



Kingston Smith India Group

Indo-UK business specialists

Your potential, our expertise



The Kingston Smith India Group

The firm has been helping clients build their businesses for more than 90 years.

As chartered accountants and business advisers, we work with clients to understand their potential and ambitions, and provide all the information and support they need to achieve them.

In the UK, our 66 partners and more than 400 professional staff are focused in and around the London/South East region, where our commitment to the more entrepreneurial types of business has created long-lasting successes.

As a founder member of Morison KSi – ranked one of the top ten international accountancy associations – we have links to more than 10,000 outstanding professionals in 350 offices in close to 90 countries.

This combination of geographic knowledge, commercial expertise and client empathy has given us a great track record in helping Indian clients open and grow their business in the UK.

We're proud to act in the UK for approximately 250 Indian companies. We're a recommended firm in the Department of International Trade Advisory Network and also a preferred accountancy partner with London & Partners, the capital's official foreign investment promotion agency.

Our firm's close relationship with India started over two decades ago, when we began advising one of India's leading commercial enterprises doing business in the UK. Building on that success, our India Group today advises and assists a large number of Indian businesses on their international operations, encompassing the delivery of compliance services and advising on international business structures, taxation issues and corporate finance matters.

Our Indian clients find us to be a responsible, professional adviser, working closely with them to add value and help them achieve their business objectives in the UK.

More importantly, we truly understand both India and the UK, and we endeavour to achieve the best position for our clients when operating along the Indo-UK business corridor. The Kingston Smith India Group is a one-stop-shop for individuals and businesses operating within the UK, offering professional advisory services in the following areas:

Indian investors in the UK

- Business structuring
- Accounting and audit
- Tax advisory and compliance
- Payroll management
- HR consultancy
- Company secretarial

Corporate finance

- M&A and JVs
- Financial due diligence
- Market listings
- Raising finance

Non-resident India services

- Inheritance tax advisory for Indian nationals and persons of Indian origin
- Investment facilitation into India



Grown from formation in

1923

by both organic growth & mergers



Associate offices in 80+ countries
5 firms in India



Morison KSI
Independent member

Founder membership of Morison KSI,
global association of professional service firms



Look after the **leading** Indian tech companies in the UK

We work with Indian trade organisations



Confederation of Indian Industry



NASSCOM

Commercial partners



Department for International Trade



Assisting **Indian companies** in the UK for over **3 decades**



Regular visits to the market

- Delhi
- Mumbai
- Bangalore
- Chennai
- Hyderabad

60+ PARTNERS



500+ people



Business journey



start-up

fast growth

establi

Audit Services | Auto-Enrolment | Board Advisory Services | Bookkeeping and Accounting Services
Business Insight | Business Start-Up Services | Business Strategy and Advisory | Cloud Accounting
Company Sale and AIM IPOS | Company Secretarial | Company Structuring
Compliance and Assurance Services | Corporate Legal Advisory | Data Protection (GDPR)
Due Diligence | EIS & SEIS | Employer Services | Financial Forecasts
Financial Planning | Forensic Accounting



ished

expansion

maturity

All businesses are different

At Kingston Smith we know what it takes to succeed at every stage of your business journey and we promise practical help and enthusiasm, as well as technical expertise – in plain, jargon-free English!

We work alongside our clients offering commercially savvy advice based on their needs and aspirations both now and in the future. By providing the right advice at the right time, we help our clients maintain the competitive advantage they need to stay ahead.

Fundraising and Growth Capital | Growth Advisory | HR Advisory and Outsourcing
Insolvency Services | International Expansion | Inward Investment | Management Buy Outs
Mergers & Acquisitions | Outsourcing | Payroll | Pensions | Profit Reinvestment | R & D Tax Credits
Risk Evaluation Management | Share Options | Succession Planning
Tax Planning, Compliance and Advisory | Valuations | VAT Planning | Wealth Planning

Meet the team

Tim Stovold, Partner



Tim specialises in a wide range of tax planning, including domestic and international corporation tax issues, employment tax, including incentives and share options, and income and capital gains tax planning for owner/managers of businesses during the life of the business and on exit.

Tim's portfolio of clients includes SMEs, the UK operations of large international groups including many Indian IT majors and publicly listed companies (AIM, NASDAQ, NYSE, etc.) in the UK and worldwide. A regular visitor to India, Tim's seminars around the country on the structuring of Indian investments in the UK and employment tax planning are always well received.

Parveen Chadda, Partner



Parveen founded the firm's India Group and continues to oversee and direct its development. For many years, Parveen acted as the lead partner in establishing and strengthening our links with India.

