# New Age Opportunities



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**Grow Your Practice**

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# The Current Landscape

- Compliance work moving towards self-assessment systems
- Automation and adoption of Digital transformation reducing traditional compliance scope
- Demands shifting from audit & tax to advisory services
- Competition intensifying from non-CA professionals

# Evolution Challenge: Tomorrow's Reality

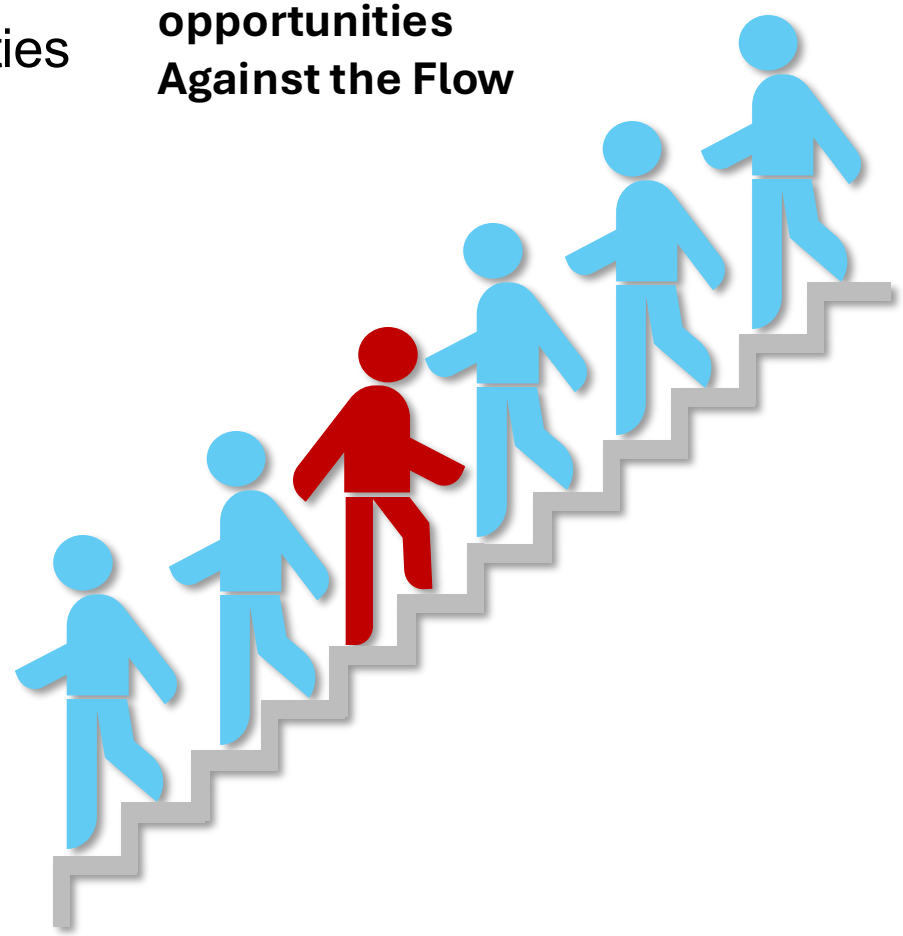
- Clients won't care if you're a CA, CPA, or MBA
- They will care if you can solve **business problems end-to-end**
- Technology adoption is now a survival requirement
- Multi-disciplinary expertise is the competitive edge



# New Service Offerings for Growth

- GST Litigation & Compliance advisory
- Real Estate Consultancy & Advisory services
- MSME Advisory & Government ministry opportunities
- Virtual CFO Services & management consulting
- Wealth Management & FEMA
- Cloud accounting & technology integrations
- Data analytics & business intelligence
- Cybersecurity & data protection advisory
- ESG & sustainability reporting
- GCC & AI certifier
- Accounting, Tax & Strategic Advice Outsourcing
- Customs & FTP- Benefits
- FTA especially EU + GCC area

**Move to TAP opportunities Against the Flow**



# Architecting the Trade Revolution: The CA Catalyst for India-EU FTA Success

## THE GLOBAL OPPORTUNITY & THE UTILIZATION GAP

### A $30 Trillion Vision by 2047



**FTA trade grows 2.2x faster** than overall merchandise trade, driving India's long-term economic trajectory.

### Duty Elimination by the EU

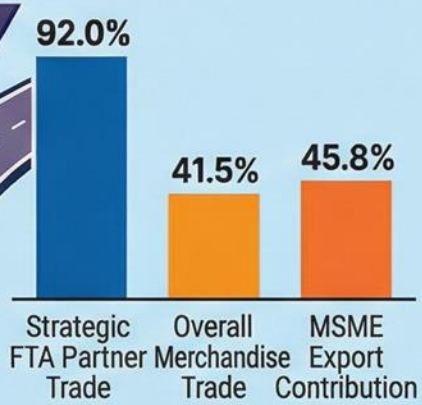





The agreement **removes duties on nearly all trade value**, specifically benefiting textiles, leather, and gems.

