

FIRM PROFILE

RAGHU IYER ASSOCIATES

CHARTERED ACCOUNTANTS

Overview

Raghu Iyer Associates is a firm of Chartered Accountants based on Mumbai. It is run by Raghu Iyer along with his associates and colleagues. Raghu Iyer is a fellow of the Institute of Chartered Accountants of India. He qualified as a Chartered Accountant in November 1984. He secured 4th rank in his Final CA examination on all India and 3rd rank in his Inter CA examination on all India basis.

Raghu Iyer Associates operate in niche areas of high quality services and focus on:

- Derivatives and financial instruments valuation
- Hedge effectiveness testing assistance
- IFRS advisory services
- IFRS implementation
- Derivatives accounting systems
- Accounting for international clientele
- Training in IFRS, Derivatives and Finance areas

Raghu Iyer is associated as Adjunct Faculty with S P Jain Institute of Management & Research (Mumbai, Singapore and Dubai) and Great Lakes Institute of Management (Chennai). These rank among India's top business schools. Raghu Iyer is also associated with The Bombay Stock Exchange and Dun & Bradstreet Financial Education Solutions. His areas of academics are Derivatives and International Accounting.

The firm is supported by 15 associates who are highly motivated and client supported oriented. The firm makes it a point to provide holistic and practical advice which adds value to the client organization.

Key clients include the following:

- Aban Offshore
- Aditya Birla Group
- Afcons Group
- Airtel Ltd
- Asian Star
- Bank of America
- BMR Advisors
- Bajaj Electricals
- Banyan Group
- CapGemini
- Churchgate Group (Nigeria, UK)
- Citibank
- Coastal Gujarat (subsidiary of Tata Power)
- Deutsche Bank
- Deloitte
- Dun & Bradstreet
- Edelweiss Capital
- Franklin Templeton
- Frischmann Prabhu Group
- Genpact
- GMR Infrastructure
- HDFC
- HSBC
- IDFC
- ICICI
- Intelenet Blackrock
- J P Morgan
- Lafarge Cement
- Lionbridge
- Merrill Lynch
- Milan Group (Nigeria, Ghana, Benin, Dubai)
- Motilal Oswal

- Murugappa Group
- Newswire 18
- Nomura Securities (earlier Lehman Brothers)
- Price Waterhouse Coopers
- Raymond
- Shah Safari Group (India, Nepal, Kenya)
- Sharekhan
- Shonghai Group of Companies, Africa
- SRF
- Standard Chartered Bank
- Strides Arcolabs
- TCS
- Tata Motors
- Tata Power
- Tata Mutual Fund
- Tata Power
- Great Eastern Shipping
- Godrej Group of Companies
- UBS

Key Assignments include the following:

- IFRS Implementation for Lafarge Group in 2009 and in 2015
- IFRS Implementation for Aban Offshore in progress
- IFRS Implementation for Asian Star, a large diamond and jewelry listed company in progress
- IFRS Implementation for KGK Group, a large diamond group based out of Hong Kong and operating in various countries including Belgium, Africa, US and Dubai in progress
- IFRS Complex Derivatives Valuation for HDFC Ltd
- IFRS Embedded Derivatives Valuation for Airtel
- IFRS Derivatives Valuation for Serco / Intelenet
- IFRS Complex Derivatives Valuation for Great Eastern Shipping
- IFRS Complex Derivatives Valuation for Meghmani Group
- IFRS Complex Derivatives Valuation for GMR Group
- IFRS Complex Derivatives Valuation for 3i Infotech
- IFRS Complex Derivatives Valuation for Venkys Group

- IFRS Derivatives Valuation for Afcons
- IFRS Opinions from time to time for GMR Group
- IFRS Opinions from time to time for BMR Advisors and their clients
- IFRS Opinions from time to time for PWC clients, referred by PWC as part of their practice
- Management audit for three large Groups based in Nigeria (with operations in Benin, Ghana) including detailed systems studies, improvement in internal controls, fraud detection, advise on business profit improvement
- Propriety audit for business groups in the UK and Dubai with special focus on funds management, controls over payments to vendors and other business counterparties
- Valuation of financial instruments including derivatives, options, embedded options, swaps, cross currency transactions and unlisted equity for various large corporate totalling to more than USD 15 billion per annum
- Valuation clients include Tata Telecom, Tata Motors, Tata Capital, Strides Arcolabs, HDFC, Airtel, Intelenet, GMR Group, JSW Group, apart from the earlier list of clients
- Hedge effectiveness advisory services relating to fair value hedging, cash flow hedging and net investment hedging including quantitative modeling of future derivative valuations and underlying valuations under FAS 133 and IAS 39
- Accounting systems, guidance and supervision of a complex global group of companies operating out of many countries including the US, Europe, Dubai, Hong Kong and India with trading, manufacturing, sub-contracting operations. This particularly complex group has foreign exchange exposures and highly complex banking arrangements with various institutions.
- Accounting of transactions, financial reporting and analytics for a group of international clientele based in Africa and UK including accounting data entry, ledger analytics, reporting of operating metrics including profitability, liquidity, ageing of inventories, receivables, tax refunds, inter-company transactional controls, bank reconciliations, other reconciliations
- Analytics outsourced to our group companies which employ a staff of more than 50 persons to analyze financial statements of potential and existing borrowers on behalf of large banks

- Audit of an international design and project management group of companies based out of the UK and operating in infrastructure in India
- Implementation of accounting of complex financial instruments at Strides Arcolabs Ltd, a public company with a turnover of Rs 1,800 crores
- Expert opinions on IFRS matters from time to time for various corporate
- Expert advisory services in IFRS for GMR in its various infrastructure projects
- Acquisition of US based jewelry companies over the period 2004 to 2008
- Have trained more than 200,000 investors, bankers, tax officials, brokers and financial market intermediaries in derivatives and equity investing in the last 14 years

The firm employs various consultants who are specialists in their respective areas of operations. Some of the senior consultants are profiled here:

- Sameer Vageriya, Chartered Accountant – more than ten years of experience in management consulting assignments including restructuring and profit improvement reviews
- Chitra Ramesh – Chartered Accountant – more than seven years of experience in various areas and actively involved in hedge effectiveness testing, valuation of derivatives and management advisory assignments
- N Sumithra, Chartered Accountant – more than ten years of experience in audits, income tax, service tax and consulting
- Suyog Kavle – M Com, pursuing doctoral studies, more than fifteen years of experience in advisory areas including IFRS practice
- Rajkumar A – more than fifteen years of experience in advisory areas, management audits and taxation

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