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# WV

# WALTER

## A D V I S O R S

### Corporate Profile



*We chalk perfect route-maps for organisations to grow*

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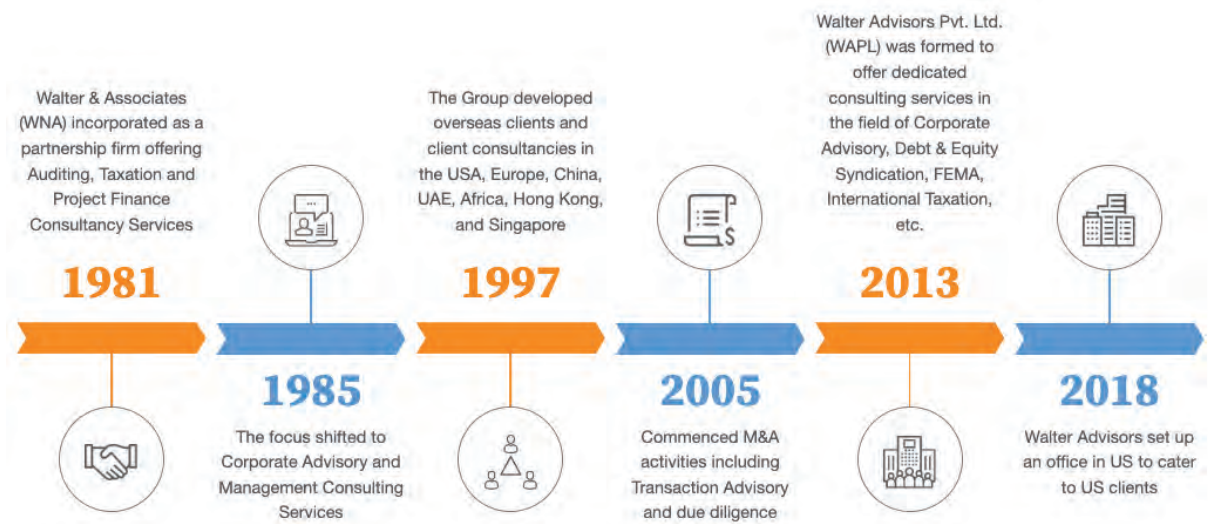
## About Us

Every business needs direction to stay relevant and keep growing. At Walter Advisors, we help organizations drive efficiency and growth through strategic intervention, by blending our expert advisory with deep insights and innate foresight.

## The Journey So Far

### *Four decades of proven expertise in delivering excellence*

Since our inception, we have successfully catered to the strategic and financial stability of several corporates. Our excellent track record comprises several credible performances and providing successful solutions to various organizational challenges.



**We have an established footprint across India, USA and the Middle East, catering to a diverse set of clients.**



## VISION



To serve our clients with comprehensive financial solutions and foresee their unlimited growth in ours.

## MISSION



To work closely with our clients and enrich their growth by offering them expert advisory services in identifying issues, adopting correct strategic measures, and implementing them skilfully.





### **CA Walter DSouza – Founder & CEO**

Walter has been instrumental in the formation and growth of the group since its inception. He has used his intensive network and excellent rapport with banks, institutions, governmental and semi-governmental organisations to successfully plan and execute a diverse range of projects in India and overseas. Over the last four decades, he has advised corporates on business incubation, planning and funding besides hand-holding several organisations throughout their ventures including planning business exits.

An eminent speaker on subjects such as project finance, banking & management consultancy, he shares his knowledge and experience at various seminars conducted by professional bodies across India. He also contributes to the WIRC referencer by way of an article on financial parameters. Due to his personal rapport with clients developed over the years due to prompt & efficient professional service, he has been able to retain clients for the group for over 3 decades.

He is also a trustee in 'Muskaan Sharing Smiles', an NGO set up for the educational benefits of underprivileged children.



