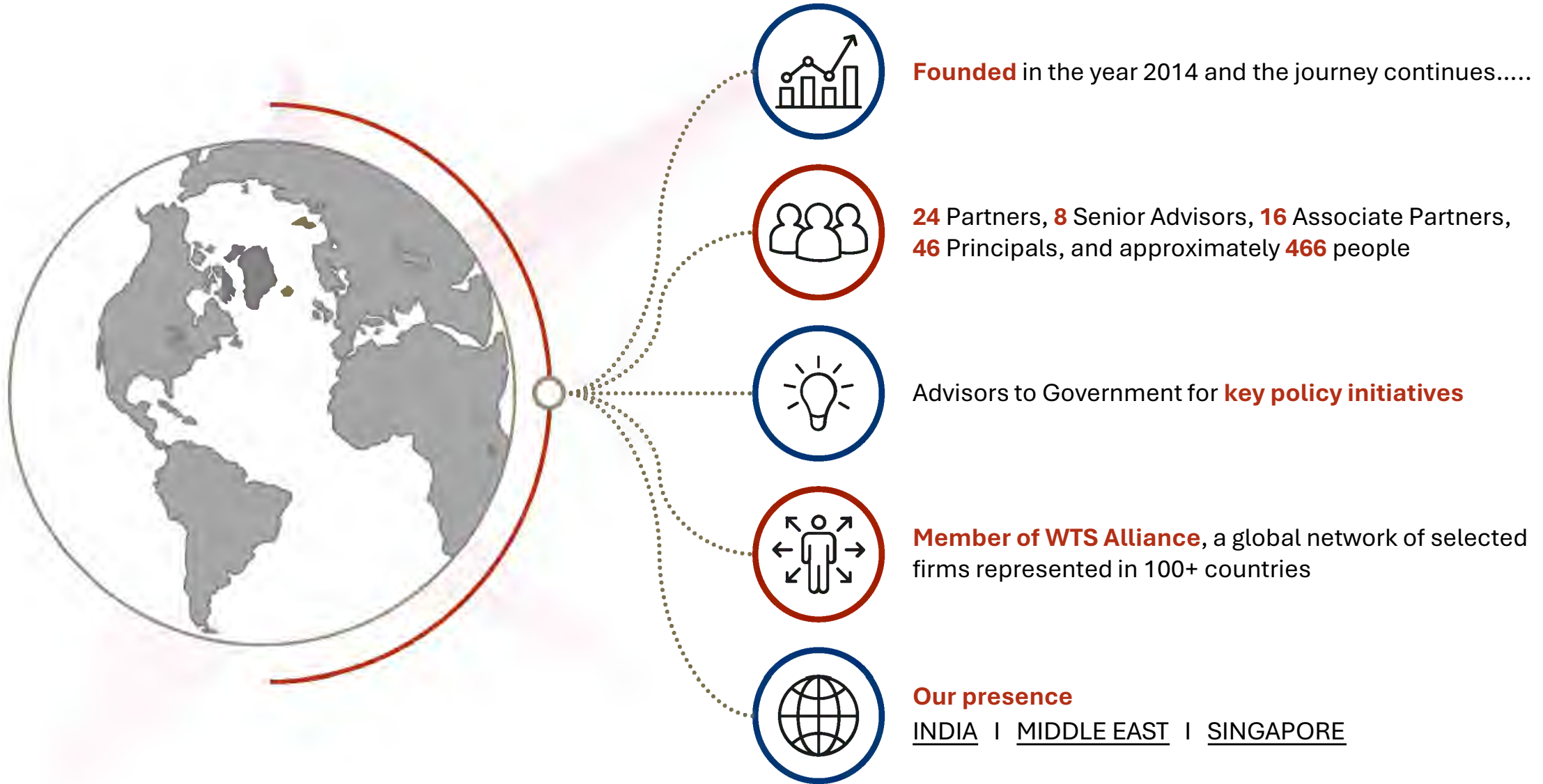


# **Dhruva Advisors LLP Credentials**

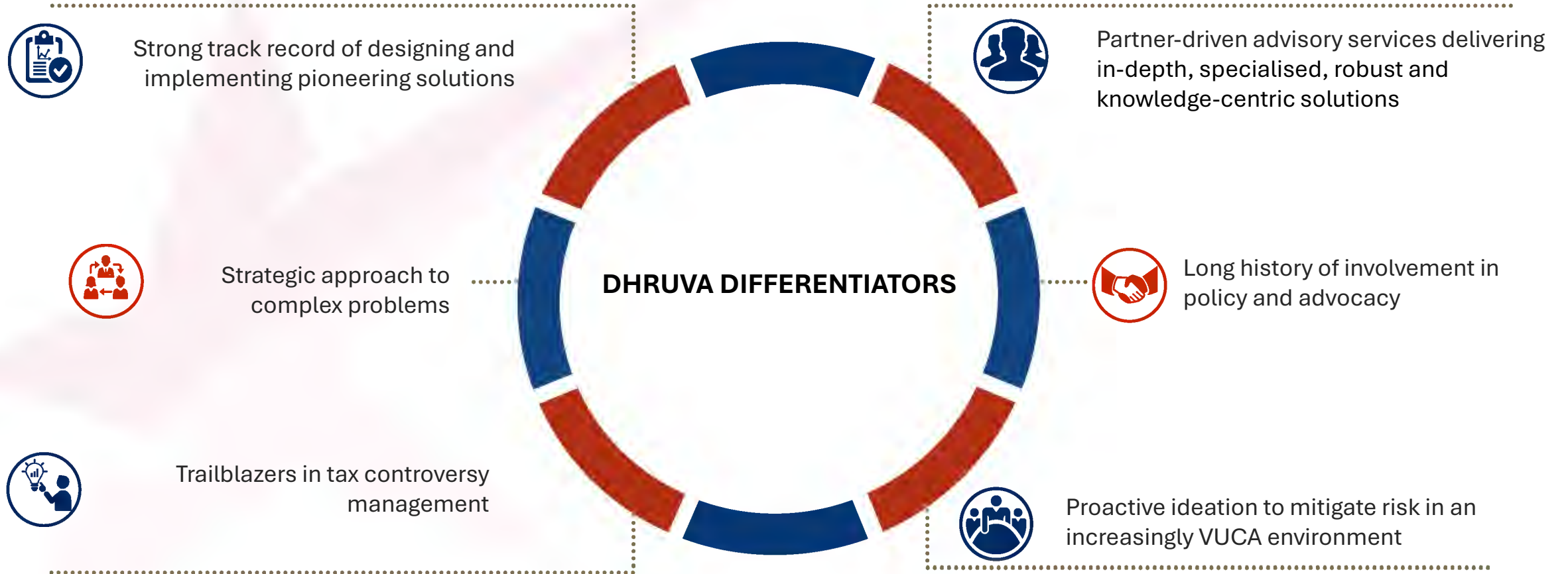
## **September 2025**



# About Dhruva



# About Dhruva



# Awards



**India Tax Firm  
of the Year  
2017, 2018,  
2019, 2020 &  
2021**

Dhruva Advisors has been consistently recognised as the “India Tax Firm of the Year” at the **ITR Asia Tax Awards in 2017, 2018, 2019, 2020 & 2021**



**India Tax  
Disputes and  
Litigation Firm of  
the Year 2018 &  
2020**

Dhruva Advisors has also been recognised as the “India Disputes and Litigation Firm of the Year” at the **ITR Asia Tax Awards 2018 & 2020**



**Best  
Newcomer  
Firm of the Year  
2020 Europe**

WTS Dhruva Consultants has been recognised as the “Best Newcomer Firm of the Year” at the **ITR European Tax Awards 2020**



**Best  
Newcomer of  
the Year 2016 -  
ASIA**

Dhruva Advisors has been recognised as the “Best Newcomer Firm of the Year” at the **ITR Asia Tax Awards 2016**

