



**CFO Partner and M&A Advisors**

[www.fiscalfoxpartners.com](http://www.fiscalfoxpartners.com)

# Business Owner / CXOs Challenges

## *Is this Your Feeling Too ?*

*Business is doing well, but what should we do different to evolve into a large organization?*

*How are our competitors able to make better margins?*

*We are profitable, but we don't know which sales channel / product category is the most profitable one.*

*There is profitability in the business, but its all stuck in the working capital. How do we improve our working capital cycle.*

*We do have a good accounts team, but there might be lot of checks and balances which can be improved.*



*Looking to raise funds / acquire targets, and need someone to handle the process end to end.*

*Looking for due diligence support / PMO services for our fundraising / M&A / IPO process.*

*We know what needs to be done, but needs someone to execute.*

*Looking for someone who can look at the business from an independent lens.*

*We need assistance on hiring the right talent / training the team.*

# Fiscal Fox Partners Introduction

## Our Vision

“We partner with businesses to elevate their **Finance** and **M&A** capabilities, driving growth, investor confidence, and operational excellence.”



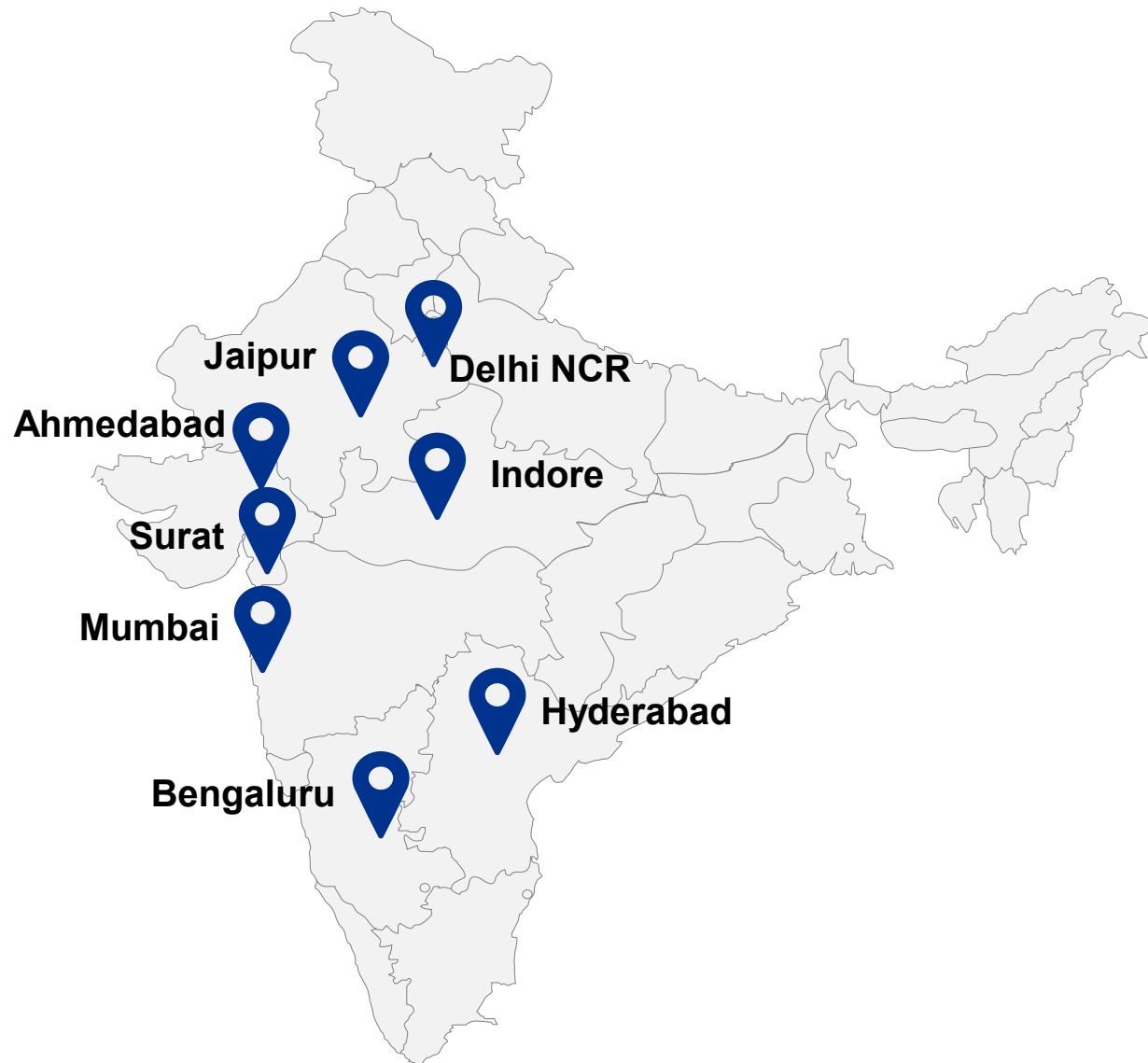
# Your One-Stop Finance Partner



# Fiscal Fox Value Proposition

1	Applying Large Cap Expertise to SME Companies		We apply systems and processes and train your team to streamline and modernize activities like a large firm does
2	Talent from Top Consulting Firms including Big 4		Our people are our biggest assets, and they come with top notch consulting experience
3	End-to-End CFO & Transaction Support		From bookkeeping to boardroom strategy, we provide full-spectrum support including virtual CFO, M&A, and fundraising advisory
4	Outcome Based Engagement Model		Milestone-based, retainership, or success-fee linked engagement models