Currently, Parveen is focused on setting up new services for Indian clients who wish to invest in the UK, and non resident Indians who are looking to invest in India. Parveen's extensive career means that he has been involved in a number of prestigious projects from auditing large, listed companies to hand-holding SMEs through their growth plans.

Vijay Tanna, Partner



Vijay has been helping entrepreneurs and not for profit organisations succeed in business for 30 years. He has significant experience of working with Indian and East African-Asian businesses operating within the UK and with overseas subsidiaries in the UAE, India and Africa.

Vijay adopts a holistic approach to supporting business owners in sharpening their vision and shaping their strategy. He advises clients on their audit, accounting and tax compliance as well as their strategic business and tax planning. Vijay has a strong track record in the property, hospitality, technology, education, pharmacy and care home sectors. He draws on his own industry experience to complement his advice to clients.

Ian Matthews, Partner



Over the last decade, Ian has been advising owner-managed businesses across many sectors, utilising his broad tax experience to help his clients achieve their own personal and professional aspirations. As a key member of our India Group, Ian focuses predominantly on SMEs and their owners; he has particular experience of working with clients in the property, technology and entrepreneurial business sectors. Ian strongly believes that for an adviser to be able to provide the best service possible, they must truly buy into their clients' business – proactively looking to help them develop and grow. To offer this level of service, Ian makes sure he is easily accessible to all of his clients and able to find the best commercial solution for each of them.

Chandru Iyer, Head of International Business Development



Chandru looks after the international business development activities at the firm, with specific responsibility for managing our India Group. Chandru is instrumental in identifying and servicing Indian companies that invest or are present in the UK. He also looks to introduce for the group's corporate finance arm, working closely with Indian companies looking at potential M&A avenues in the UK.

Facilitating international trade and inward investment are his areas of specialisation. Before joining Kingston Smith, Chandru was in India, working in various techno-commercial roles for the Australian High Commission, the Finnish Embassy, a global semiconductor major and a Nordic consulting firm.

Client testimonial

“Kingston Smith has been helping Wipro for more than 20 years with a wide range of tax advisory service. These have included dealing with internationally mobile employees, VAT and corporation tax. The Kingston Smith team has been with us on the journey as we’ve grown our business, they’ve given us a high level of support – always demonstrating expertise, understanding, and professionalism.”

K Balasubramanian
Vice President and Global Head – Corporate Taxation
Wipro

Success story



Expicient, a leading professional services firm focused on deploying omni-channel software products & solutions, is a good example of how Kingston Smith works with international businesses in the UK throughout their lifecycle. The founder of Expicient approached us in the second half of 2011 to set up their UK subsidiary, having heard good things about us from his contacts in India and the US. We helped them get their start-up off the ground in the UK – opening a bank account in a day, immigration introduction, expat tax benefits for their employees, routine compliance matters, etc.

The business grew steadily in the UK, supplying their services to the likes of M&S, Tesco and Argos. The Kingston Smith delivery team was actively involved with the day-to-day running of their business, so when the founders were made an offer by the Publicis Groupe, which they couldn't refuse, we were their trusted adviser in supporting them through this transition and beyond. This has been an interesting journey for us, further cementing our credibility as a firm well-suited to the needs of an international business throughout its lifecycle.

Kingston Smith India Group – here to help

Whether you are an Indian business looking to invest in the UK or a British business exploring opportunities in the Indian market, the Kingston Smith India Group can provide comprehensive assistance to achieve your goals.

Working closely with organisations such as the Department for International Trade, London & Partners, NASSCOM, CII and our Morison KSi partner firms in India, we are well placed to support you on each step of your journey along this very exciting Indo-UK business corridor.

Combine your potential with our expertise and, wherever in the world you want to do business, we'll make what you do really count.

Contact us

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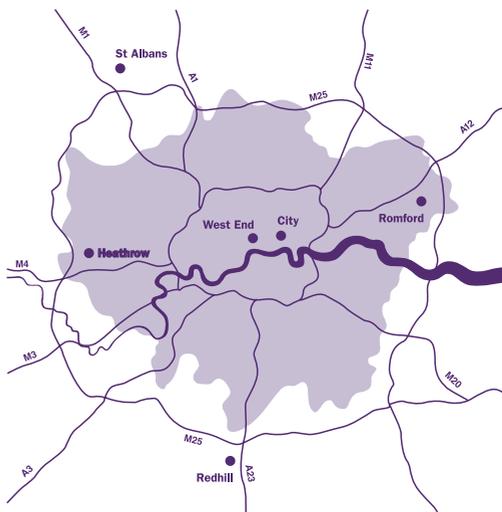
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To find out more about Kingston Smith's bespoke services, please visit: www.ks.co.uk