# Recognitions



Dhruva Advisors has been consistently recognised as a **Tier 1 Firm** in India for **General Corporate Tax** ranking tables as a part of ITR's World Tax guide.



Dhruva Advisors has also been consistently recognised as a **Tier 1 Firm** in India for its **Transfer Pricing** practice ranking table in ITR's World Transfer Pricing guide



Dhruva Advisors has been consistently recognised as a **Tier 1 Firm** in India for **Indirect Taxes** ranking tables as a part of ITR's World Tax guide



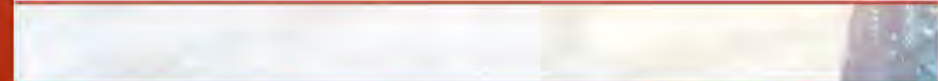
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## Service Offerings



# Service Offerings Overview

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**REGULATORY  
ADVISORY**

**M&A TAX**

**TAX COMPLIANCE**

**DISPUTE RESOLUTION  
SERVICES**

**TAX CONTROVERSY  
MANAGEMENT**

**TRANSFER PRICING**

**FS, FUNDS & FPI TAX  
ADVISORY &  
COMPLIANCE**

**FAMILY OFFICE  
ADVISORY**

**SUCCESSION  
PLANNING & ADVISORY**

**CUSTOMS AND TRADE**

**GOODS & SERVICES TAX  
(GST)**

**LITIGATION SUPPORT**

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# Service Offerings Overview – India

