

Tax and Regulatory Services: SBU Leaders



Gautam Mehra

Leader, Tax and Regulatory Services (TRS)



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Gautam leads the TRS practice in India and heads the Financial Services vertical within TRS.

He joined PwC in September 2003 as a Partner and has a varied experience of over 30 years. Prior to joining PwC, he had stints with two leading accounting and tax consultancy firms, followed by a long association with an independent practice founded by him.

Gautam is a regular speaker at seminars, both in India and overseas as well as a media contributor. He has been a member of the National Direct Tax Committee of CII, the American Chamber of Commerce and the Expert Advisory Committee of the Institute of Chartered Accountants of India.

Gautam is a chartered accountant, has a masters in law and holds a degree in financial management.



Rahul Garg

Leader, Direct Tax



Partner, PwC India

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Rahul is a Partner with PwC India and leads the Direct Tax practice. He has over 25 years of experience and is an acknowledged authority in the areas of corporate and international tax.

Rahul acts as a touch point for complex tax assignments involving resolution of tax disputes and exploring alternative strategies on risk mitigation. He also has a rich experience of working in government tax process reforms.

He is a member of the International Fiscal Association, India and the Co-chairman of ASSOCHAM's National Committee on Direct Tax as well as the National Committee on International Taxation. He is also a member of Taxman's International Tax Magazine's editorial board.

Rahul has been named the lead tax specialist for the Income Tax Department's "Business Process Re-engineering". He was a working group member for the "Study of Non-residents Taxation" constituted by the Ministry of Finance.

Rahul has co-authored the India National Report on "Tax Treatment of International Acquisition of Businesses" for the IFA Congress.



Pratik Jain

Leader, Indirect Tax



Partner, PwC India

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Pratik is a national leader – Indirect tax in PwC India. He is a member of the Institute of Chartered Accountants of India and a law graduate.

Pratik has been involved with several Indian and multinational corporations and advises them on tax planning, management, dispute resolution and policy related issues.

He is actively engaged in tax advocacy and frequently interacts with Indian tax regulators. He also plays an active role in formulation of the GST policy and is actively involved/consulted by industry and industry associations.

Pratik regularly contributes in public debates/discussions on tax policy related issues and is member of tax committees of leading trade bodies. He chairs the GST committee of CII (Northern region).

Pratik has been a member of Tax Advisory Group of Organisation of Economic Co-operation & Development (OECD). Pratik works with clients across sectors and has significant experience in consumer market, retail and services segments.



Sanjay Tolia

Leader, Transfer Pricing



Partner, PwC India

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Sanjay Tolia is a Partner with PwC's Global Transfer Pricing Network based in Mumbai and leads the India Transfer Pricing practice. He has more than 22 years of experience including 16 years at PwC.

Since the introduction of TP regulations in India in 2001, Sanjay has been advising clients on innovative TP opportunities and strategies, combining industry insight with technical skills to provide holistic solutions from a commercial, tax as well as regulatory perspective.

Sanjay has served a number of companies across sectors including telecom, pharma and medical devices, chemicals, electronics, FMCG and logistics. He delivers value to his clients by matching their specific commercial realities and needs with in-depth economic analysis and practical approach towards compliance requirements. He heads some of the larger APA mandates for the firm and led the first two of the five APA's signed in India.

Sanjay has been a regular speaker at various tax and TP seminars within and outside India. He also regularly writes articles for the leading international publications such as BNA, IBFD, ITR and Taxmann. He is also a lecturer at Indian Institute of Management, Ahmedabad.



Akash Gupt

Leader, Regulatory Services



Partner, PwC India

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Akash is a Partner with PwC India and leads the regulatory services. He has more than 19 years of experience and his areas of expertise include advising clients on foreign investment matters, viz. structuring of cross border investments into India from a regulatory compliance perspective while also addressing tax considerations.

