

HSAG

We Help Your Business Grow
TODAY TOMORROW



Formulating Strategies that will get you results

Mumbai | Bengaluru | Gurgaon | Kolkata | Dubai

www.hsag.in

THE HSAG STORY

It all began when our maverik founder, Mr. Haaren Sanghvi, discovered his passion for number crunching, process automation, and the art of re-engineering costs. This value-added work added measurable value to the client's bottom line that delighted clients.

His flair to articulate the ideas and also execute them, and love to meet professionals, network, and build relationships acted as a springboard in getting his first 10 clients.

The 10 to 300+ clients leap was due to his passion to deliver a solution and entrepreneur mentality to think out-of-the box.

Often clients were unaware that HSAG has a business strategy that can add 5 to 7% value without doing anything extra, but just by changing the processes.

The RARe (Relationships, Approach, & Results) DNA evolved over a period of time when they discovered it was natural to them.

With a foundation built on passion, innovation, and an unwavering commitment to their clients, HSAG continues to thrive. Their journey is a testament to the power of following one's true calling and embracing the opportunities that arise along the way.



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VISIONARY LEADERSHIP... DRIVING STRATEGY, INSPIRING EXCELLENCE.



**We love what we do
because we are passionate about it.**

Haaren Sanghvi Founder & CEO

Haaren Sanghvi is a renowned expert in risk management, income tax, corporate tax, GST, excise, internal audit, statutory audit, management audit, financial consultancy, real estate, advisory services, risk consulting, and RERA compliance.

NOTABLE QUALIFICATIONS:

Owner / President

Management Program
(OPM 50) - Harvard
Business School, USA

Managing & Transforming
Professional Service Firms -
India - Harvard Business
School, USA.

General Management
Programme for Accounting
Professionals - IIM,
Calcutta.

Mr. Sanghvi has made significant contributions to the field, including being a co-author of the book "All India VAT Reckoner."

As the Founder and CEO of HSAG, his pivotal role is to shape HSAG into a global organization. He provides exceptional leadership and guidance, developing effective strategies and implementing a governance model based on human values.

His vision is to make HSAG an employer of choice while maintaining a strong focus on customer satisfaction. With his astute understanding of the business environment and a solid financial and accounting background, Haaren specializes in business outsourcing operations.

Passionate about health and fitness, Haaren embodies a commitment to personal well-being. In addition, he is an avid Hodophilia enthusiast, always seeking new travel experiences. His enthusiasm to constantly learn and excel is contagious and is a guiding trait across HSAG.



www.linkedin.com/in/haarencsanghvi/



HSAG – HELPING YOUR BUSINESS GROW – TODAY TOMORROW

The inborn passion to excel... Driving Excellence in Business Solutions

At HSAG, we are passionate about what we do. Our objective is to be the best in everything we undertake, utilizing our industry knowledge and experience to deliver exceptional value for our clients. With a diverse range of clients, from global organizations to entrepreneurial start-ups, our dedicated team of experts brings deep domain expertise to every project. Together, we simplify the complexities of business, guiding you towards success.

You and HSAG... Value Creation, Transformation, and Growth

At HSAG, we believe that success in today's global market requires a combination of factors. We understand that no single company possesses all the solutions. That's why we encourage business management to embrace external advisors who can bridge the gaps. We help companies tackle the endless challenges they face, fostering continuous evolution and innovation. Our progressive thinkers bring genuine data, insights, and transformative value, enabling you to thrive in the dynamic business landscape of India and beyond.



PASSION NEVER FAILS

THE HSAG CULTURE... OUR ASSET: OUR PEOPLE

At HSAG, we firmly believe that our people are our most valuable assets. Their expertise, dedication, and commitment enable us to serve our customers, create long-term value, and contribute to the larger community.

As a company, we invest in their professional growth, ensuring their interests align with the needs of our customers and shareholders. With a proactive and entrepreneurial mindset, our team challenges the status quo and provides out-of-the-box ideas that add value to your bottom line.

RARe... It's our DNA.

At HSAG, we uphold a distinctive philosophy based on the pillars of Relationships, Approach, and Results. Our team embodies a unique approach that prioritizes the delivery of exceptional professional services. We adopt a holistic, entrepreneurial perspective, ensuring a proactive and result-driven attitude.