### The 16.5% Utilization Bottleneck

Despite "Mother of all deals" status, only a fraction of Indian trade currently leverages FTA benefits.




## THE CA-LED IMPLEMENTATION BRIDGE

### Solving Technical Complexity



CAs map HS Classifications and calculate Rules of Origin (ROO) to ensure duty-free eligibility.

### FTA-Centric Trade Advisory



A new practice vertical focusing on cost sheets, self-declaration documentation, and compliance risk management.

### Total Advisory Market Growth (₹)

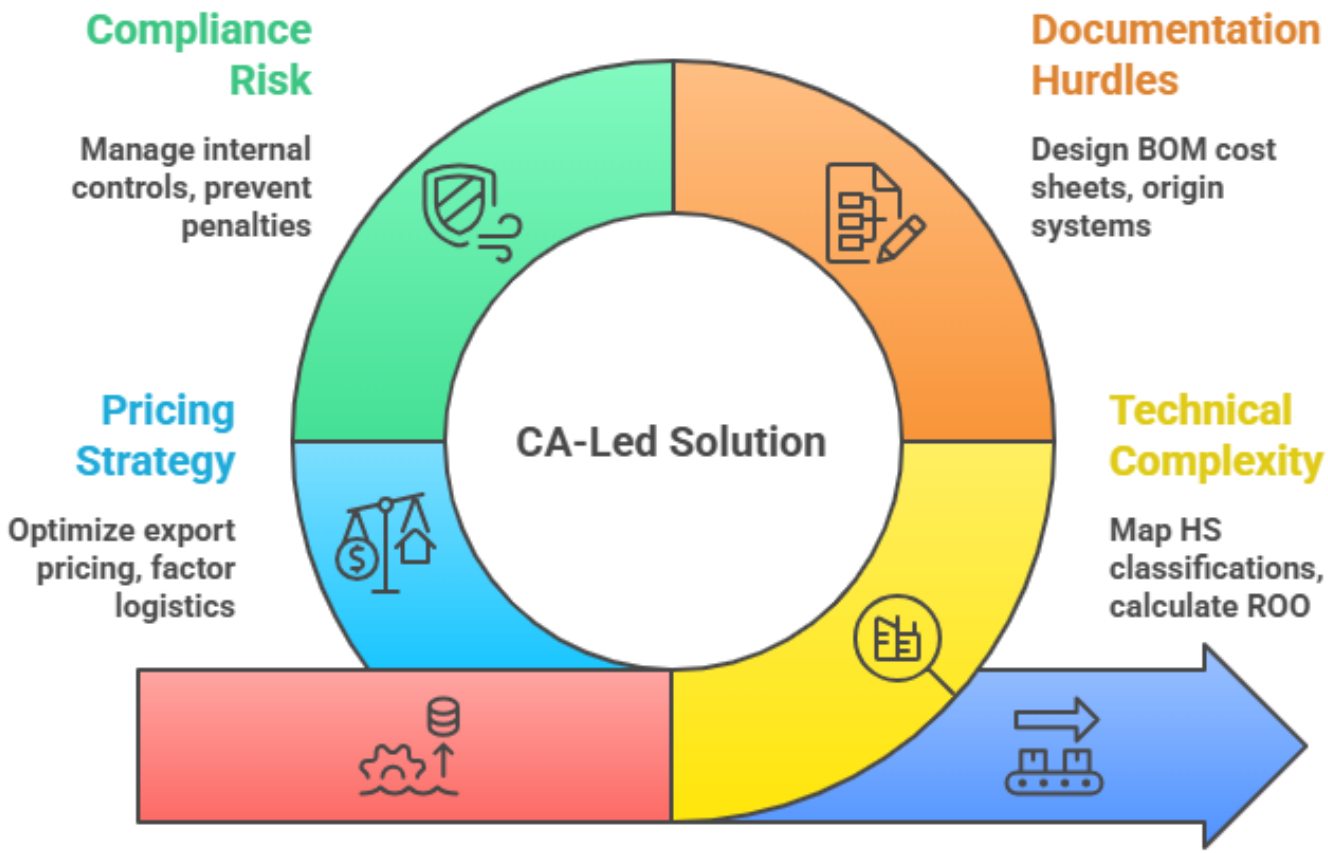





### The Hub-and-Spoke Capacity Model

A tiered network of 80,000+ CAs providing specialized cluster-level advisory to 6.44 crore MSMEs.

# Fill the Gap with Skilled CAs



# Defining the Service Vertical: A Comprehensive Scope of Work



## Technical Services

- HS/ROO Mapping
- Value Addition Calcs
- Supply Chain Audits



## Compliance Mgmt

- Self-Declaration Docs
- Internal Controls
- Cost Sheet Verification



## Financial Strategy

- FTA-Centric Pricing
- Anti-Dumping Mitigation
- Duty Drawback Analysis



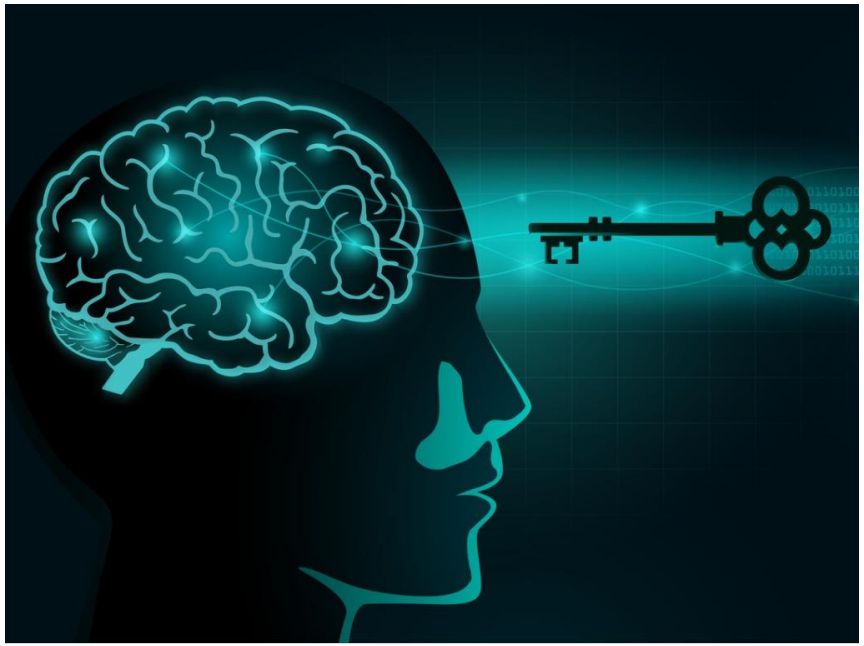
## Risk Assurance

- Audit Readiness
- Claim Rejection Prevention
- Robust Frameworks

A clear menu of services transforming the CA from Auditor to Trade Architect.

# The Essential Mindset Shift

From
"Compliance Professional"



**To**
"Business Problem Solver"

# 3 Growth Strategies for Your Practice

## 1. Market Penetration

Expand niches & deepen client relationships

## 2. Service Innovation

Create new advisory offerings

## 3. Strategic Partnerships

Collaborate with complementary firms



# Building Consulting Excellence (Part 1)

- Develop end-to-end finance & tech advisory capabilities- MDP- Relevant Standards
- Focus on business problem-solving at scale
- Create structured service delivery frameworks
- Invest in talent development & training

# Building Consulting Excellence (Part 2)

- Hire multi-disciplinary talent (MBAs, engineers, data scientists)
- Implement technology-enabled delivery models
- Strengthen client engagement & relationship management
- Build brand as holistic professional services partner

# Holistic Development Philosophy

**Technical Expertise + Professional Values + Right Attitudes**




- Balance skills with professional integrity & foresight
- Mindset development for sustained practice excellence
- Values-based leadership in professional practices
- Creating an ecosystem for economic & professional progress

# Transform Your Practice Today

Embrace the evolution to non traditional Practice

Build the practice of tomorrow, starting now

# Thank You

Questions & Discussion

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