### **CA Sunil Mehta - Director**

Sunil has extensive industry experience covering major segments such as Textile, Technology and Banking. His key strengths include comprehensive analysis of various aspects of business issues to provide innovative solutions. He is involved in serving some of the key clientele for its banking solutions both domestic and international.

He capitalized on his knowledge in the field of merchant banking and brings to the table more than 3 decades of experience in capital structuring matters to render valuable solutions. He believes in creativity and out of the box solutions for the clients.



### **CA Ashok Jain - Director**

Ashok heads the company's Direct Tax Practice and Consultancy in Domestic and International tax matters. He capitalized on his knowledge in the field of direct taxation and foreign investment and has more than 3 decades of experience in search and seizure matters and to render valuable consultancy services in Domestic and International Taxation for the organisation. He is adept at solving complex taxation issues for the clients.

**CA Diana DSouza - Director**

Diana joined the Group in 2017, having changed her profile from Banking to Consulting. She was a seasoned banker, having spent over 25 years in a MNC bank. Her profile in banking mainly encompassed Risk Management, Credit Risk and Operational Risk. She also has experience in other support areas related to banking covering Governance, Project Management and Business Continuity Management.

She is currently involved in banking and succession planning advisory.

**CA Chintan Chheda - Director**

Chintan heads the Transaction advisory and Corporate Law practices besides overseeing Audit and Tax compliance for the organisation's clientele. He has led Due Diligence, audits of listed companies, handled IPO certifications, etc. Besides being a qualified CA, he holds rank at all levels in the CMA examination. He has sound technical knowledge of International GAAPs, Corporate Law, FEMA & Direct tax laws.

**Adv. Ramakant Kini**

Ramakant is a Lawyer, Chartered Accountant & Company Secretary and is presently the managing partner of Sterling Associates, a law firm specializing in capital markets. Ramakant has carved out a niche in the areas of capital markets, securities laws, taxation, regulatory compliance, and financial law advisory. He was a part of JM Morgan Stanley Pvt. Ltd. for 14 years where he was heading the Legal and Compliance Cell

of the investment banking division with a specific focus on deal structuring, public issues, setting up of mutual funds, regulatory compliance and transaction support.

**CA Garvit Lalawat**

Garvit has gained experience in Corporate Advisory, post qualifying in 2016. He has experience in rendering external CFO services, Debt Syndication, management consultancy and other corporate advisory services, for the MSME sector. He heads a team rendering external CFO services to the client.

**CS. Uttam Shetty**

Uttam is a Company Secretary & a Law/Commerce graduate. He has experience of 25 years in Corporate Law, Listing matters and advises clients on regular compliances under Companies Act. He also advises clients on M&A transactions, internal restructuring in Client Groups, NCLT matters and conducts legal diligence. Uttam is also on the committee of certain educational institutions.



### **Deepak Shetty**

Deepak has completed his internship with the Group and since then he's been a prime resource for Debt Syndication & Banking Consortiums. He is equipped with the information and strategies that a financial advisor needs to succeed in the increasingly complex environment. Apart from assisting clients in financing decisions, he has been instrumental in several deals of Business Acquisition for clients. He heads a team rendering external CFO services to the client.



### **Venkatraman K. V. - Consultant (Brand, Print & Social Media)**

Venkat joined the Group as a Consultant - Brand, Print and Social Media. He manages the brand, print production, design and social media service requirements for clients. Venkat has over 30 years of experience with a leading financial institution managing - brand, corporate communications and social media function. He was majorly responsible for managing a diverse range of activities like formulating and driving the branding strategy and internal/external communications, social media campaigns (LinkedIn, Twitter, Facebook), Intranet portal, website set up and management across businesses. His area of expertise includes design, print production of – internal and external publications (Newsletter, Corporate Brochures, Annual Reports, Calendars, HR documents), corporate films, organize AGMs, Conferences, manage Corporate social media promotions on LinkedIn, Twitter, Facebook, etc. Various print products like Annual Reports, Calendars & Corporate Films produced/managed by Venkat have been acclaimed and received top awards from locally renowned industry bodies.