Our unwavering commitment to maintaining the highest level of ethical, transparent, and value-driven professional Relationships has helped to foster trust, and position us as a preferred partner in the global marketplace.



OUR EXPERTS... OUR CONSULTING POWERHOUSES

Our team of experts at HSAG comprises professionals with diverse backgrounds and specialized knowledge.



Bhairavi Shah

Director, Practice and Direct Tax Litigation Specialist

Bhairavi Shah brings extensive experience in diverse services, with a primary focus on Assurance services which covers Statutory Audits, Internal Audit Risk Assurance, Due Diligence, and Consulting on matters related to Companies Act, Accounting Standards,⁴ Auditing Standards, Certification Services, and the recent requirement for Auditors of Indian companies to opine on Internal Financial Controls over Financial Reporting.

She also excels in Direct Tax, Tax Audit, Representation before Income Tax Authorities, and actively contributes in building client relationships, team management, and strategic decision-making.

Besides being an adventurous person, she has a passion for exploring different cuisines.



Mamata Sawant

Director, Finance and Operations

With over two decades of experience, Mamata possesses exceptional skills in strategic thinking and executing successful initiatives. Her impressive background encompasses serving as a subject matter expert in Indian Indirect and Direct Taxes, assuming the role of Financial Controller for the FMCD industry, and contributing to the program management function during the implementation of Goods and Services Tax.

At HSAG, Mamata plays a vital role as a valued member of the corporate finance advisory team, providing crucial support in strategic decision-making, including fundraising endeavors. Her extensive experience spans various industries, including IT/ITEs, FMCD, manufacturing, media, pharma, BFSI, among others, thereby offering a rich and diverse perspective.

Mamata's deep passion for history fuels her intellectual curiosity, as she immerses herself in captivating narratives found within history books.



Jinesh Mehta

Director, Practice and Indirect Taxation Specialist

Jinesh Mehta, a Lawyer, has over the years established himself as a legal and tax expert specializing in indirect taxes. With his previous experience at a Big Four accounting firm, he excels in handling GST-related matters, drafting and filing appeals, and ensuring compliance⁴ for both corporate and non-corporate entities. His meticulous approach and deep understanding of tax laws benefit our clients immensely.

Jinesh is a passionate sports enthusiast, bringing the same level of passion and determination to his work.

CONSULTING POWERHOUSES



Latika Rohra

Director, People & Assurance

Latika Rohra, a MBA, brings a wealth of expertise in employee and client engagement, as well as performing accounts receivable functions. Her extensive experience includes managing the scopes, negotiations, and resolution of client queries. Latika is known as a skilled troubleshooter within the organization, consistently finding innovative solutions to complex challenges.

Her passion lies in fostering strong relationships with people and driving social creativity, ensuring a harmonious and productive work environment.



Swapnil Patil

Manager, Taxation and Liasoning

Swapnil Patil is a highly experienced professional with a broad range of expertise in taxation, TDS, income tax (including Form 16, Form 26AS, and e-filing income tax), and other related areas. His in-depth knowledge and hands-on experience make him a reliable resource in dealing with various tax matters.

Swapnil, a passionate movie enthusiast embraces the world of cinema, drawing inspiration from its storytelling and creativity to deliver outstanding results in his work.



Ketan Desai

Manager, Compliance and Registration GST pan India

Ketan Desai is a seasoned professional specializing in GST registration and amendments, GST appeals, PTEC and PTRC registration amendments, compliance, e-way bill and e-invoice generation, stock audit, import-export licenses, legal metrology, VAT and CST appeal, and amnesty. With his comprehensive knowledge and meticulous approach, Ketan ensures that businesses comply with the regulatory landscape seamlessly.

Beyond his work, Ketan is a die-hard cricket fan, bringing the same level of strategic thinking to the game of business.



Varshil Patel

Manager, Direct Taxation

Varshil Patel, a CA, is a seasoned professional in filing income tax returns and providing tax planning services to individuals, trusts, firms, LLPs, and corporate clients. He offers valuable taxation advisories to various corporate and individual clients.

Varshil is passionate about writing books and blogs, using his creative talent to share his insights and knowledge with a wider audience.



