseas clients to DMCC Free Zone
- ❖ Expertise in international taxation and country specific policies and rules
- ❖ Providing solutions on setting up offshore entities and businesses in free zones
- ❖ Over 25 years experience in financial markets including IFSC’s
- ❖ Providing business modelling services



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Jayesh Gupta
[FCA, LLB, B.Com]



- ❖ Renowned faculty and expert in the field of taxation and FEMA
- ❖ Can guide overseas investors from international tax, FEMA and RBI Compliance perspective
- ❖ Over 20 years of experience in consulting and advisory services
- ❖ Clientele included national and international business houses
- ❖ Was associated with PWC, India and KPMG, India earlier
- ❖ Visiting faculty at XLRI, NACEM etc.



Vivek Drolia
[FCA, B. Com]



- ❖ Expertise in SEBI related matters and international funding
- ❖ Over 19 years experience in the fields of risk management, business development, profitability of funds, research on global products, commodities, OTC products, equity, FX, derivatives, financial restructuring, international financial instruments, international taxation, investment deployment etc.
- ❖ Has held the position of a Director in a leading regional SEBI registered entity for over a decade heading Trading and Clearing Members of All Leading National exchanges



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Niraj Harodia

[FCA, ACS, B. Com]



- ❖ Over 10 years of experience in taxation, FEMA, assurance and advisory services
- ❖ Can assist IFSC (SEZ) clients on direct tax and indirect tax matters
- ❖ Has successfully handled Direct Tax and Indirect Tax litigations
- ❖ Was earlier associated with Deloitte, India
- ❖ Has expertise in Banking and Real Estate industries
- ❖ Has addressed various conferences and seminars conducted by ICAI and its various study circles



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Roshan Bajaj
[FCA, CIFRS, B. Com]



- ❖ Over 10 years of experience in audit and assurance, system development, internal financial controls, corporate laws, IndAS implementation and quality tools
- ❖ Can assist IFSC (SEZ) clients on Companies Act compliances
- ❖ Was earlier associated with Deloitte, India
- ❖ Has expertise in Telecommunication and Logistics industries
- ❖ Clientele included national and multi-national business houses



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THANK YOU!