Akash advises foreign investors on their business plans for India from the perspective of foreign investment policy, exchange control, sectoral regulatory framework as well as Indian corporate laws. He also specialises in assisting clients with joint venture negotiations and obtaining government approvals related to foreign investments in India.

Akash has successfully helped many foreign companies set up businesses in India and restructure their domestic operations across multiple sectors such as energy, infrastructure, retail, entertainment and media, real estate, telecom, financial services, etc.

Akash speaks at various tax and industry conferences. He is a qualified chartered accountant and a law graduate.



Hiten Kotak

Leader, Tax Merger and Acquisitions



Partner, PwC India

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Hiten is a Partner with PwC India and leads the Tax M&A practice. He has almost 30 years of experience in the field of tax and regulatory structuring and consulting.

Hiten's areas of expertise include advising on structuring of transactions, tax and regulatory structuring of mergers, acquisitions as well as various cross-border business transactions.

Hiten has handled diverse assignments in the transaction and corporate restructuring space, involving domestic and cross-border acquisitions, mergers and demergers, structuring overseas acquisitions/mergers/ outbound investments, divestitures and business sales, structuring investment for private equity transactions from the buy side as well as the sell side, joint venture structuring and advisory, and minority buy-out.

Prior to joining PwC, Hiten was the Co-Head of Tax for KPMG in India and led their M&A Tax practice as well. He has also been a Partner with Gautam Doshi & Associates as well as RSM & Co. for over 15 years.

Hiten is a chartered accountant.



Kuldip Kumar

Leader, International Assignments Services



Partner, PwC India

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Kuldip is a Partner with PwC India and leads the international assignments services practice. He has over 20 years of consulting experience and has handled diverse responsibilities.

Kuldip has worked across sectors such as aerospace and defence, telecom, banking and financial services, consumer and industrial products, energy and infrastructure. Before joining PwC, he worked with German and American multinationals as their head of finance.

Kuldip's experience includes structuring of international assignments, cross-border personal taxation services, social security planning and corporate tax matters affecting global mobility.

Kuldip speaks at various public forums and frequently contributes to leading business news papers.

Kuldip graduated in commerce and qualified as a chartered accountant.



Kanchun Kaushal

Leader, Tax Controversy and Dispute Resolution



Partner, PwC India

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Kanchun is a Partner with PwC India and heads the Tax Controversy and Dispute Resolution practice. He joined the firm in March 2009 with almost 20 years of experience and plays a pivotal role in PwC's litigation practice in India.

Kanchun has a versatile tax litigation experience combined with an intrinsic knowledge of accounting and corporate laws. He has handled issues across a spectrum of direct tax and regulatory areas; enveloping sectors such as oil and gas, energy, service providers, media, IT, pharma, shipping, automotive and banking.

He has also advised several large Indian and multinational corporate individuals, groups as well as government undertakings on the various aspects of domestic and cross-border taxation as well as the Tax Treaty interpretation.

Kanchun has argued more than 3000 cases before various appellate authorities and several of them have been reported in multiple journals.

He handles litigation right from the primary level to the levels of appellate authorities including the Dispute Resolution Panel, the Authority for Advance Rulings and Mutual Agreement Procedure.



Bhavin Shah

Leader, Financial Services



Partner, PwC India

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Bhavin Shah is a Partner in PwC's Tax and Regulatory Services team. He is also the Financial Services Tax Leader for PwC India. He is a Chartered Accountant and commerce graduate.

Bhavin has an experience of over 19 years and specialises in advising on tax and regulatory issues relating to the Financial Services sector with emphasis on structuring investment strategies of Private Equity Funds, Foreign Venture Capital Funds, Real Estate Funds, Foreign Institutional Investors, etc.

He has been actively involved in advising private equity and venture capital fund clients in structuring their pooling vehicles including undertaking jurisdiction analysis, carry structuring, documentation review, etc.

He also has significant experience in advising clients in areas of transaction advisory, fund structuring, inbound investment advisory, corporate tax and international tax.

Bhavin is a regular speaker at seminars, both in India and overseas.



Contact us

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