WHY HSAG... LOOK BEYOND.



Transforming Businesses through Technology and Innovation by harnessing the Power of Digitalization and Disruptive Technologies



Tailored Solutions: Beyond generic solutions to deliver personalized and effective solutions.



Cross-functional Teams: A collaborative approach, where experts from various disciplines work together seamlessly to bring diverse perspectives and expertise, enabling comprehensive problem-solving and integrated solutions.



Innovative Methodologies: Proprietary methodologies and frameworks that drive efficiency, effectiveness, and breakthrough solutions.



Client-Centric Approach: Focus on building long-term partnerships and delivering exceptional client experiences by providing personalized attention, proactive communication, and responsive support.



Data Privacy and Security: Maintains the highest standards of data privacy and security. Strict adherence to regulatory requirements, and implementation of best practices in safeguarding client information.



Driven by Ethics, Integrity, and Transparency.



Collaboration and Knowledge Sharing: Equipping clients with the tools and insights they need to sustain success beyond the engagement with HSAG.



Complete Corporate solutions provider with a 360 degree approach.



India Entry Strategy.



Legal Desk Specialist working Pan India.





OUR SERVICES

Core Services... Comprehensive Solutions for Your Business

At HSAG, our core services are designed to address your most critical business needs. From financial consulting and management restructuring to mergers & acquisitions and investment strategy, we provide you with comprehensive solutions tailored to your industry and specific goals. Our experts work closely with you to identify opportunities, mitigate risks, and position your business for long-term success.

Customised Business Solutions tailored to meet unique business needs, complex business challenges and provide you with the right strategic solutions.

- Accounting & Audit Services
- Taxation
- Corporate Finance & Compliance
- FATCA - Foreign Account Tax Compliance Act, and CRS - Common Reporting Standard
- Staffing & Recruiting
- Business Strategy Consulting
- Corporate Services Provider
- Fund Accounting Services
- Compliance and Litigation Services
- Internal Audits
- Virtual CFO



Accounting & Audit Services

As company procedures are becoming highly advanced, it is very essential to look for the skills that are capable of offering the company community with the assurances it requires in its internal activities.

Our Audit & Assurance department is there to provide you with a quality service which focuses on your company's needs and delivers you with best solutions & reasonable assurance of your financial performance and position.

We at HSAG, completely scan your company and provide you with an audit opinion in a standard report along with the financial statement, which will help you to identify and consider risks related to the company or on financial performance and consult you with appropriate ways to migrate those risks.



Taxation

Companies of all sizes are ever more exposed to new trends in tax regulation around the world. Its impact on cash flow, profitability & ultimately on stakeholder value is an important element to stay ahead in competition.

Our experts will provide tax consultative services and can assist to minimize your tax exposure and highlight the dangers posed by legislation that is constantly evolving and increasingly complicated. Enabling your company to adapt regulatory changes, improve compliance processes and add more value to the business and beyond.

We at HSAG, provide timely data and autonomous guidance based on our knowledge and understanding of tax systems in India and around the globe. We will also assist you to minimize your tax exposure and highlight the dangers posed by legislation that is constantly evolving and increasingly complicated.



Corporate Finance & Compliance Services

In today's vibrant company setting, one of the most significant problems for any business organization is to guarantee compliance with different legislation. Considering that the law has become more complicated in recent years as a consequence of many reforms, modifications and notifications, it is of utmost significance for each organization to comply with different legislation in order to guarantee better corporate governance and satisfy the demands of vigilant government authorities.

Our Experts have complete industry and service vertical experience and have the skills needed to handle various compliance review issues.

At HSAG, we have a devoted team of Chartered Accountants, Secretaries of the Company, Graduates of Management, Engineers and Legal Professionals who have comprehensive experience in multiple compliances under distinct Indian laws.



Staffing & Recruiting

When it's Right People for the Right Job, the employees are happy and deliver better.

There is more to it than just the resume, we profile the candidate in a 360° assessment to ensure an optimum fit matching to the job profile, and the culture of the company.

HSAG provides highly skilled human capital for organizations that need specialized employees.

In addition to regular recruitment services, HSAG's most sought-after service is pairing skilled workers on a temporary basis with organizations that are finding it hard to deal with an unexpectedly high volume of work in a particular department or function.