## CORPORATE TAX ADVISORY

- Strategic tax solutions for all aspects of business activity, including entry strategy, holding company analysis, capitalisation, supply chain issues, IPR planning, tax incentives, cash repatriation, and structuring of sales and/or exits
- Tax advisory services for inbound and outbound investment structures, including structuring, planning, and risk management

## REGULATORY ADVISORY

- Advising on the Indian regulatory framework in relation to business models being followed, transactions, investments, remittances, etc
- We can also provide assistance on the setting up of business, obtaining approvals from various regulatory authorities (including RBI, SEBI, DIPP, and SEZs), and provide solutions to complex regulatory issues

## M&A TAX

- Advising on all aspects of M&A and implementation of restructuring, including acquisitions, mergers, demergers, restructuring of family holdings, joint ventures, and other group restructurings
- Promoter restructuring and succession planning
- Tax due diligence, post-deal integration and compliance support

## TAX COMPLIANCE

- Assistance in preparation and filing of corporate tax returns, including advising on the maintenance of appropriate documentation relevant from a tax audit and/or assessment perspective
- Providing support for corporate tax litigation and advance rulings, including representation services before the tax authorities, and undertaking other compliances such as tax registrations, NIL, and/or lower withholding tax certificates from tax authorities, certification, etc.

# Service Offerings Overview – India

## DISPUTE RESOLUTION SERVICES

- In today's complex dispute landscape, we go beyond traditional litigation and closely collaborate with legal experts and other professionals, when required
- We resolve conflicts whether within families, joint venture partners, or shareholders while minimizing business disruption, leveraging analytics with expertise across financial, tax, regulatory, and commercial areas

## TAX CONTROVERSY MANAGEMENT

- Tax Controversy Management, includes strategic support and representation in tax and transfer pricing litigation before tax and appellate authorities
- Alternative dispute resolution mechanisms, including Mutual Agreement Procedure (MAP), arbitration under Bilateral Investment Treaties, and tax advocacy and/or representations before the Government on policy issues

## FS, FUNDS & FPI TAX ADVISORY & COMPLIANCE

- We offer a wide range of tax advisory, and compliance (including litigation support) services related to Financial Services entities, Funds and Foreign Portfolio Investors
- This includes assistance in structuring investments for Funds and FPIs in India and advising on optimal structures for Financial Services entities, along with outbound investments and advice on GIFT City structures

## FAMILY OFFICES

- We offer a wide range of tax and regulatory services in relation to our Family Office practice, including advising on the appropriate family office structure and interaction with other advisors (such as AD Bankers, legal advisors, valuers, overseas advisors)
- Implementation assistance in relation to the structure (including entity set-up, regulatory approvals, finalization of relevant documents), ongoing review of the structure, and assistance with on-going tax compliances and litigation

# Service Offerings Overview – India

## SUCCESSION PLANNING & ADVISORY

- We offer a wide range of tax and regulatory services in relation to our Succession Planning and Promoter Advisory practice, that includes reviewing investment holding structures and advising on sale of assets and shareholdings in companies
- Residency planning from a tax and FEMA perspective, advisory on repatriation of capital under various available routes (such as LRS, NRO/NRE, OPI, ODI), creation of onshore and offshore family trust structures, approvals from regulatory authorities (such as RBI, SEBI, NCLT), and drafting of trust deeds, wills, and family charter documents

## TRANSFER PRICING

- Developing and implementing transfer pricing strategy and global policies including value chain analysis projects, preparation of local and global transfer pricing documentation including Country-by-Country Reporting
- Assistance with both unilateral and bilateral Advance Pricing Agreements (APAs), and TP analysis of financial transactions and complex transactions involving intangibles

## CUSTOMS AND TRADE

- Advisory services on customs and trade matters, including tariff classification, valuation especially for related party transactions (including support before the Special Valuation Branch), and compliance with international trade agreements,
- Structuring for optimizing tax incentives and holidays, including by way of a bonded warehouse
- Assistance in seeking and obtaining approvals for MOOWR, SEZs, EOUs, STP units, and other schemes like AEOs, including guiding on SOPs/procedures,
- Conducting customs audits to assess compliance with customs regulations

