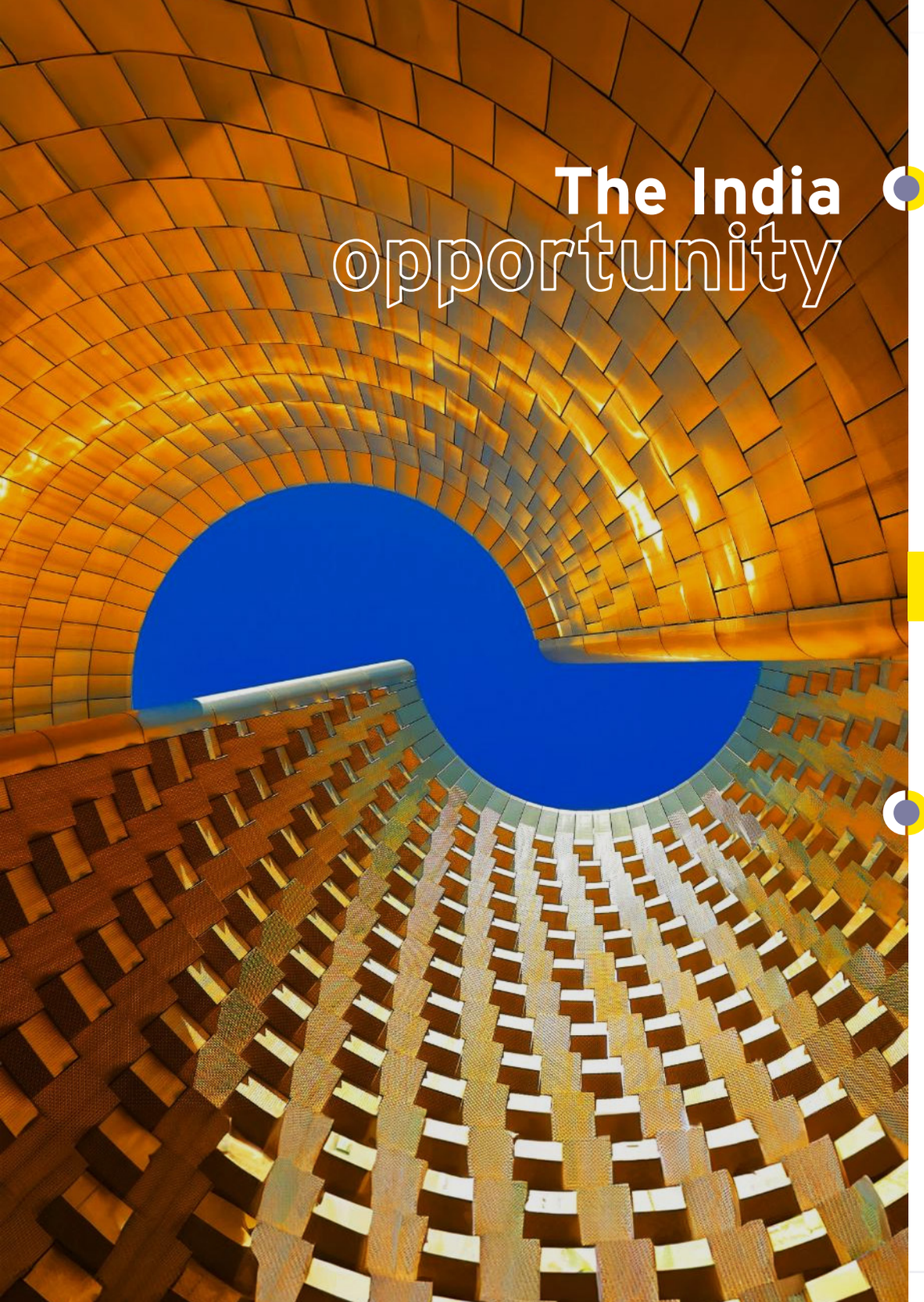
EY

Shape the future with confidence

How can organizations scale faster

While deepening trust?