FATCA - Foreign Account Tax Compliance Act, and CRS - Common Reporting Standard

When you are having global clients, 'FATCA' and 'CRS' compliance is essential.

HSAG has a team dedicated to advice and support clients on the two important regulations related to international taxation and financial reporting.

Foreign Account Tax Compliance Act (FATCA) is a legislation of the United States of America, which aims to combat tax evasion by the taxpayers in the country. It was enacted in 2010 to increase income tax reporting by U.S. taxpayers on assets held in offshore accounts and through Non-U.S. entities. FATCA is used by government personnel to detect indicia of U.S. persons and their assets and to enable cross-checking where assets have been self-reported by individuals. Accordingly, the U.S. Government has entered into bilateral agreements with the government of several countries for exchange of information.

The Common Reporting Standard (CRS) is an information gathering and reporting requirement for financial institutions in participating countries / jurisdictions to help fight against tax evasion and protect the integrity of tax systems. The CRS seeks to establish the tax residency of customers. Under the CRS, financial institutions are required to identify customers who appear to be tax residents outside of the country / jurisdiction where they hold their accounts and products and report certain information to our local tax authority.



Business Strategy Consulting

As your business grows, it becomes difficult even for experienced people to have all the skills & knowledge your business needs to cope up with new problems & opportunities. Our Business Advisory Services examine previous trends and combine them with the forecasts to create tailored strategies to achieve success & growth in your business.

We at HSAG, implement our expertise and deep industry knowledge to develop innovative, technology-driven solutions to solve our clients' business challenges and help them grow and achieve financial results TODAY TOMORROW.



Corporate Services Provider

As a corporate services provider, India's excellent financial and political climate makes it an extremely favorable destination for numerous global organizations and aspiring entrepreneurs. Many are opting to establish their companies in India due to its comparatively relaxed procedures for business incorporation, although adherence to regulations and completion of documentation remain necessary.

At HSAG, we offer exceptional solutions for seamlessly integrating, establishing, and managing companies in India. Our team of incorporation experts ensures a smooth registration processes for businesses. We take pride in our close collaboration with various government agencies in the country, providing us with extensive knowledge of public processes and operations. Our comprehensive business incorporation services alleviate all the challenges associated with the process.

We stand by you at every stage, conducting feasibility studies to assisting in determining the optimal location, legal structure for your business, procuring the required physical infrastructure, navigating legalities, obtaining permits, and providing manpower services.



Virtual CFO

HSAG's Virtual CFO allows you to focus on critical areas of your business, while we handle your long-term planning and financial reporting needs.

Our CFO services basket offers strategic financial expertise that propels your company to the next level without employing a full-time resource.

The following are the major key areas where we provide our services: Weekly scrutiny and supervision of finance function, robust MIS (Analysis of your business performance), working capital management, strategic advice, budgeting and support in increasing profit.



Fund Accounting Services

Routine Accounting and Compliances often consume significant time and focus of the operating Fund Managers.

Managing complex and diversified portfolios of Funds and Managed Accounts requires transparency, and increasingly diligent and meticulous reporting.

At HSAG, our team of expert accounting professionals are qualified and proficient to prepare Fund Reporting and Financial Statements in accordance with the prescribed accounting standards and statutory compliances.



Compliance and Litigation Services

In today's dynamic business environment, ensuring compliance with the right legislations is essential for every organization. With the legal landscape becoming increasingly complex due to reforms, amendments, and notifications, it is crucial for every organization to strictly adhere to various legislations, fostering robust corporate governance, and also meeting the statutory legal requirements.

HSAG has a dedicated team comprising Chartered Accountants, Company Secretaries, Legal Professionals, Engineers, and Management Graduates.

Our team of experts possess extensive industry knowledge, and vertical-specific expertise, enabling them to review and handle regular, and niche, industry specific compliance issues.

With their in-depth experience in navigating multiple compliances under various Indian laws, HSAG delivers comprehensive compliance services across industries.



Internal Audit

At HSAG, the team evaluates a company's internal controls, including its corporate governance, and accounting processes. These comprehensive audits ensure compliance with laws and regulations, and help to maintain accurate and timely financial reporting and data collection.



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