## GOODS & SERVICES TAX (GST)

- Advisory services on complex GST matters including determination of tariff classification, eligibility of exemptions
- Filing of annual return GSTR-9 and 9C including support with preparing reconciliations
- Assistance in GST refunds
- Due diligences, periodic reviews, health checks
- Support on all compliances and procedures including automated GST compliance processes to ensure timely and accurate filings, assistance with documentation

# Service Offerings Overview – India

## LITIGATION SUPPORT

- Comprehensive support for indirect tax litigation, including the drafting of legal responses/appeals, representing before tax/appellate authorities and Tribunal for matters relating to GST, Customs, and erstwhile indirect tax laws
- Providing legal strategy during summons/ investigations, drafting writ petitions and applications for advance rulings, and managing PAN India litigations using automated solutions

## FOREIGN TRADE POLICY (FTP)

- Evaluating potential benefits available under multiple schemes under the FTP, advising on eligibility to claim, compliance conditions, and obtaining Advance Authorization / EPCG licenses / other licenses / refund from DGFT authorities
- Assistance in obtaining approvals like norms fixation, relaxation of conditions on meeting criteria, representation before DGFT for relaxations, notices, or inquiries and investigations conducted by DGFT authorities

## INCENTIVES

- Comprehensive assistance in navigating and securing benefits under Production Linked Incentive (PLI) schemes and other Central Government programs, including end-to-end advisory on eligibility, application, and compliance
- Identifying potential State incentives available under various State industrial policies, highlighting qualification criteria, and supporting clients in securing such benefits

## POLICY ADVOCACY

- Policy advocacy on Indirect Taxes, Product Regulations, Export Control Regulations, FTP, and allied laws before key ministries, regulatory bodies, and/or government departments.
- Proactively addressing industry concerns via public consultations, whitepapers, and policy recommendations

## PRODUCT & EXPORT CONTROL REGULATIONS

- Comprehensive advisory services on Product Regulations (IS, QCO) and Export Control Regulations
- Assistance in navigating licensing requirements, obtaining permissions from governmental agencies
- Assistance in seeking clarifications from technocrats
- Litigation support services
- Assistance in compliance with Legal Metrology regulations on pre-packaged commodities, and providing advisory, compliance, and litigation services



# Service Offerings Overview – Singapore

## SINGAPORE ADVISORY

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- Singapore and International Tax Advisory, including Regional Tax Strategy, IP planning and implementation
- Support on cross border tax matters including tax structuring and withholding tax implications
- Tax incentives and grants advisory and implementation
- M&A tax support including group restructuring
- Tax health check and design and review of internal controls
- Advance rulings and approvals from tax authorities on proposed arrangements

## SINGAPORE SET-UP, COMPLIANCE AND SUPPORT SERVICES

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- Business and Funds Set up
- Assistance with corporate tax compliance and audit support for queries raised by the tax authorities
- Withholding tax compliance and assistance with Voluntary Disclosure Program
- Support with application for Certificate of Residence
- Transfer Pricing compliance and documentation
- Goods and Services Tax registration and filing of tax returns

# Service Offerings Overview – Middle East

## MIDDLE EAST VAT

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- VAT Impact Assessment, including Financial & Working Capital impact, Legal & IT Impact & Supply-Chain impact
- Awareness Sessions for business functions and verticals
- Redesigning Business Process, including in respect of documents, contracts, invoices, business processes & Technology
- Implementation Support/IT and System Upgrade Recommendation
- Hypercare Support

## UAE CORPORATE TAX

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- UAE Corporate Tax impact assessment, including financial impact and high-level assessment of the applicability of the CT regime on in-scope and exempt entities
- Conduct detailed impact assessment on business based on final CT and TP regulations, review pricing of inter-company transactions and policies and highlight potential uncertain tax and TP positions
- Assisting in CT implementation and advising on structural changes to incorporate tax function including CT registration
- Assistance in preparation of CT return and filing of CT return electronically and local TP compliances



## Key Clients



# Key clients (1/4)



## Aerospace & Defense

- Airbus Defence & Space
- Laminaar Aviation Infotech
- Nova Integrated Systems Ltd
- Rane Group
- Tata Advanced Systems Ltd.