5	Speed, Flexibility & Execution Focus		Our agile team ensures faster turnaround, real-time decision-making support
6	Affordable Excellence		Get top consulting firm level insights without that level of cost
7	One Stop Shop for Finance & Strategy Services		One Stop Solution for Finance and M&A Services

# Our Presence



**15 Partners**

**200+  
Professionals**

**Our People are our Biggest Assets.**

**We believe in Employees First  
Policy.**

# Our Core Values

## CONFIDENTIALITY

Confidentiality is at the core of our commitment. We safeguard your information with the utmost integrity.

## TRUST

Trust is the foundation of every relationship we build, ensuring transparency and reliability in all our interactions.

## PARTNERSHIP

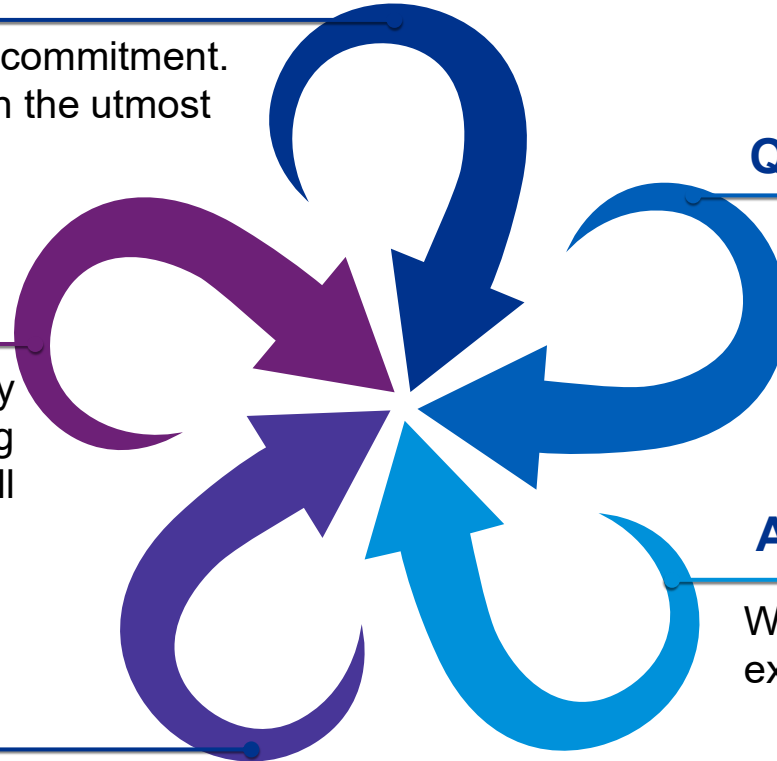
We believe in the power of Partnership – our clients, partners and the team – who bring in synergy and success.

## QUALITY

We uphold the highest standards of quality, delivering excellence in every solution we provide.

## ACCOUNTABILITY

We take ownership of outcomes, acting as a true extension of your leadership team.





# Our Services

# Our Services (1/2)

01

**Bookkeeping &  
Legal  
Compliances**



02

**Financial  
Planning &  
Analysis**



03

**Fundraising,  
M&A and Joint  
Ventures**



04

**Finance & Tax  
Due Diligence /  
Vendor Assist**



05

**Mainboard &  
SME IPO  
Advisory**



06

**Investor  
Relations**



# Our Services (2/2)

07

**Audit &  
Assurance**



08

**Direct & Indirect  
Taxation**



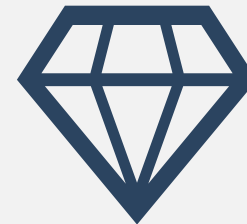
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**Forensic  
Accounting &  
Fraud  
Prevention**



10

**Business &  
Corporate  
Valuations**



11

**Certifications  
from CA / CS**



12

**Talent Hiring &  
Training**



# Services Across Business Lifecycle (1/2)

- ✓ Business Segment Wise Monthly P&L, Balance Sheet and Cash Flow
- ✓ KPI Performance Tracker
- ✓ Profitability Improvement Initiatives
- ✓ Peer benchmarking
- ✓ Working Capital Management

