

## Professional Opportunities for Chartered Accountants

**CA Vinit Vyankatesh Deo**  
**Chairman & Managing Director**

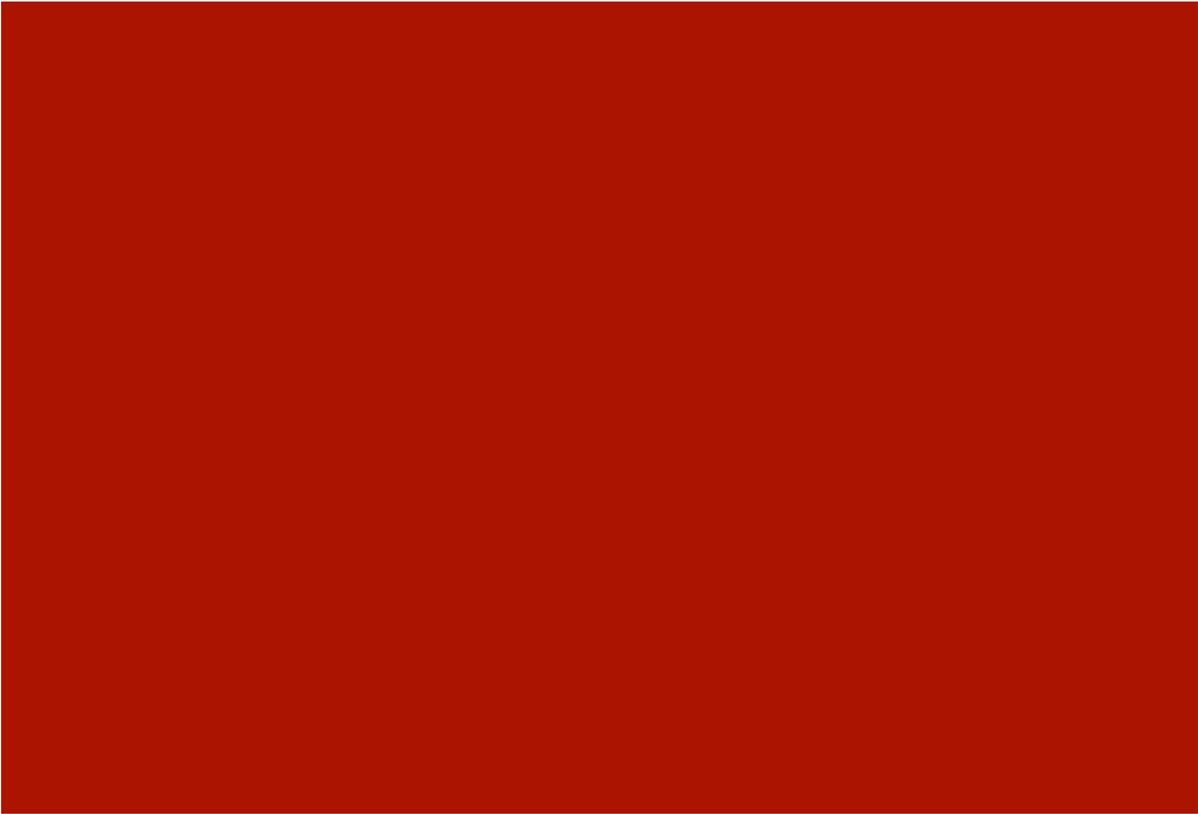
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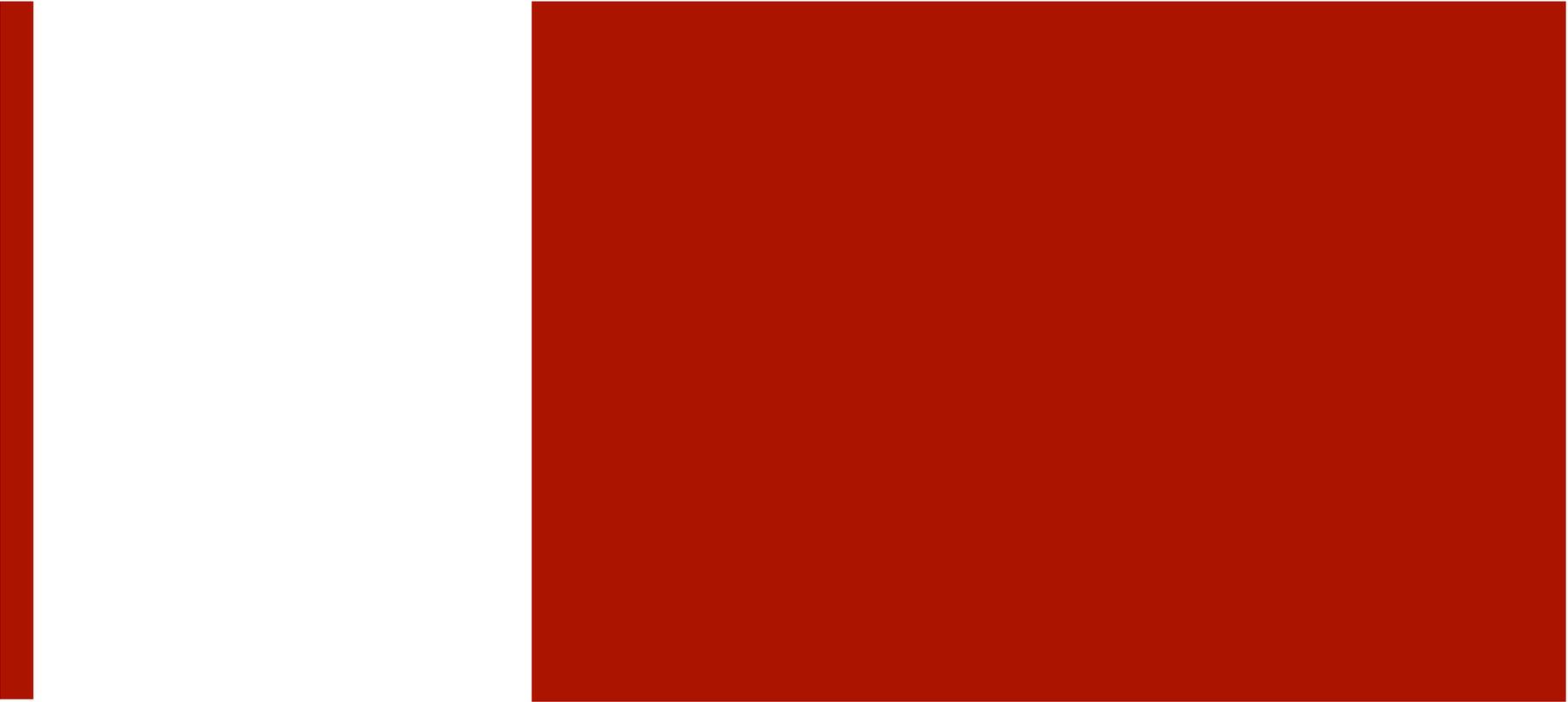


