Global Opportunities for CAs – Tieups with International Firms

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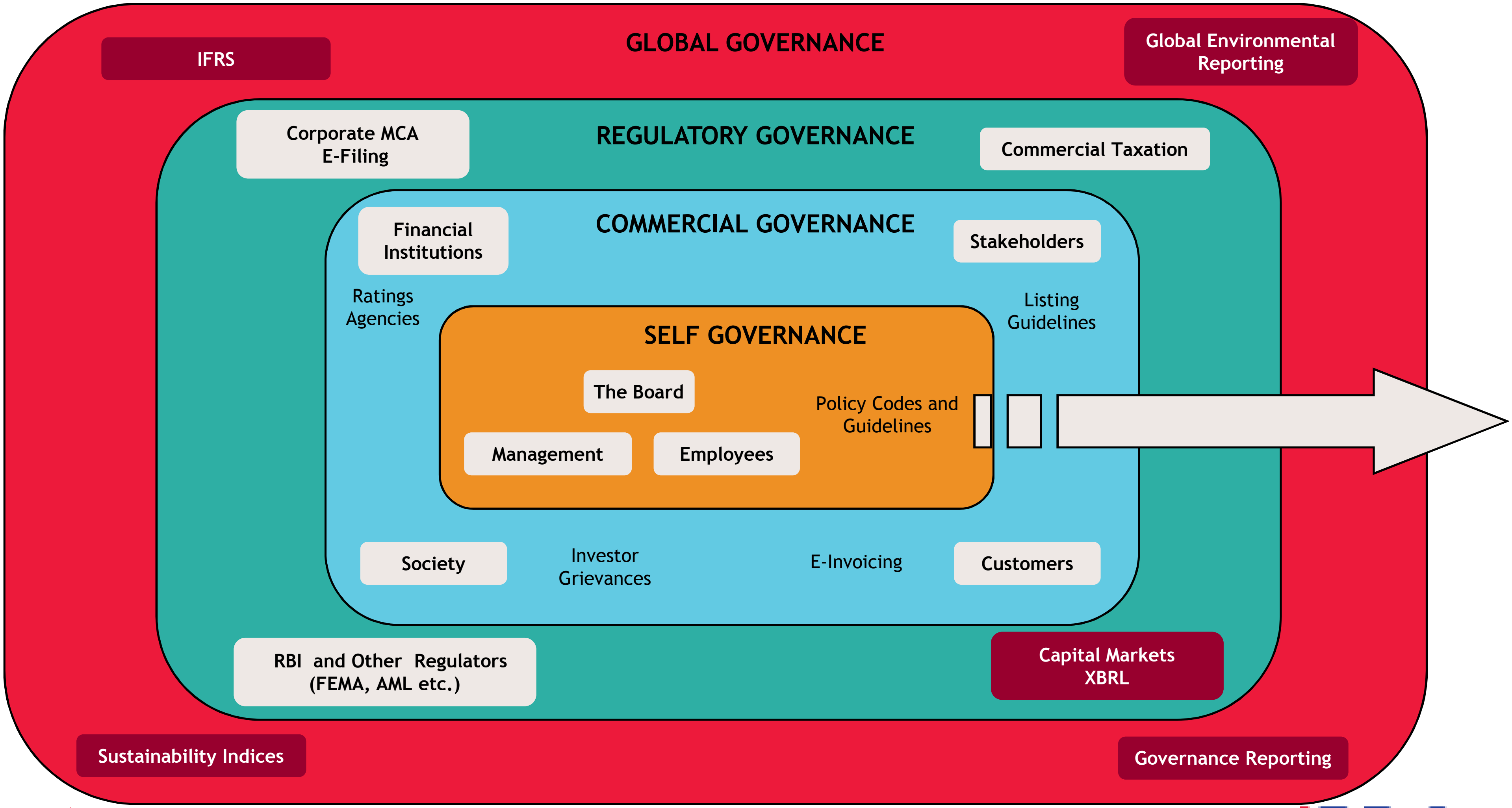
“Globalization has changed us into a company that searches the world, not just to sell or to source, but to find intellectual capital - the world's best talents and greatest ideas.”

JACK WELCH

The Need for A Global Outlook

Globalization as an opportunity and imperative

Changing Business Landscape



A Convergence of Forces

• As geographic boundaries blur in the world of business, companies must deal with new customers, suppliers, competitors, regulators, and stakeholders.

•These changes pose both an opportunity, and a threat for companies as well as the professionals that support them.