Having gained a good hands-on experience over the years and a long-standing association/ relationship with leading design, print production, social media houses, studio set ups have enabled him manage assignments diligently even at short notices.



### **Satish Vaidya - WAPL Dubai**

Satish manages the UAE business of the group. He had MNC stints for over 25 years in the areas of Customer Service, Supply Chain, Area Management & Marketing. On this wealth of experience in the Middle-East & Africa region, he had started his own consulting firm in 2011, providing services in the aforementioned fields, as well as software development & project management. He supports the clients to get their foothold in the UAE.

Just like in life, in business too, we strongly believe in some principles to succeed

### TRUST

#### *Trust that combines highest levels of Transparency & Confidentiality*



Today's high net worth clients demand open communication and a collaboration of ideas, knowledge and opinions. Transparency is about bringing absolute clarity to our clients' understanding of our intentions. The essence of this client-advisor relationship ranges from full disclosure of all issues to straight-forward reporting and communications to an open investment-business architecture – the kind that makes us trustworthy before our clients whose interests are always paramount.

### Ownership

#### *Strong Ownership Agenda to give your business a Solid Foundation*

We do not transfer accountability to our clients. Instead, we take ownership of our responsibilities and hold ourselves accountable for results that are produced by our recommendations. This helps us retain relationships with our clients even during unavoidable periods of bad market behavior.



### Research

#### *Expansive Research Capabilities to Narrow down Decisions*



Our research professionals which also include senior consulting practitioners and technology partners identify, analyse and explain the issues. These insights not only drive today's business dynamics but also shape tomorrow's marketplace. From strategy and organisational change to straight talk about economics, laws and technology, we deliver innovative, practical insights to corporates. This gives rise to improvement in their performance and a clear competitive advantage.

### Flexibility

#### *A Flexibility that's always Proactive to meet business Emergencies*

We don't believe in core working hours when it comes to meeting sudden turnarounds for our clients. We devise alternative working arrangements for our clients in demanding situations.



### Delivery

#### *Timelines chase Deliveries but in our case, the reverse is true*



We utilise flexible and scalable CRM strategy and technology to provide timely and proactive client service. We have the advantage of better organisation, infrastructure, focus, and professionalism. Our technology/methodology offers tight integration with other practice management tools to retain, refer and retrieve data and documents much faster. This allows us to invest valuable time in advising, adding value, and cultivating relationships as opposed to performing administrative and transactional tasks.

## Corporate Finance

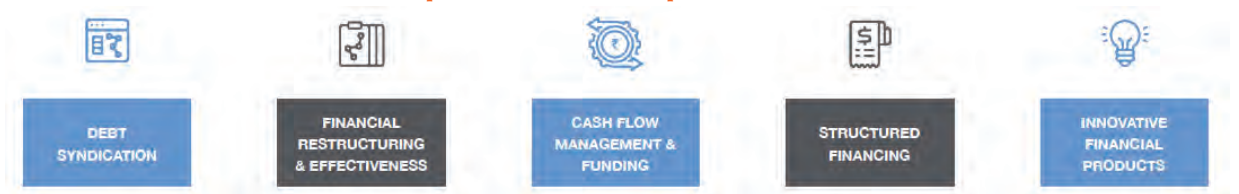
A healthy finance functioning is vital to organizational success. Over the years, we have built our capabilities across global markets helping businesses manage various aspects of corporate finance at critical junctures.

### Our strategic intervention helps you steer the course of your business

Since our inception in 1981, we have successfully catered to the strategic and financial stability of several corporates. Our excellent track record comprises several credible performances and providing successful solutions to various organizational challenges.

We offer tailor-made solutions to our clients to suit their sphere of activities and industry. We believe in structured financial products to minimize cost and maximize ease of utilizing the funding. We source finance from domestic as well as global lenders to fit the requirements of our clients.

### Our Corporate Finance portfolio includes



## Strategic Project Management

Strategy is our strength. We lay down perfect plans for organizations which are actionable and result-oriented.