**I HAVE NO  
SPECIAL TALENTS  
I AM ONLY  
CHARTERED  
ACCOUNTANT**



## Outline

- ❑ Aspirations
- ❑ Opportunities
- ❑ New Areas



**Aspirations**

# Know Yourself



## Thinker

- Research
- Advisory

## Helper

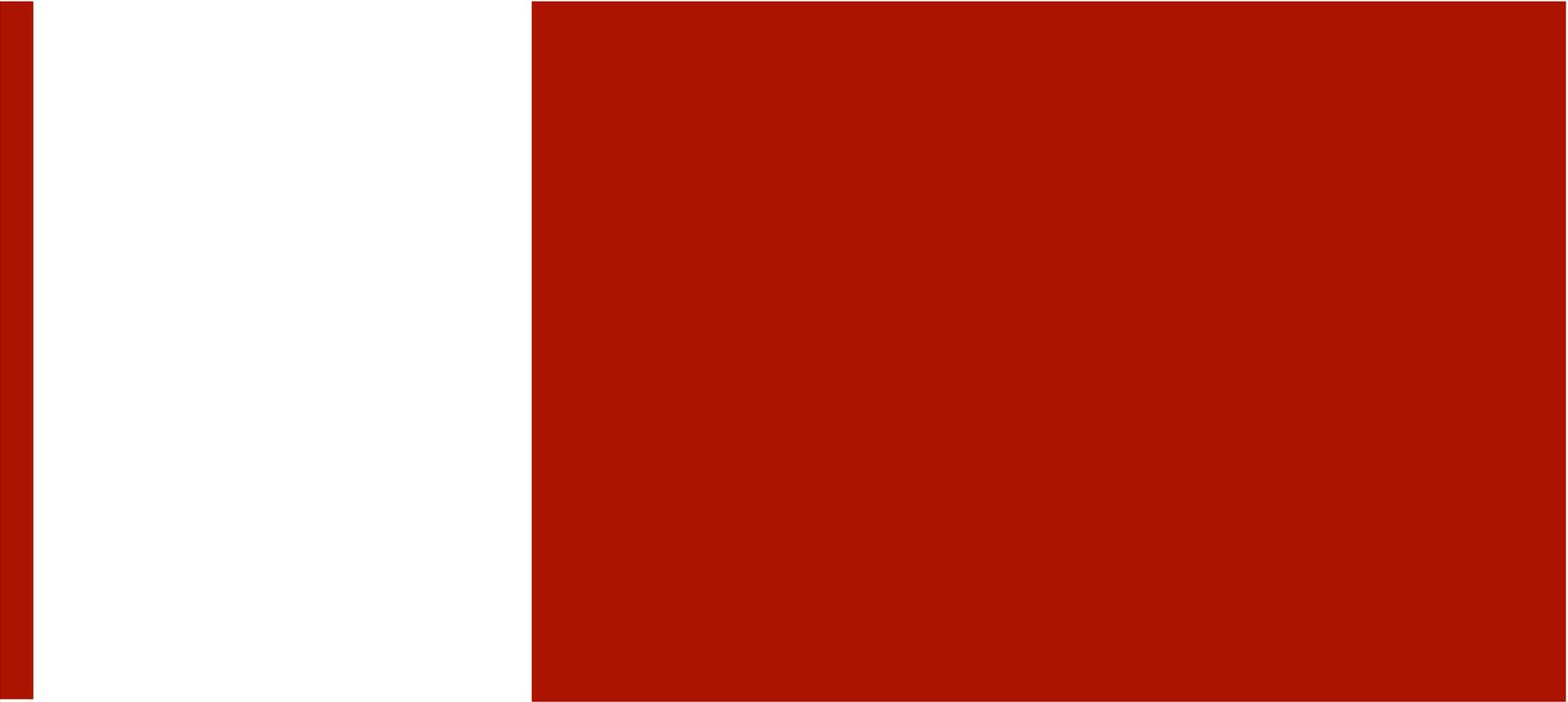
- Consulting
- Support Services

## Doer

- Accounting
- Finance
- Operations
- Marketing

## Observer

- Audit
- Media



**Opportunities**

# Audit

## Traditional Areas

- Statutory
- Internal
- Management
- Bank

## New Areas

- Risk Assessment
- Operational Audit
- Cost Savings
- Legal & Secretarial
- Environmental Audit
- ISO / Quality Systems
- Due Diligence

# Fraud & Forensic Audit

- Risk Management practices
- Setting Control Systems
- Forensic Audit
- IT Systems assessment
- Background Checks
- Third Party verification
- Data Analysis



# Taxation

## Traditional Areas

- Tax Planning
- Return Filing
- Assessments
- Litigation

## New Areas

- International Taxation
- Transfer Pricing
- Structuring (Multiple laws)
- Startup
- Mergers & Acquisitions
- NRI Taxation

# Litigation Services

- Income Tax Appellate Tribunal
- Indirect Taxes
- National Company Law Tribunal
- Competition Commission
- FEMA
- Arbitration & Conciliation
- Allied Areas



# Information Technology

- Enterprise Resources Planning
- Product Development
- Testing
- Deployment
- Training
- Support