The better the question. The better the answer. The better the world works.



The India opportunity

India is entering a structural phase of growth shaped by regulatory reform, digital acceleration and deeper integration with global value chains.

- Policy frameworks across taxation, data, labor and trade are being modernized to support scale, transparency and investor confidence.
- India has moved beyond being a cost-efficient destination to becoming a strategic operating and innovation hub for global enterprises.
- India represents a long-term market, capability base and global delivery platform, rather than a tactical play.

The opportunity is compelling, but success depends on navigating complexity with foresight and discipline.

What this means for French businesses

As investments deepen, leadership teams face a new set of strategic questions:

- What is the right market entry or expansion model – and how risk should be managed over time?
- How can India be leveraged not just as a market, but as a source of innovation, talent and global capabilities?
- How do upcoming trade frameworks, including the EU-India FTA, change cost structures, supply chains and investment decisions?

The challenge is no longer entry; it is orchestration at scale.

How EY India supports French enterprises

EY India works alongside French multinationals and investors as a strategic advisor, combining policy insight with execution capability.

We bring together:

Deep regulatory and policy insight: enabling clarity on compliance, taxation, labor, data protection and sector-specific rules.

Sectoral depth and foresight: combining sector-specific knowledge with forward-looking insight to help French enterprises anticipate change and make resilient strategic choices in India.

Entry, structuring and expansion support: aligned to global governance, reporting and risk frameworks.

Comprehensive operating model: design for the new autonomous enterprise through GCCs and digital/AI knowledge.

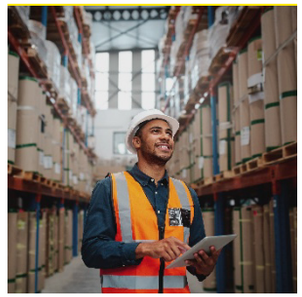
Cross-border perspective: integrating India's strategy with European and global business priorities.

On-the-ground execution: through multidisciplinary teams across strategy, tax, consulting, transactions and technology.

Our role is not just to advise, but to help leadership teams make confident, defensible decisions.

How EY can support your EU FTA journey

The India-EU FTA links the world's fastest-growing, sixth-largest economy with the second-largest economy. Bilateral trade in goods and services has been growing steadily over the years. EY India supports businesses seeking to leverage the FTA in the following ways:



Supplying in India through distributors: including review of FTA applicability, permanent establishment evaluation, eligibility guidance, identification of import restrictions and license requirements, customs duty implications, guidance on warehousing in tax free zones, tariff changes, regulatory and overall compliance with local regulations to avail of FTA benefits.

Distribution and trading in India: entity strategy, incorporation, tax structuring of cross-border activities including the possibility of setting up in tax free zones, day-to-day compliance, tariff and regulatory updates, review of product valuation for customs and transfer pricing implications among others.

Manufacturing in India for domestic and export markets: India entry and legal entity evaluation, comparison and review of locational benefits, assessment of customs duty and incentives, sector-specific license management, strategy and negotiations with state governments to support the application of incentives, assisting in availing export benefits.

Our solutions

How EY India supports high-growth enterprises at every stage

India continues to see strong momentum, with businesses scaling rapidly across digital, consumer, fintech, mobility and new-age technology sectors. As businesses grow in complexity and scale, the need for structured governance, financial discipline, regulatory compliance and investor readiness becomes critical.

EY India solutions are designed to support enterprises through every phase of their lifecycle — from early-stage scaling to IPO and beyond. Our purpose-built offerings enable founders and investors to focus on growth, while EY takes care of operational, regulatory, financial and transformational priorities.

Purpose-built solutions for scaling

Our services portfolio is structured around the core challenges that high-growth companies face as they scale operations and expand across markets.

Cost viability and performance

EY supports enterprises with advanced analytics for collection management, cloud spend rationalization, digital ad-fraud management and CFO dashboards, enabling better visibility, cost control and informed decision-making. These solutions help founders strengthen margins while maintaining growth momentum.