## Automobile & Ancillary

- ATC Tyres
- Bridgestone India
- CEAT
- Cummins Group
- Eicher Motors
- International Tractors
- MAN Energy
- Metro Tyres
- Minda Industries
- Tata Motors
- Volvo Group
- Mahindra & Mahindra



## Agro & Chemical

- Aarti Industries Group
- Louis Dreyfus
- Mahyco
- Meghmani Group
- Sudarshan Chemicals



## Conglomerates, Shipping, Oil & Gas

- Adani Group
- Haldia Petrochemicals Limited
- Hinduja Group
- ITC Limited
- JSW Group
- Nayara Energy Limited
- Reliance Industries
- Tata Group
- Torrent Gas
- Van Oord India Private Limited



# Key clients (2/4)



## Education

- American School of Bombay
- Apeejay
- Career Point
- Erulearning Solutions (Eruditus)
- Global University Systems
- Goethe Institute
- NIIT Group



## IT & ITes

- Ani Technologies
- Apar Technologies
- Aurinpro Solutions
- eClerx
- Genpact India
- HCL Technologies
- Hinduja Global Solutions
- IBM
- ITC Infotech Limited
- Juniper Network
- NTT India Group
- Samsung Data Systems
- Syntel
- Tata Technologies
- Virtusa



## Pharma, Life Sciences, Healthcare

- Alembic Pharma
- Ami Organics
- Aviva
- Cipla
- Emcure Group
- Felix Pharmaceuticals
- Indoco Remedies
- Lupin
- Mankind Pharma
- Sun Pharma



## Private Equity

- Apax Partners
- Ares SSG Capital Management
- Bain Capital
- Blackstone
- Brookfield
- Enam Asset Management
- L Catterton
- Macquarie
- Olympus Capital
- OTPP
- Sequoia Capital
- The Everstone Group
- Warburg Pincus
- Xander

# Key clients (3/4)



## Financial Services

- ASK group
- Avanse
- Axis Burgandy
- Capital First
- Centrum Capital
- Edelweiss Financial Services
- Edelweiss Alternative Asset Advisors Private Limited
- Edelweiss promoters
- HDFC Bank
- HDFC Capital
- IDFC
- IIFL
- IL&FS Group
- IndoStar Capital
- JM Financial
- Julius Baer Wealth
- Kotak
- Nuvama Wealth Management (Edelweiss entity)
- SBI Mutual Fund (SBIMF)
- SREI
- Tata Capital
- Treeline Investments (a large Singapore Fund)



## Manufacturing, Real Estate & Power

- ABB Group
- Ambuja Neotia
- Coats Limited
- Emaar
- Fluence Energy LLC
- Fuji Electric
- Genus Power
- Greenply Group
- House of Hiranandani
- IndoSpace Group
- Inox Wind
- Jupiter Wagons Limited
- Kalpataru Group
- Lodha Group
- Oriental Structural Engineers
- Owens Corning
- Ralson
- Schneider
- Siemens Group
- Shyam Metals and Energy Limited
- Sugee Group
- Super Shakti Metals (SAI Group)
- Suzlon
- Symphony
- Tata Bluescope
- Timex Group
- Vishwa Samudra group

# Key clients (4/4)



## Retail, Consumer Goods & FMCG

- Apeejay Surrendra Park Hotels
- Blue Star
- Brain Bees (First Cry)
- Dollar Group
- Grupo Bimbo/Modern Foods
- Hershey India
- Kellogg
- L'Oréal India Private Limited.
- Marico Limited
- More Retail
- Pernod Ricard India
- Veeda
- Voltas
- Whirlpool India



## Logistics, Transport, Telecom & Media

- Allcargo Logistics Ltd
- Apeejay Shipping
- Balaji Telefilms
- Blue Dart Express Limited
- BusyBees
- DHL
- Ecom Express India
- Inox Leisure
- Maersk
- Shyam Telecom Group
- Siemens Logistics
- India Private Limited
- Sony Network
- The Great Eastern Shipping Company Ltd.
- Transworld



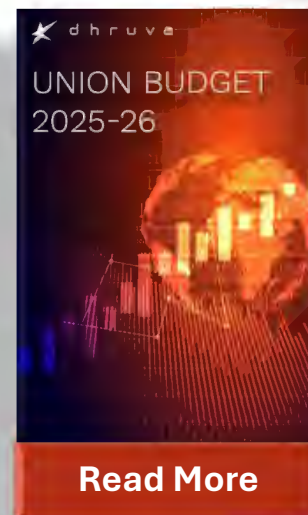
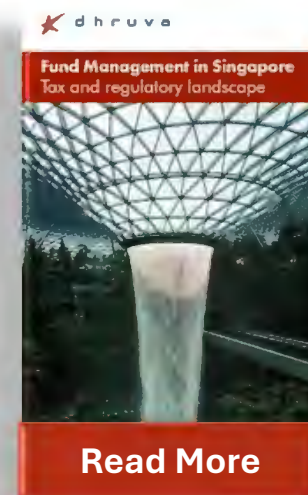


