

Taiwan Business Group

Working together
to strengthen your
business





The relationship between India and Taiwan is new and evolving. The India-Taipei Association was established in Taipei in 1995 to promote interactions between India and Taiwan, and to facilitate business, tourism, culture, science and technology, and people-to-people exchanges. A few months later, Taiwan opened the Taipei Economic and Cultural Center (TECC) in New Delhi. The TECC is responsible for promoting bilateral relations between the two countries in the areas of economy, trade, investment, the media, tourism, culture, education, and science and technology.

Over the past decades, the relationship between the two countries has progressed significantly. They have signed a Double Taxation Avoidance Agreement and Custom Mutual Assistance Agreement, which have helped in cementing economic and trade. According to the TECC, nearly 90 Taiwanese companies have set up business operations in India, with a total investment of 1.4 billion USD in the fields of information and communication technology, medical devices, automobile components, machinery, steel, electronics, construction, engineering, financial services, etc.¹

Prime Minister Narendra Modi's 'Act East' policy and the 'New South-bound' policy initiative of Taiwan's President Tsai Ing-wen have helped strengthen India's ties with Taiwan. Continuous efforts on liberalising the foreign investment guidelines, improving ease of doing business, easing tax and regulatory complexities, along with the Indian government's investor-friendly approach, have boosted the confidence of investors around the globe. A plethora of initiatives launched by the Indian government, such as Make in India, Digital India, Skill India, Smart Cities Mission, and Startup India, have further enhanced the country's perception from the point of view of growth and sustainability.

The Smart Cities Mission was launched by the Indian government to provide core infrastructure and give a decent quality of life to urban citizens, together with a clean and sustainable environment, by applying smart solutions. These smart cities will leverage innovation and technology for e-governance through the Digital India initiative. In addition, the focus is on generating employment, involving citizens in decision making and policy execution, as well as improving quality of life. Moreover, with renewed efforts for a clean and green India, these upcoming smart cities will be modelled on the Swachh Bharat initiative and zero emission policies.

The Make in India initiative launched by the Government of India aims to encourage multinational as well as national companies to manufacture their products in India. The major objective behind the initiative is to focus on job creation and skill enhancement in various sectors of the economy, thereby giving a boost to the Indian economy. Under the Make in India initiative, the Government of India is building industrial corridors across the country to provide developed land and quality infrastructure to attract development.

A host of tax incentives are available for start-ups and in the housing and infrastructure sector, power sector, manufacturing in special economic zones, etc., thus enhancing the profitability and return on capital invested.



1 http://www.roc-taiwan.org/in_en/post/39.html

Our Taiwan Business Group: A one-stop solution provider for India-bound investments

Our Taiwan Business Group provides one-stop solutions to companies already operating in India or Taiwanese investors keen on entering India. We have dedicated teams of professionals with diverse knowledge and experience who can provide in-depth knowledge of the Indian market and the legal, tax, accounting, auditing and regulatory frameworks in India.

We aim to provide complete life cycle services, beginning from entry strategies to regular compliances in India. These services are tailor-made to the requirements of our clients and are aimed at helping them work more smartly and reach their business goals.

How PwC can help



Legal, Tax and Regulatory Services

Entry Strategy Services

- Feasibility studies
- Target evaluation
- Forms of entry
- Funding options
- Advisory services

Deals Services

- Corporate finance – lead advisory services
- Due diligence
- Valuation services
- Post-merger integration services

Other services – Internal Audit and Risk Advisory

- Internal audit
- Risk assessment and mitigation
- Business process reviews
- Institutionalising internal controls and systems

Legal, Tax and Regulatory Services

- Legal entity incorporation/set-up
- Tax advisory and compliance
- Expatriate taxation
- Transfer pricing
- Tax litigation support
- Indirect tax support
- Regulatory services

1. Advisory



a) Entry Strategy Services

Our Transaction Services Strategy (TSS) practice provides strategic advice in connection with market entry and growth. This includes:

- **Feasibility studies:** We provide assistance in relation to commercial feasibility study and location analysis (including availability of tax and other government incentives available in various states).
- **Target acquisition:** We provide assistance in screening of partners/acquisition targets.
- **Forms of entry:** We assist in evaluating different forms of entry (equity/non-equity), and identifying challenges and risks associated with different entry options, etc.
- **Funding options:** We assist in analysis of tax-efficient funding structures and repatriation strategies.
- **Advisory services:** We assist in evaluating the regulatory environment, tax and other government regulations and ascertaining their implications for the business of clients.

b) Deal Services

The Deals team offers services across the deal continuum, including advisory on mergers, acquisitions, divestitures, joint ventures (JVs), spin-offs and strategic alliances.

- **Corporate finance:** We provide complete lead advisory services, including target identification, target screening, development of transaction strategy, negotiation, and documentation support and assistance in transaction closure.
- **Due diligence:** Our services include financial, tax, operational, legal, forensics and HR operations analysis. Our due diligence team also carries out desktop reviews of potential JV partners.
- **Valuation services:** We provide business and asset valuations for transactions, tax, disputes, financial reporting, governance and regulatory needs. Specific services include purchase price allocations, independent expert reports and fairness opinions.
- **Post-merger integration services:** We assist in identifying key revenue, cost and core synergies and opportunities across all functions in an organisation in order to maximise and unlock its value.



2. Legal, Tax and Regulatory Services



We assist businesses, organisations and individuals with tax strategy and compliance and also deliver a wide range of business advisory services. The services offered include:

- **Legal entity incorporation/set-up:** We assist companies in obtaining the necessary approvals and licenses.
- **Tax advisory and compliance:** We provide support in developing tax-efficient strategies and managing tax exposures based on individual business needs. We also help clients adhere to various tax and regulatory compliance requirements, as applicable.
- **Expatriate taxation:** Our dedicated team offers a full range of international assignment tax services, both consulting and compliance, to assist you in harnessing the value of global mobility while managing risks.
- **Transfer pricing:** We provide cutting-edge tools and solutions relevant to your industry in the areas of developing a coherent and defensible transfer pricing policy, compliance and documentation management, and strategising and assisting in dealing with global dispute resolution.
- **Tax litigation support:** We provide assistance during tax audits executed by revenue authorities and corporate tax litigation, including representations to tax officers. Our team can assist you in identifying and addressing potential tax risks, tax dispute avoidance and resolution as well as litigation support.
- **Indirect tax support:** We assist in advisory, compliances and litigation in relation to the newly introduced goods and service tax, foreign trade policy, free trade agreements, and cross-border supply chains and anti-dumping duties.
- **Regulatory services:** Our dedicated Regulatory team provides services in the areas of FDI policy, exchange control regulations, corporate laws and industry sectoral regulations. Regulatory services include structuring of investments and transactions and implementation assistance; obtaining regulatory approvals, licences, clarifications and dispensations; and providing advice on government policies impacting the client's business.

3. Other services



Internal Audit and Risk Advisory

- Internal audit
- Risk assessment and mitigation
- Business process reviews
- Institutionalising internal controls and systems



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Contacts



Aravind Srivatsan

Partner, Corporate and
International Tax
+91 9841 074 836
aravind.srivatsan@in.pwc.com



Laisha Rajendran

Manager, Tax and Regulatory services
+91 9833 663389
laisha.rajendran@in.pwc.com

pwc.in

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