- ✓ Analysis of revenue streams, margins, customer & product mix
- ✓ Assessment of working capital trends
- ✓ Identification of potential financial red flags
- ✓ Review of Direct & Indirect Tax compliances

- ✓ Strategic Communication & Positioning
- ✓ Investor Collateral & Reporting
- ✓ Stakeholder Engagement
- ✓ Advisory & Insights
- ✓ Investor rights, reporting, & compliance obligations

Bookkeeping  
& Legal  
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- ✓ Incorporation of Co.
- ✓ All Legal Compliances
- ✓ Tax Compliances
- ✓ Day to Day Bookkeeping
- ✓ Monthly MIS

## Sell Side:

- ✓ Fundraising readiness inc. deal collaterals
- ✓ Investor Calls, Valuation, Negotiation & Transaction Closing

## Buy side:

- ✓ Scouting of M&A targets as per Co. strategy
- ✓ Investor Calls, Valuation, Negotiation and Transaction Closing

- ✓ Complete Project Management, so you can focus on business
- ✓ Financial reporting, as per SEBI
- ✓ Assist in Pre-IPO Business Plan & Investor Presentation
- ✓ Tax, ESG & Other areas
- ✓ VDR support / Data room management

**Modular and customizable - choose only the services that align with your current business priorities**

# Services Across Business Lifecycle (2/2)

- ✓ Preparation & filing of ITR
- ✓ Tax planning advisory
- ✓ Representation and support before Dept.
- ✓ GST compliance, health check and risk assessment
- ✓ Transaction structuring for tax efficiency

- ✓ Valuation for fundraising, M&A, restructuring, ESOPs, or regulatory purposes
- ✓ Industry and market benchmarking to validate valuation multiples
- ✓ Valuation under Income Tax & Companies Act
- ✓ Fairness opinion reports for M&A, slump sale, hive-off, or internal restructuring

- ✓ Talent Acquisition
- ✓ Functional training on budgeting, monthly MIS, compliance, taxation
- ✓ Handholding client team until independent delivery is ensured

## Internal Audit & Statutory Audit

## Direct & Indirect Taxation

## Forensic Accounting & Fraud Prevention

## Business & Corporate Valuations

## Certifications from CA / CS

## Talent Hiring & Training

- ✓ Process analysis to highlight non-compliances
- ✓ Implement and monitor SOPs based on Internal Control
- ✓ Independent assurance assignments for listed & unlisted companies

- ✓ Investigate embezzlement, forgery, & insider trading
- ✓ Expert testimony in civil or criminal cases involving financial fraud
- ✓ Due diligence on potential business partners or investments
- ✓ Investigate allegations of IP theft, such as copyright infringement, etc.

- ✓ Stock Audits, Compliance audits, Performance audits, etc.
- ✓ Tax audit as required by the Income Tax Act
- ✓ Any other audits / certifications as required under any Statutory Act

**Modular and customizable - choose only the services that align with your current business priorities**



# Our Team

# Our Leadership Team



## Avishek Somani, Founder & CEO

- Avishek brings in ~15 years of experience in the field of Fundraising, Cross Border M&A, IPO Advisory and Corporate Finance. His experience includes working with KPMG, HCL Technologies, & Dalmia Bharat – India & as CFO in Germany and with London based PE firm.
- **Qualification:** MBA (India & France), Chartered Accountant, Company Secretary, B. Com (H)



## K. K. Maloo, Partner

- Mr. Maloo has 30+ years of experience in the field of Statutory Audit, Direct Taxes and Company Law. His specialization is handling matters with regulatory authorities of Income Tax and SEBI.
- **Qualification:** Chartered Accountant, B. Com



## Vikas Asawa, Partner

- Vikas brings in rich experience of IPO advisory, IND AS Conversion, Forensic Audits, Due Diligence and Internal / Statutory audits. He brings in 10+ years of experience. In the past, he was associated with Suresh Surana & Associates.
- **Qualification:** Chartered Accountant, IFRS (ACCA UK) DISA (ICAI), FAFD (ICAI), B. Com (H),

# Our Leadership Team



## Harish Sanghvi, Partner

- Harish is a subject matter expert of GST Consulting, Tax Structuring and related compliances. His experience spans across sectors from working with Gems and Jewellery, Restaurants to Entertainment and FMCG.
- **Qualification:** Chartered Accountant, B. Com



## Nitesh Rajpurohit, Partner

- Nitesh has experience of Accounting, Internal / Statutory Audits, IFC, and Management Consultancy Services.
- **Qualification:** Chartered Accountant, Forensic Accounting and Fraud Detection, BMS



## Salil Garga, Director

- Salil brings 20+ years of experience in Investment Research, Investment Banking, Financial Strategy and Business Strategy. He has previously worked with firms like KPMG and Evalueserve.
- **Qualification:** MBA Business Economics, B. Com (H)



# THANK YOU

Please get in touch with us at

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302001

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**Bengaluru**

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