# Thought Leadership

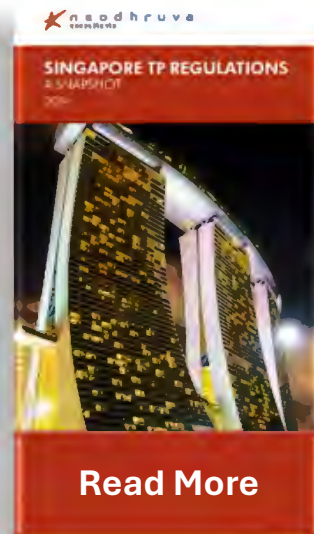
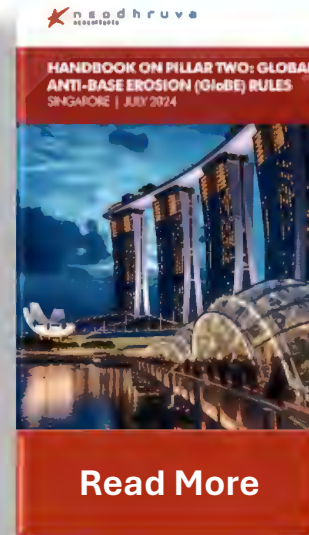




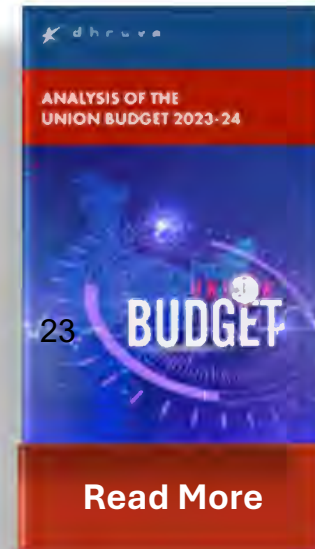
# Publications – 2025



# Publications – 2024



# Publications – 2023







# Leadership





# Dinesh Kanabar, CEO

- » Dinesh Kanabar, winner of the “Asia Tax Practice Leader of the Year – 2020,” is a stalwart in the tax and regulatory domain and is widely regarded among India’s top tax advisors. Over the decades, his peers have consistently recognised his deep expertise and unique ability to align business strategies with complex tax and regulatory frameworks, enabling transformative solutions for clients.
- » Before founding Dhruva Advisors, Dinesh held several leadership roles across major professional services firms in India. He served as Deputy CEO of KPMG India, Chairman of KPMG’s Tax Practice, Deputy CEO of RSM & Co., and Head – Tax and Regulatory at PricewaterhouseCoopers (PwC). He has also been on the Board of Shiv Nadar University in Chennai.
- » Dinesh has worked closely with the Government of India on several critical policy matters. He was a member of the Rangachary Committee, constituted by the Prime Minister to recommend tax reforms for the IT/ITES sector and to develop Safe Harbour Rules. He is also a member of the Body of Trade, formed by the Ministry of Commerce and Industry, and has served on the National Executive Committee of FICCI.
- » He currently serves on the boards of several of India’s most prominent companies, including Reliance Industries Limited, Jio Platforms Ltd, Adani Green Energy Ltd, and PVR INOX Ltd, contributing to strategic governance and long-term vision.



# Our Team



**Abhishek Mundada** | T +91 98 2098 5833  
MUM | E abhishek.mundada@dhruvaadvisors.com

**Focus Areas:** Direct Tax Advisory & Exchange Control matters with special focus on Diversified Sectors, Private Equity



**Aditya Hans** | T +91 90 5104 8715  
BLR-KOL | E aditya.hans@dhruvaadvisors.com

**Focus Areas:** M&A Tax and Succession Planning, Transfer Pricing (TP audit defence and litigation, APA, MAP, Global TP Doc., VC Asst., VCS, and BEPS), PE attribution, and Inbound & Outbound structuring



**Ashish Agrawal** | T +91 98 2131 8545  
MUM | E ashish.agrawal@dhruvaadvisors.com

**Focus Areas:** Corporate tax advisory, Transaction structuring, Tax controversies and litigation. Ashish has significant experience in advising clients across industry spectrum consisting of Media, Telecom, IT & ITeS and other manufacturing sectors.