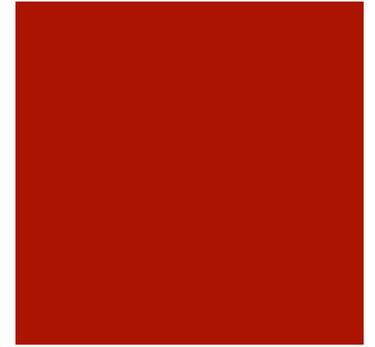
# BPO / KPO

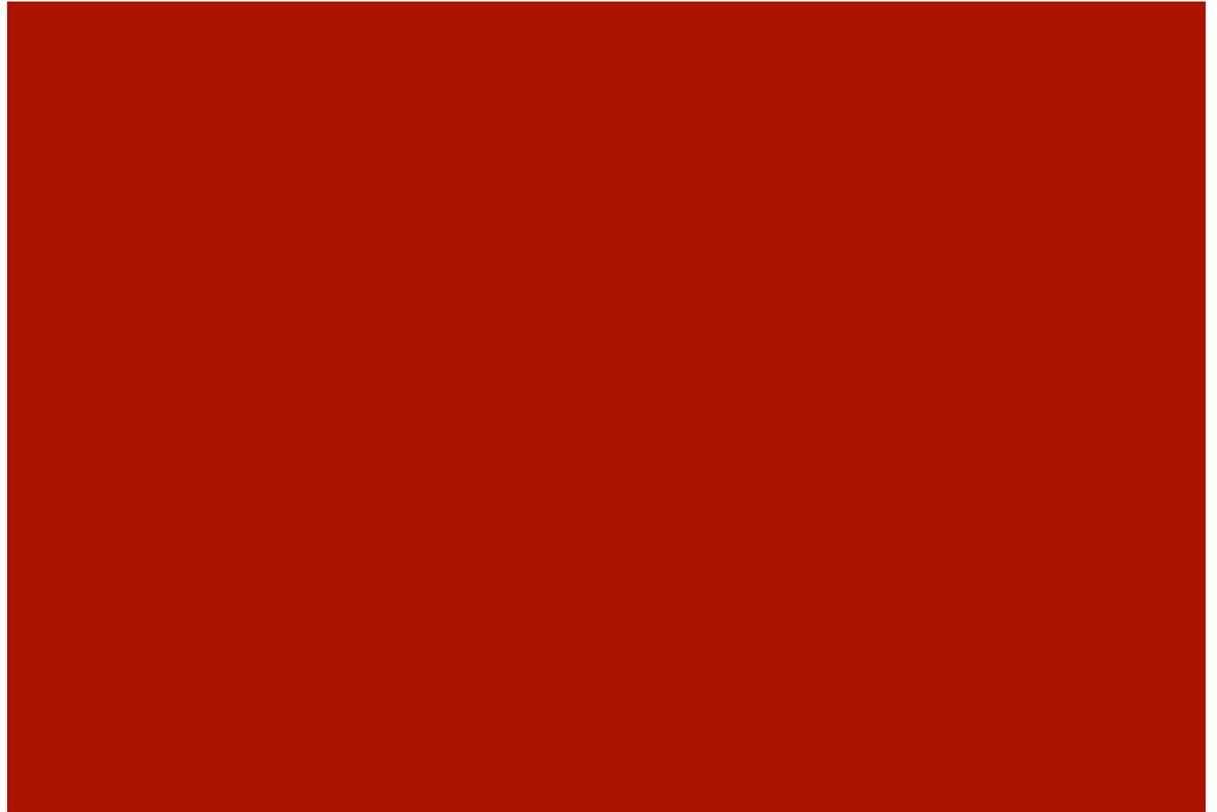


- Business & Technical Analysis
- Legal Services
- Assets Record keeping & verification
- Taxation Consultancy
- Data Analytics
- Research & Development

# Management Consulting

- Strategic Planning
- Financial Management
- Cost Control & Reduction
- Performance Improvement
- Cash Flow Planning
- Management Reporting

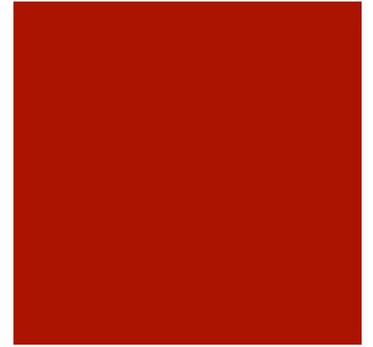




Emerging Areas

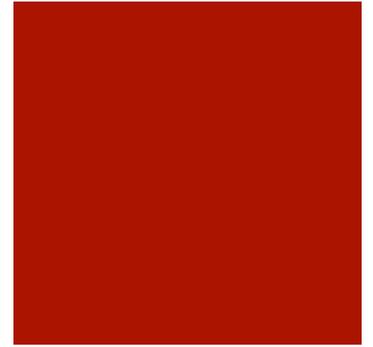
# Technology

- Domain Expertise
- Artificial Intelligence
- Analytics
- Cross Functional
- Product Development



# Media

- Research
- Writer / Editor
- Reporting
- Analysis
- Special Features / Domains



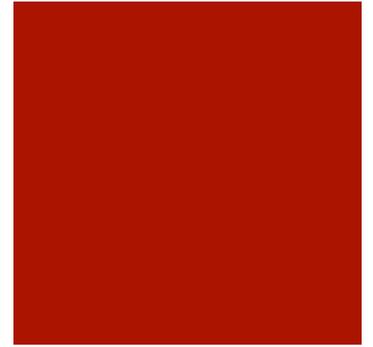
# Insurance

- Product Designing
- Risk Assessment of operational concerns
- Creating an audit framework
- Compliance with regulations & legal requirement.
- Loss Assessment
- Insurance Broking