•Chartered accountants will play a critical role in helping organizations navigate this convergence of forces – whether Indian or Global

•To do this successfully, Chartered accountants must understand and appreciate the global context and regulatory environment, identify the skills and capabilities that they will require to succeed and acquire those capabilities in an ongoing fashion

Haribhakti and BDO - Blending Local and Global Expertise

An overview of the tie-up

BDO

A Shared Set of Values

We define ourselves by the following core values:

Honesty and Integrity

One cannot exist without the other. If a relationship must flourish, it must be based on the values we hold sacred. Values such as trust, reliability and transparency.

Taking Personal Responsibility

Respect and a sense of equality drive our internal environment. We inculcate a strong sense of responsibility to our clients, our colleagues and our firm.

Strong and Personal Client Relationships

Our client relationships are more than just business partnerships. We endeavor to understand the person as well their business and to build a longstanding relationship based on mutual respect and trust.

Mutual Support

We treat each other with consideration and respect, and uphold a culture of sharing and consultation.

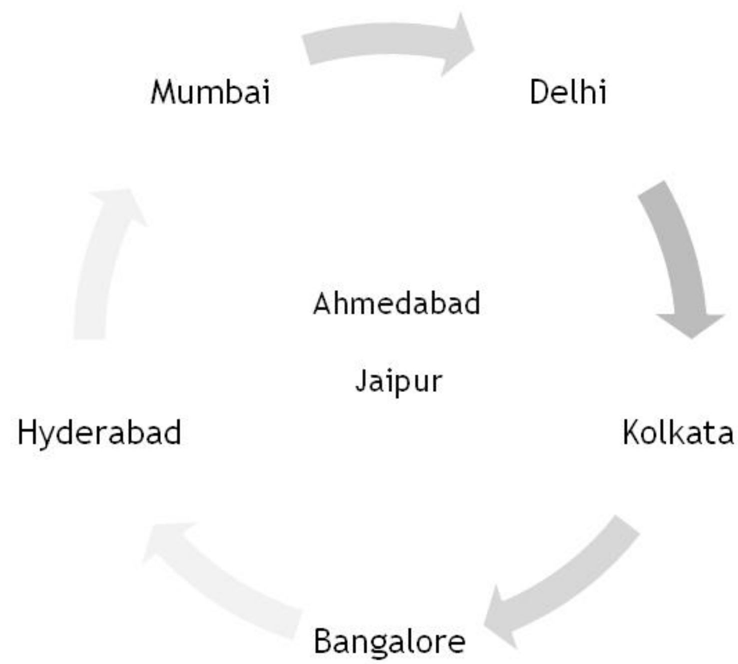
BDO

The Genesis of Haribhakti & Co

Some key facts

7	14	325+
Offices in India	Partners in India	Employees and staff in India

- Found in 1951, as a firm of Chartered Accountants, and since then has expanded to cover a wide array of services.
- Multi-location & multi- disciplinary
- ISO 9001:2000 Certified
- It primarily provides Audit& Assurance, Risk Advisory and Tax Advisory services.
- H&Co has pan India presence including 7 offices with 325+ employee strength across India.

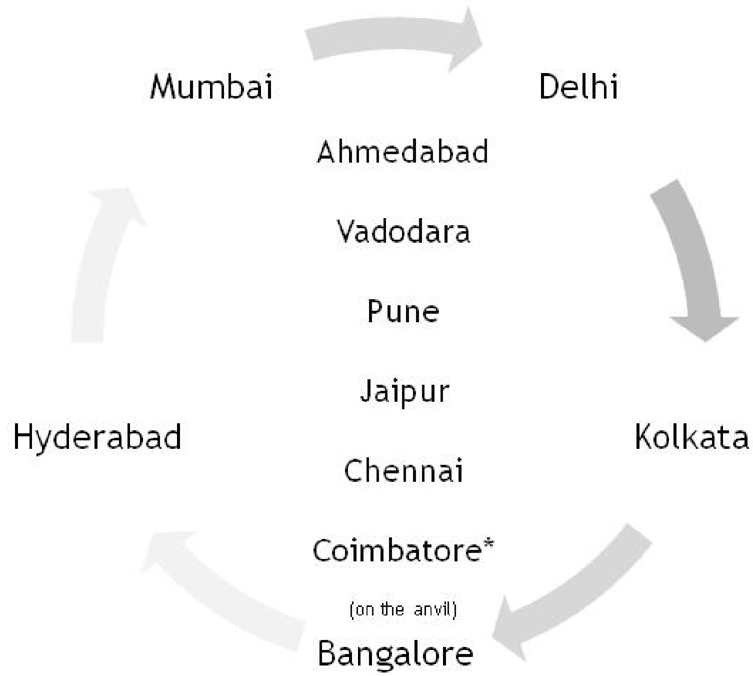


BDO in India

Some key facts about BDO Consulting Pvt. Ltd.