**Deepesh Chheda** | T +91 98 2059 9639  
MUM | E deepesh.chheda@dhruvaadvisors.com

**Focus Areas:** Direct and International Tax Advisory with special focus on Pharma and Chemical sector



**Dilpreet Singh Obhan** | T +65 9144 6415  
SGP | E dilpreet.singh@dhruvaadvisors.com

**Focus Areas:** Acquisitions and disposals, Tax structuring, Tax due diligence and International tax advisory



**Geet Shah** | T +971 50 106 9034  
UAE | E geet.shah@dhruvaadvisors.com

**Focus Areas:** Middle East VAT, Excise & Customs Advisory, Compliance and Dispute Resolution, Tax due diligence, Free Zone Customs Audit, Legal opinions, Foreign trade policy, representation, and compliance engagements



**Jignesh Ghelani** | T +91 98 6902 4709  
MUM | E jignesh.ghelani@dhruvaadvisors.com

**Focus Areas:** Policy Advocacy and Other Areas, Policy Incentives, Litigation Support, Customs And Trade Compliance, Indirect Tax, Goods And Service Tax (GST), Foreign Trade Policy.



**Kapil Bhatnagar** | T +971 5 868 36207  
UAE | E kapil.bhatnagar@dhruvaadvisors.com

**Focus Areas:** Transfer Pricing (TP audit defence and litigation, APA, MAP, Global TP Documentation, and BEPS related compliances), PE attribution, Inbound & Outbound entry / exit strategies and various planning assignments.

# Our Team



**Kulraj Ashpnani**  
DEL-NCR | T +91 98 1802 2330  
E kulraj.ashpnani@dhruvaadvisors.com

**Focus Areas:** Indirect taxes, government policy, structuring areas and expertise includes laws relating to GST, service tax, value added tax, customs duty, foreign trade policy and industrial policies.



**Mehul Bheda**  
MUM-AHM | T +91 98 2009 3142  
E mehul.bheda@dhruvaadvisors.com

**Focus Areas:** Mergers & Acquisition Tax, Tax due diligence, cross border transactions, and succession planning



**Nimish Goel**  
UAE | T +971 50 106 6531  
E nimish.goel@dhruvaadvisors.com

**Focus Areas:** VAT in the Middle East and Customs, Excise, Service Tax, and GST in India



**Punit Shah**  
MUM | T +91 98 2113 1916  
E punit.shah@dhruvaadvisors.com

**Focus Areas:** Private Equity, Venture Capital, and Financial Services, including Banking and Insurance



**Rakesh Jain**  
UAE | T +971 50 135 2319  
E rakesh.jain@dhruvaadvisors.com

**Focus Areas:** Corporate and international tax team, providing comprehensive tax and regulatory services in Oman to a diverse clientele, both local and international.



**Ranjeet Mahtani**  
MUM | T +91 98 7002 1980  
E ranjeet.mahtani@dhruvaadvisors.com

**Focus Areas:** Advisory and litigation in Indirect taxes, GST, and Customs duty.



**Ritesh Kumar Shyam**  
BLR | T +91 96 6349 9800  
E ritesh.kumar@dhruvaadvisors.com

**Focus Areas:** Mergers & Acquisition Tax, Tax due diligence, cross border transactions and Private Equity



**Samudra Acharyya**  
DEL-NCR | T +91 99 9933 6813  
E samudra.acharyya@dhruvaadvisors.com

**Focus Areas:** M&A tax and regulatory advisory, cross border transaction, succession planning and family office advisory



# Our Team



**Sandeep Bhalla** | T +91 99 6759 2090  
MUM-PUN | E sandeep.bhalla@dhruvaadvisors.com

**Focus Areas:** Tax controversy, domestic, and cross border taxation



**Sandeep Kumar** | T +971 50 504 8787  
UAE | E sandeep.kumar@dhruvaadvisors.com

**Focus Areas:** Corporate tax advisory and compliance, having worked in the GCC. Leading large finance and tax transformation projects underscores his commitment to optimizing taxation activities for clients.



**Sudhir Nayak** | T +91 98 2008 3162  
MUM | E sudhir.nayak@dhruvaadvisors.com

**Focus Areas:** Transfer Pricing, International Tax, and Tax controversies



**Ujjwal Pawra** | T + 971 5 0199 3363  
UAE | E ujjwal.pawra@dhruvaadvisors.com

**Focus Areas:** Expertise in Indirect Tax, with extensive work in diverse industries, such as real estate, healthcare, automobiles, consumer electronics, and logistics



**Umesh Gala** | T +91 93 2225 2060  
MUM | E umesh.gala@dhruvaadvisors.com

**Focus Areas:** Direct Tax Advisory, M&A, and tax holidays with a special focus on the Pharma Sector



**Vaibhav Gupta** | T +91 98 7385 0834  
DEL-NCR | E vaibhav.gupta@dhruvaadvisors.com

**Focus Areas:** Domestic and cross border M&A and joint ventures, corporate restructuring, succession planning, and transaction structuring



**Vlad Skibunov** | T + 971 5 4404 0510  
UAE | E vlad.skibunov@dhruvaadvisors.com

**Focus Areas:** Consulting large local and international businesses from a variety of industries on their VAT management, compliance, advising on M&A transactions and tax structuring, and helping clients in their interactions with tax authorities.