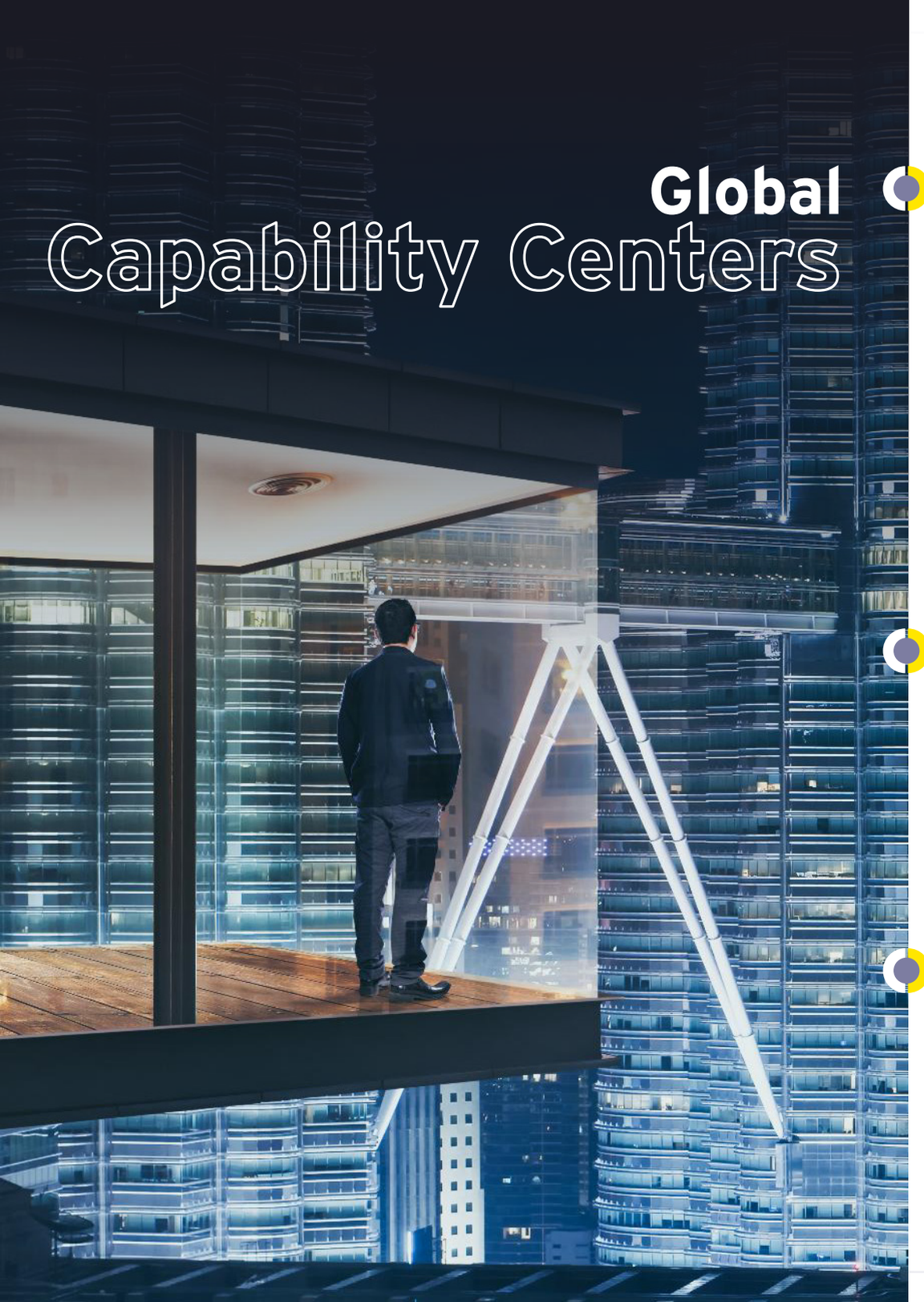
Tax, finance and regulatory compliance

EY offers TFO (Tax and Finance Operations) support, GST digitization through DigiGST and ongoing compliance advisory to help enterprises manage statutory requirements, automate processes and mitigate regulatory risks — while remaining scalable and investor-ready.