11	10+	275+
Offices in India	Directors in India	Number of employees and staff in India

- The UK member firm of BDO International has invested in BDO Consulting Pvt. Ltd in the year 2008 to enable the active entry of BDO International in the Indian market.
- It primarily provides Corporate Advisory, Risk Advisory, Tax Advisory, IFRS Advisory, KPO for Web-based Accounting & Taxation & HR services.
- BDO has pan India presence including 10+ officeswith 275+ employee strength across India.



BDO International

Some key facts about BDO worldwide presence

5th	1,138	46,035	110+	$5,026mn
BDO is the world's fifth largest accountancy firm	More than 1,100 offices	4,000 + partners and 42,000+ staff worldwide	Present in over 110 countries	Total fee income

- BDO International was founded in Europe in 1963
- BDO is a world wide network of public accounting firms, called BDO Member Firms.
- Strong personal relationships across BDO facilitate international clients who also do business across borders
- BDO is based on vibrant referral of work between countries
- Our objective is to achieve leadership in everyone of our target markets

BDO Consulting - A Global Value Proposition for Employees

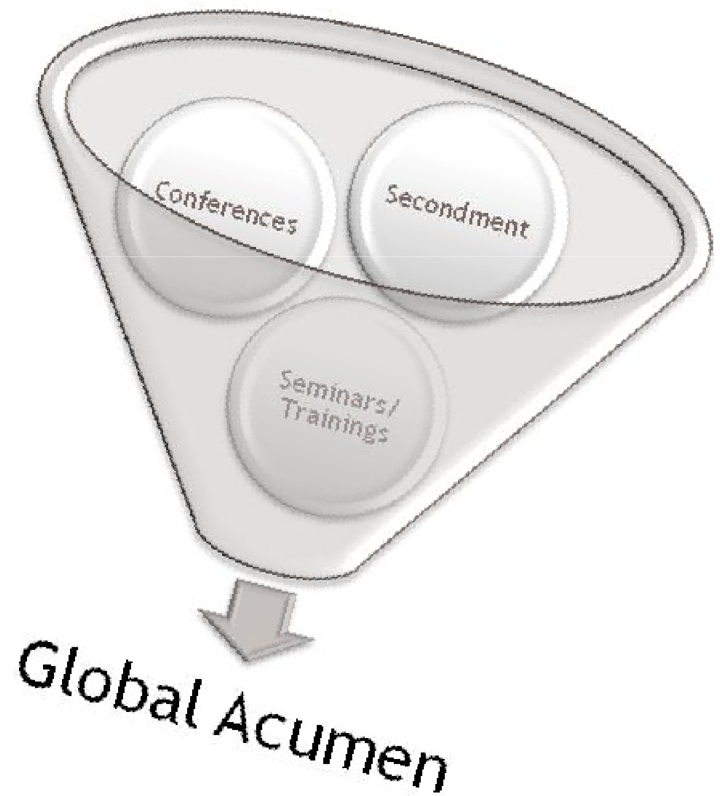
Exposure to Global Training

The BDO Global Learning Framework
A Sneak Preview

Business Skills	Technical Competence	Leadership
• English Language	• Statutory Audit – Software	• 1st Time Managers
• Client Interaction	• Internal Audit – Software	• Delegation & Accountability
• Selling Skills	• IFRS Valuations	• Goal Setting workshops
• Negotiation Skills	• IFRS Implementation	• Team work
• Cross- selling	• Transfer Pricing Methodology	

Exposure to Global Processes and Standards

- BDO Member Firms' participation = Cultural Diversity Learning
- Standardization of SOPs, Methodologies & Practices (RAS/ AAS Software usage)
- Cross learning through rampant participation across the board
- Secondment = strong global culture & practices, BDO India visibility and nurture career path of performers
- Accreditation standards' adherence, resulting in strong compliance & usage of standard methodologies