# Our Team - Senior Advisors



**Dinesh C Patwari**  
MUM-BLR | T +91 83 6922 1149  
E dcpatwari@dhruvaadvisors.com

**Focus Areas:** Contributions to the successful execution of the Income Disclosure Scheme (IDS 2016) and his extensive knowledge sharing and collaboration during his tenure at ITAT in 2004-05 demonstrate his dedication to excellence.



**Mrugen Trivedi**  
MUM | T +91 9967574784  
E mrugen.trivedi@dhruvaadvisors.com

**Focus Areas:** Knowledge Management and in corporate taxation as well as international taxation matters.



**Krishan Malhotra**  
DEL-NCR | T +91 98 1115 5007  
E krishan.malhotra@dhruvaadvisors.com

**Focus Areas:** Domestic and Cross Border Tax, Foreign Investment, and tax controversies



**K Venkatachalam**  
PUN - GIFT city | T +91 99 7548 4844  
E k.venkatachalam@dhruvaadvisors.com

**Focus Areas:** Corporate tax advisory (India and UAE), tax holiday benefits, entity setup and tax litigation.



**Radhakishan Rawal**  
MUM | T +91 98 203 28887  
E radhakishan.rawal@dhruvaadvisors.com

**Focus Areas:** Knowledge Management and International Tax Policy Development



**Sunil Kapadia**  
MUM | T +91 98 2012 8083  
E sunil.kapadia@dhruvaadvisors.com

**Focus Areas:** Corporate Tax Advisory, Corporate Tax Litigation, FEMA, International Tax issues, Cross border structuring, Black Money Act



**Vikram Bapat**  
MUM-PUN | T +91 98 8048 7000  
E vikram.bapat@dhruvaadvisors.com

**Focus Areas:** Taxation, Consulting, Strategy

# Contact us

## Mumbai

1101, One World Center,  
11th floor, Tower 2B, 841  
Senapati Bapat Marg,  
Elphinstone Road (West),  
Mumbai – 400 013, India  
Tel: +91 22 6108 1000/1900

## Ahmedabad

402, 4th Floor, Venus  
Atlantis, 100 Feet Road,  
Prahladnagar,  
Ahmedabad – 380 015  
India  
Tel: +91 79 6134 3434

## Bengaluru

Lavelle Road, 67/1B,  
4th Cross, Bengaluru,  
Karnataka – 560 001, India  
Tel: +91 90510 48715

## Delhi-NCR

305-307, Emaar Capital  
Tower - 1, MG Road,  
Sector 26, Gurgaon,  
Haryana – 122 002, India  
Tel: +91 124 668 7000

## New Delhi

1007-1008, 10th Floor,  
Kailash Building,  
KG Marg, Connaught Place,  
New Delhi – 110 001, India  
Tel: +91 11 4471 9513

## GIFT City

510, 5th Floor, Pragya II,  
Zone-1, GIFT SEZ, GIFT City,  
Gandhinagar,  
Gujarat – 382050, India  
Tel: +91 787 857 7277

## Kolkata

4th Floor, Camac Square,  
Unit No. 403 & 404B,  
Camac St, Kolkata,  
West Bengal 700016, India  
Tel: +91 33 6637 1000

## Pune

305, Pride Gateway,  
Near D-Mart, Baner,  
Pune – 411 045, India  
Tel: +91 20 6730 1000

## Abu Dhabi

**Dhruva Consultants**  
1905 Addax Tower, City of  
Lights, Al Reem Island,  
Abu Dhabi, UAE  
Tel : +971 2 678 0054

## Dubai

**Dhruva Consultants**  
Emaar Square Building 4,  
2nd Floor, Office 207,  
Downtown, Dubai, UAE  
Tel: +971 4 240 8477

## Saudi Arabia

**Dhruva Consultants**  
308, 7775 King Fahd Rd, Al  
Olaya, 2970, Riyadh 12212,  
Saudi Arabia

## Singapore

**Dhruva Advisors Pte. Ltd.**  
#16-04, 20 Collyer Quay,  
Singapore – 049 319  
Tel: +65 9144 6415

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d h r u v a

INDIA | MIDDLE EAST | SINGAPORE