# Investment Advisory

- Financial Planner
- Stock Broking
- Insurance Broking
- Mutual Fund Distribution



# Venture Capital

- Investment Advisor
- Analyst
- Due Diligence
- Domain Expert



# Corporate Restructuring

- Corporate Structuring
- Due Diligence
- Valuation
- Tax Planning
- Project Management



# Asset Restructuring.

- NPA Audit
- Distressed Assets identification
- Revival Plans and Schemes
- Performance Monitoring
- Insolvency Code



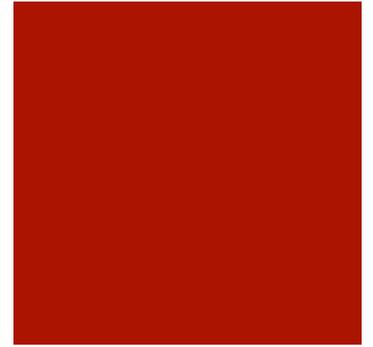
# Investment Banking

- Fund Raising
- Preparation of Documents like Prospectus, Financial Model etc
- Mergers & Acquisitions
- Due Diligence
- Legal & Secretarial
- Valuation



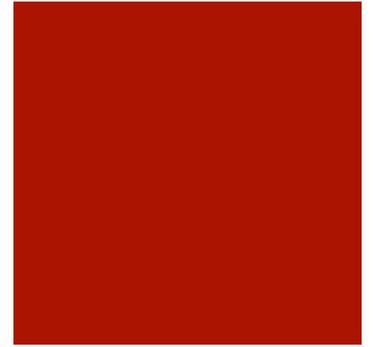
# Banking

- Retail Banking
- Client Relations
- Accounting
- Audit
- Risk Management
- IT Systems
- Training



# Financial Services

- Fintech Companies
- Mutual Funds
- Stock Broking
- NBFCs
- Insurance Broking



# NGOs



Charities are getting professionalized due to significant Corporate donations

- Financial Planning
- Spending Audit
- Effectiveness Audit
- Funds Management

# Environmental Consulting



Environment is a key issue on the agenda of the Government as well as Private Sector

- Environment Audit
- Sustainability Reporting
- Carbon Credits
- Subsidies & Grants
- Project Accounting & Control

# Foreign Trade

- Transaction Structuring
- Financing
- Logistics & Documentation
- Trade Remedies (Anti-Dumping etc)
- Government Liasoning
- Commercial Arbitration
- SEZ / EOUs



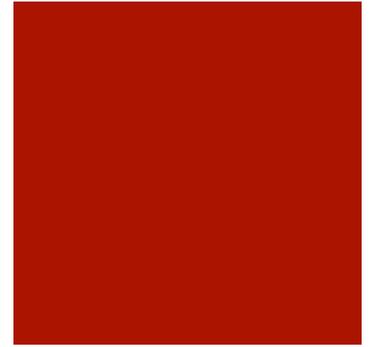
# Government

- Indian Revenue Service
- Indian Administrative Service
- CAG Office
- “Navratna” PSU Units
- Consultants
- PPP Projects



# Training

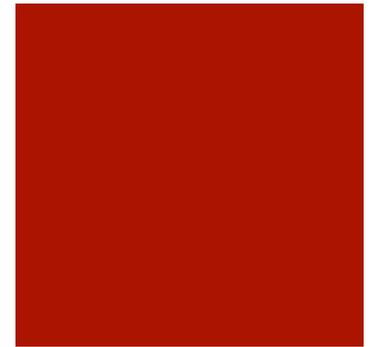
- Corporate Training
- Coaching Classes
- MBA Institutes
- Universities / Colleges
- Training Material
- Web Based training



Why are accountants so calm,  
composed, and methodical?



**THEY HAVE STRONG  
INTERNAL CONTROLS!**



“Tough times never last. Tough people do.”  
Robert H Schuller



**Fund Raising for Real Estate &  
SME Enterprises**



**Incubation, Mentoring &  
Fund Raising for Startups**



**Policy Advisory to Government &  
Industry Associations**

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