These services provide comprehensive guidance across governance, structure, tax, compliance and operational readiness enabling smoother capital raises and market transitions.

Why choose EY India?

EY India is trusted by leading high-growth enterprises. We work with a wide range of high-growth enterprises across sectors, reflecting deep experience in supporting scale-ups at different maturity stages. This trusted engagement underlines our ability to combine sector understanding with hands-on execution.



Global Capability Centers

Partnering with EY India to build, scale and transform your GCCs in India

Global Capability Centers (GCCs) are increasingly becoming strategic engines that fuel digitization, innovation and long-term value creation for global organizations. India has emerged as a preferred GCC destination, enabling enterprises to access skilled talent at scale, strengthen capabilities and deliver transformation across core and support functions.

EY India supports global organizations through its Capability Center as a Service (CaaS) offering – a comprehensive GCC model from strategy and setup to operations, evolution and transfer – enabling agile, scalable, and value-driven capability centers while reducing risk, accelerating time to value and driving long-term transformation.

Why EY for CaaS

EY is the largest full-service GCC advisory firm in India, offering comprehensive services across GCC strategy, setup, operations, transformation, innovation and talent services.

With **19+ years** of GCC experience and **1,200+ GCC engagements** delivered for **500+ global clients**, EY has built an active network of **1,000+ GCC leaders** and has **23,000+ practitioners** supporting global organizations in building and evolving high-impact GCCs.

The CaaS lifecycle model

Strategy and design

EY supports organizations in assessing and defining the key elements of their GCC strategy, including sourcing strategy, location analysis, target operating model design, business case development and implementation roadmap. This enables informed decision-making and a clear path to GCC setup in India.

Build

EY provides build services to establish the GCC, including creation of a legal entity and regulatory compliance, talent branding and recruitment, center enablement, business support services setup and transition and knowledge management.

Operate and evolve

EY supports ongoing GCC operations through tax compliance and transfer pricing, recruitment and onboarding, business services support, service delivery management and transformation and scope expansion, enabling GCCs to scale and deliver sustained value.

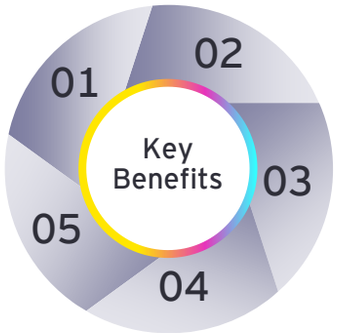
Transfer

EY also supports the handover of stabilized operations or transfer to third-party service providers, supporting continuity through structured documentation, knowledge transfer and transition support.

Our CaaS framework is designed to address all GCC needs through a structured, phased approach:

Agile and bespoke GCC setup tailored to organizational needs

Flexibility to evolve, expand, or transfer operations seamlessly



Risk-neutral and integrated implementation approach

Faster execution with lower operational and regulatory risk

Scalable operating model aligned with growth and transformation goals

Tax services for GCCs

Policy-linked incentives and cost optimization

EY India advises GCCs on India's incentive and policy landscape, including state-level incentives, employment-linked benefits and sector-specific schemes. It supports French groups in structuring eligible benefits to optimize long-term operating costs, while remaining fully compliant with local regulations.

Permanent establishment (PE) and cross-border risk management

As GCCs assume higher-value roles and decision-support responsibilities, EY supports French enterprises in assessing and managing permanent establishment risks, including alignment between India GCC activities and group-level tax positions in France and other jurisdictions.

Employment tax and social security considerations

EY assists GCCs in navigating India-specific employment tax, social security and mobility considerations, including expatriate structures, secondees and cross-border employee movements, which often become complex as GCCs scale.

Your Partner in India

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Set up long-term roots in India with the EY India French Business Desk

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EY | Building a better working world

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All in to shape the future with confidence.

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