### We help you drive efficiency in projects to achieve favourable outcomes

Having worked on various projects in several industries and sectors, over the past 4 decades, our team is geared to guide clients to implement ideas into successful projects.

We also provide a one-stop solution in project management by recommending experts in technical and other areas to benefit clients.

### Our Project Management capabilities cover key areas like



### Business Acquisitions & Joint Ventures

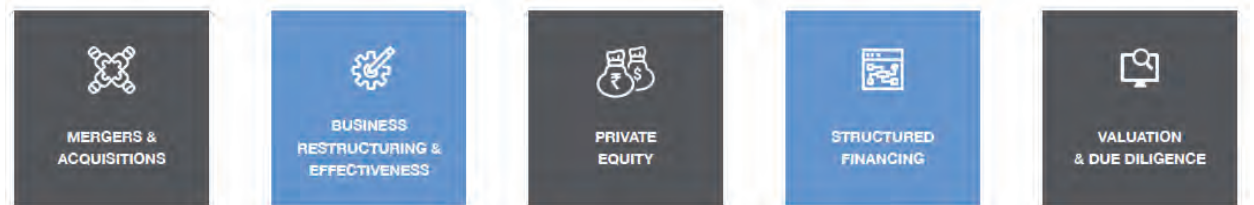
We employ the right knowledge and expertise to pave the way for making acquisitions meaningful and joint ventures successful.

#### **We help you build long-term growth and add more value to your transactions**

Our expertise includes preparing clients for M & A activities including exits. We walk them through the entire process of strengthening the systems and processes to attract investors to offer good valuation.

On the buy side we identify potential targets to suit the vision of the company and the synergies it will bring to the existing operations. We assist the client through the entire transaction to complete the acquisition in a time bound manner.

#### **Our Business Acquisitions and Joint Venture capabilities cover key areas like**



### Management Consulting

We design, consult and improve functioning of organizations to help their business machinery deliver higher business performances.

#### **We advise on prioritization of projects and aligning them with business goals with agility and effectiveness**

Our expertise helps in deriving more from the business. We enable organizations achieve greater business performance.

We chalk the perfect route maps to help organizations grow and be ahead of the rest. We do this by blending our expert advisory with deep knowledge, experience, and innate foresight.

#### **Our Management Consulting capabilities cover key areas like**





### Accounting & Taxation Advisory

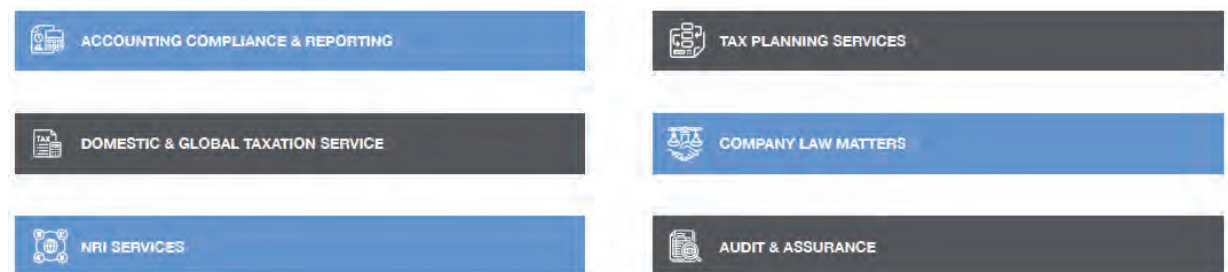
We offer in-depth advisory in Accounting and Taxation which includes Compliance, Planning, under various GAAPs and tax jurisdictions.

**With exposure to systems across the globe, we enable businesses carry out their transactions with ease**

With our advisory, we maximize current profits and develop a structured approach for the future in line with the tax laws of the region.

With the highest level of client centricity, we strive to provide services that are tailored to business needs.

### Accounting & Tax Advisory





## Contact Us

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