Exposure to Global Clients

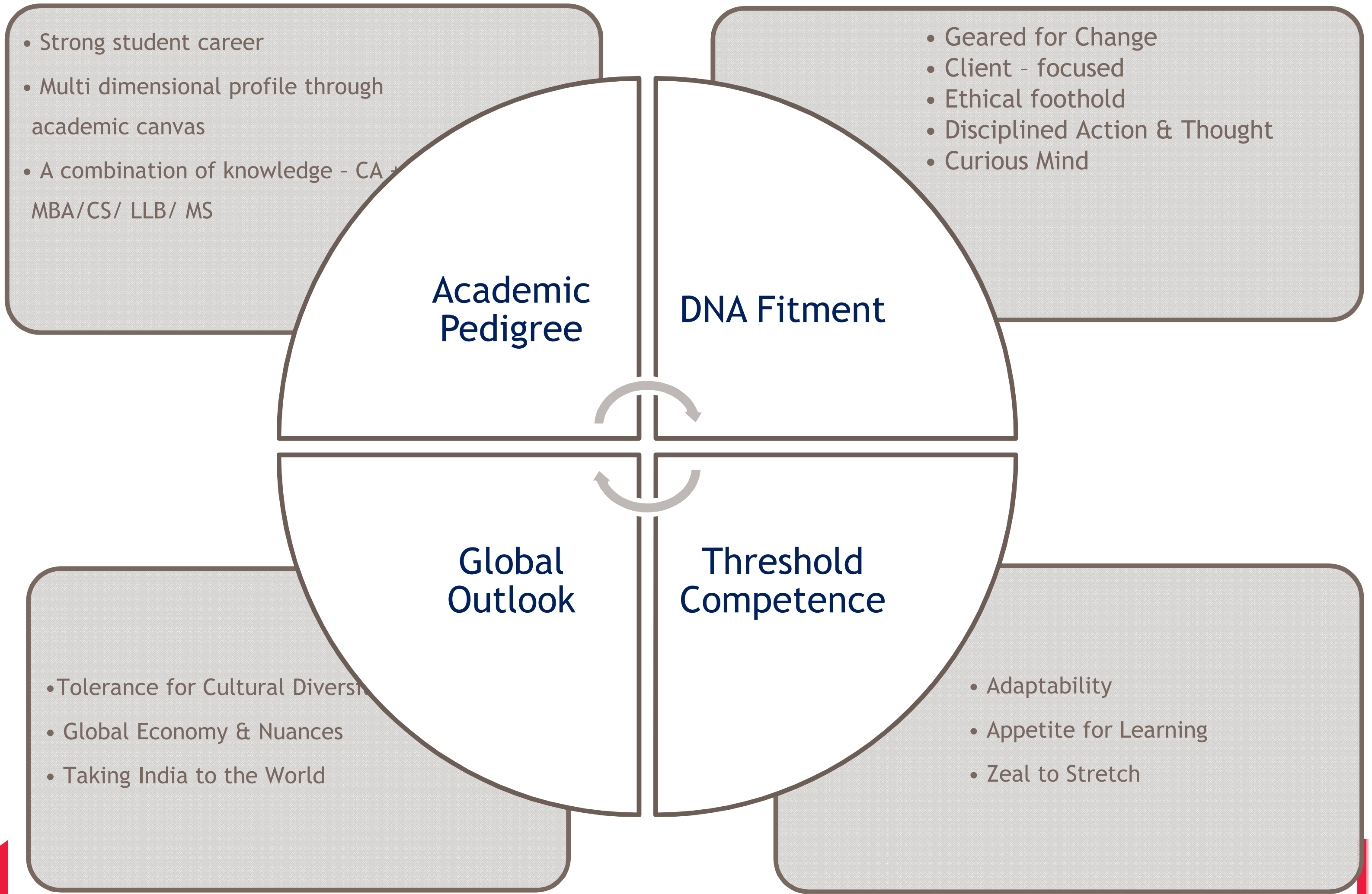
India Desk

- They tap opportunities in the Indian diaspora
- Cross- country teams work together on a mandate/ transaction
- Secondment to India Desks, to bring global clients to India

BDO Network Referrals

- Network of 110+ member firms – strong opportunities of synergy in India
- Strong possibility of conversion of clients from erstwhile firms

What BDO (and other global firms) look for in a candidate



Building a Career as a Global Accounting Professional - A Journey of Continuous Capability Enhancement

Global Accountants - Global Skills

- As global businesses converge, so too are global accounting, recording, and reporting norms
- IFRS, XBRL, Global governance, Sustainability reporting are all becoming globally recognized standards that will form the language of modern business, investors, regulators and legislators
- Chartered accountants will be key influencers, enablers and implementers in this move to a global recording and reporting environment.

To fully leverage the opportunity and ensure that Indian Chartered Accountants are globally recognized as standard-bearers of the profession, it is imperative that we focus on continually building up our skills and capabilities in a journey of lifelong learning

Thank You