



F↑SCALATE
grow your business with us

A financial advisory &
management consulting services firm



Businesses face multiple challenges, and today market dynamics are greatly impacting financial performance. In this scenario, companies are not only looking for sound financial guidance but also scouting for opportunities to expand and increase profitability. Furthermore, entering this already volatile space are entrepreneurs whose ideas need the right growth plan and adequate financial support.

Globalization, deregulation and e-commerce, which are dramatically reshaping the rules in today's financial services industry, are certainly not making things simpler. In fact, in this intensely competitive climate, an undivided focus on clients' financial strategy and its flawless execution are essential for any organization's success.

Fiscalate, a Bangalore-based financial advisory & management consulting services firm provides a structured as well as an agile approach buttressed with future-focused plans to its clients. Its name — a combination of fiscal (financial) + escalate (scale/grow) — indicates its strategy of working with companies looking for guidance and helping manage their:

/ **GROWTH PROSPECTS**

/ **MARKET KNOWLEDGE**

/ **FINANCE**

// inception

Founded by two young professionals - Deepak Gulecha and Haris Parmar, Fiscalate aims at empowering your business by creating innovative strategies under the umbrella of financial and management advisory services. Even before they started their practice as chartered accountants in one of Bangalore's leading CA firms, the thread of financial competence and dexterity has always been in their DNA. With more than 10 years' experience of efficiently dealing with several large business houses, they have established themselves as an affordable, competitive, collaborative and forward-thinking advisor in financial growth and planning.

// partner network

Having handled several demanding assignments across companies in different sectors in India, they have developed a network of specialist associates (investment bankers, marketing strategists, analysts, CFOs and consultants in advisory firms) who collaborate with them on specific client requirements. These specialists, who have achieved significant successes in their respective domains, ensure customised offerings to clients.

// core competency

Fiscalate works closely with clients and builds a strong relationship by engaging them at every touch-point throughout their journey. By partnering with Fiscalate, clients are enabled to chisel their vision for their company and take it beyond the ever-present 'balance sheet'. Empowering clients to obtain a 360-degree view of financial implications and management, Fiscalate is able to engage with them intelligently to:

/ **Build a dynamic profile of various business units**

/ **Develop an integrated finance, risk, and compliance system**

/ **Reduce cost and complexity and increase overall profitability.**

Fiscalate has been successful in helping its clients raise USD 63 million, apart from having designed structured deals; serviced companies by devising turnaround plans (with existing setup but varied strategies), and lectured on team leadership programs.



By asking the right questions, Fiscalate is not only able to create plans, goals and guiding principles for clients but also discover the unique opportunities that their businesses offer, and the best way to capitalise on them.

// our portfolio offerings

- / CUT COSTS AND INCREASE PROFITS.
- / OPTIMISE YOUR RESOURCES, WITH MICRO AND MACRO STRATEGIZING.
- / MANAGE YOUR BALANCE SHEET SO THAT IT SPEAKS FOR ITSELF.
- / ATTRACT THE RIGHT KIND OF INVESTOR. MATCH YOUR IDEOLOGY WITH THAT OF YOUR INVESTOR.
- / CONDUCT A MARKET FEASIBILITY STUDY. ASSESS YOUR STRENGTHS AND AREAS FOR GROWTH / OPPORTUNITIES.
- / HIRE A FULL OR PART-TIME CFO

Our firm can help you achieve the above objectives and more. Take a look at the full spectrum of our services on our website www.fiscalate.com

ACCOUNTING SUPPORT SERVICES

- _ Accounting
- _ Book-keeping
- _ Accounting service outsourcing
- _ Accounting policy structuring

BUSINESS ADVISORY SERVICES

- _ Corporate restructuring
- _ Planning & compliance — Direct taxes, GST & all other regulatory laws
- _ Development and management
- _ Process re-engineering
- _ Planning and structuring
- _ Sensitivity analysis
- _ Overseas business management
- _ Data benchmarking
- _ Competition, profitability & operations analysis
- _ Marketing analysis and strategy development

CFO SERVICES

- _ Virtual CFO
- _ Interim CFO
- _ Part-time CFO
- _ On-call CFO
- _ Recruitment

FINANCIAL SUPPORT SERVICES

- _ IPO/Listing services
- _ Management contract services for activities that include debtors collection agents, systems implementation, agents for any other purpose

- _ Assistance in equity financing
- _ Term-based funding – banks/FIs/others & debt syndication
- _ Treasury management services
- _ Procurement management services
- _ Calibrating internal controls for finance with all other divisions
- _ Assistance in project funding
- _ Business/shares/brand valuation
- _ Working capital management
- _ Capital budgeting processing

RISK ADVISORY SERVICES

- _ Internal financial controls & internal controls
- _ Due diligence
- _ Business feasibility study
- _ Project study
- _ Forensic audit/fraud audit

OPERATIONAL SERVICES

- _ Audit and assurance
- _ Internal audit services
- _ Stock audit
- _ Compliance audit
- _ Company Incorporation & setup assistance
- _ Other statutory compliance-based services
- _ Indirect taxes
- _ Direct taxes
- _ Labour laws
- _ FSSAI
- _ RBI
- _ SEBI
- _ SME

Your job is to sit back, and let us ask the right questions. We will make sure that your answers create a tangible impact on your company's bottom line.

We foster a collaborative working style with our clients.

We create a customised approach for all our clients.

We encourage ownership and risk in our team.



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Get in touch with us:

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