



**Lexbridge Advisors Private Limited**

FA-50, First Floor, Lake City Mall, Kapurbawadi, G.B. Road, Thane 400607

Tel: +91 22 4577 1335 | Mob: +91 7400040005 | Email: [mehul@lexbridge.in](mailto:mehul@lexbridge.in) | Website: [www.lexbridge.in](http://www.lexbridge.in)

## Who are we?

**Lexbridge Advisors Private Limited** is a professional advisory & consulting firm offering wide range of specialized techno-commercial consulting services for construction contractors & developers.

## Our differentiation

We are dedicated to infra-construction industry. We have deep expertise and experience in strategic, techno-commercial, contracting, legal, regulatory, compliance, financial, tax matters related to infrastructure, engineering and construction projects.

## Why Infra-Construction Specific?

In infrastructure, engineering & construction ecosystem, contractors, subcontractors and developers play crucial role.

There are providers of general consulting services for contracts, compliance, tax, legal etc., but what the contractors really need, is specialized services from professionals who deeply understand infra-construction business and have deep expertise and vast experience in this field.

We have such expertise and experience in infrastructure, engineering and construction projects in civil, MEP, PHE, solar & renewables, power, transmission & distribution, roads, railway, MRTS, logistics & warehousing, SEZ/FTWZ, commercial and residential real estate, malls, smart cities, airports, ports etc.

As we are completely construction specific consultants, we do not work in any other industry and that really gives us the sharp edge in this industry.



## What we do?

- Project Structuring
- Contracts Advisory
- Claims and Disputes Management
- Tax and Compliance Advisory
- Procurement and Tender Advisory

- Financial and Business Advisory
- Project and Contract Audit
- International Projects – Outbound
- International Projects – Inbound
- Corporate Training



Project structuring is crucial for developer of the project as well as for the EPC contractor, because the profitability, productivity and efficiency of the project depends on how the project is structured.

Various aspects affecting projects are:

- Bankability
- Tax efficiency (Income Tax, GST, Customs etc.)
- Contracting structures
- Cost efficiency
- Compliance Assurance
- Productivity
- And many more aspects....

## How we help in project structuring?

We help at the project level, especially to the developer/owner at the ideation / inception stage. We help in:

- Project feasibility studies for economic, regulatory and commercial angles.
- Advising on making project bankable/fundable.
- Identifying the commercial, regulatory and tax challenges and risks and advising on measures for mitigation.
- Creating the project and contracts structures for maximizing the stakeholders value.
- Financial modelling of the project life cycle



Contracting is the backbone of the construction projects. Aspects such as risk mitigation, productivity, timely completion, profitability, cash flows, working capital, tax optimization, compliance, etc. are determined at contracting stage only basis the terms and conditions of the contracts.

Contracts pricing & delivery models, viz. EPC, Turnkey, EPCM, EPC+O&M, SITC, Lump-Sum/Fixed-Price Design & Build, Passthrough, GMP, Open Book, Cost Plus, Item Rates, DBFOT, BOT/BOOT, Annuity/HAM etc. plays crucial role for developer as well as for contractor.

## How we help in contracting?

We help in:

- Determining the best contract delivery & pricing model which may be win-win for developer as well as contractor.
- Drafting/reviewing contracts from commercial, legal, compliance, financial & tax angles to ensure risk mitigation and avoidance of contingent liabilities.
- Identifying the probable disputable areas / grey areas and plugging such blind spots through effective drafting / negotiation.
- End-to-end contract management from tendering stage to completion till FAC and DLP



Although, disputes are completely unwelcome because it has financial as well reputational impact on the contractors and developers. But unfortunately, disputes arise in projects.

Although disputes may not be avoided completely, but it can be managed and amicably resolved through alternative disputes resolution methods such as dispute boards/committees, arbitration, conciliation and mediation.

## How we help in Claims & Disputes?

We help in:

- Preparation of claims dossier for presenting to the other party.
- Analysis of claims/counter-claims and preparation of defenses.
- Quantum assessment for delays, disruption, suspension, illegal termination etc.
- Arbitration / court proceedings support to the lawyer / authorized representative for commercial issues.
- Suggesting the right arbitration forums as well as assist in finalizing the arbitrators.
- Preparation of necessary documentation for arbitration proceedings.
- Expert testimonial in court/arbitration proceedings
- Conducting mediation sessions as pre-trial / pre-arbitration measure.



We have deep understanding and insights in the construction projects, and we integrate it with our tax and compliance expertise to give the best solutions to the contractors and developers.

Our deep industry knowledge helps in effective and strategic tax planning in issues such as ITC eligibility, inverted duty structures issues, GST refunds, tax indemnities claims, PE constitution, project level & corporate level tax optimization, tax incentives etc.

Same is true for legal & regulatory compliances, because our deep industry expertise helps in full-proof compliance in complex legal environment with industry specific laws & regulations.

## How we help in Tax & Compliance?

Our tax and compliance services are:

- Tax optimization reviews for ensuring that all the tax credits (ITC, foreign tax credits etc.) are utilized.
- Strategic tax planning to ensure that tax incidence at project level as well as corporate level is optimal.
- Compliance audits for ensuring that project and business are effectively complying with taxation and other laws and regulations.
- Effective accounting and financial reporting for compliance with taxation and corporate laws.
- Tax disputes resolution for GST and Income Tax matters
- Assisting in Advance Rulings for controversial tax positions
- Compliance with FEMA, PMLA, Labour Codes (BOCW, OSH, ISMW etc.), Company Law and other laws.



Construction business is almost tender driven, where the contractors get the business mainly through tenders, and on the other hand the developers finalize contractors through tenders / competitive bidding, whether it is government or private procurement.

Tendering management is crucial for developers in finding the right contractor. Similarly, evaluation of tender documents is crucial for contractors to take the informed decision on bid / no-bid.

Especially SME contractors, lacking full-fledged tendering teams and tendering expertise need to have consultants like us, who can assist in tender reviews from commercial, financial, regulatory and tax angles.

## How we help in Tendering?

### For Developers:

- Designing procurement strategy.
- Preparing tender documents viz. RFP/RFQ, ITB, data sheets, GCC, SCC, guidelines etc.
- Deciding PQ criteria as per industry best practices.
- Implementation of tendering plan and running the tender.
- Bids evaluation, risk scoring and analysis
- Due diligence of shortlisted participants

### For Contractors:

- Reviewing the government tenders and private tenders for commercial, financial, legal, regulatory and tax angles.
- Creating risk mitigation strategies.
- Assisting in negotiation at award & contracting stage.
- Assisting in subcontracting.



Construction business, like other business, has its typical funding requirement for funds-based facilities, as well as non-fund facilities like LC/BG/SBLC. In addition, contractors also have specific funding requirements ranging from plain vanilla term debt to private equity investments to hybrid and structured funding through sophisticated financial instruments.

Developers of project also need strong funding support for project financing where they get uninterrupted funding for the project.

## How we help in Project Financing ?

### For Developers:

- Preparing project report / information memorandum.
- Project finance syndication
- Exploring private equity investors participation at SPV level / corporate level
- Project financial modelling

### For Contractors:

- Arranging working capital facilities viz. CC/OD, WCDL, supply chain financing etc.
- Arranging non-fund facilities viz. LC, BG, SBLC, Insurance Bonds etc.
- Private Equity investments at company level for business growth
- Finding JV partners / technical collaborators / financial collaborators
- Assisting in SME-IPO, M&A opportunities etc.



Construction projects usually have thin margins, but good ROI on account of advance funding for mobilization. However, various events such as delays, disruptions, suspension, variations / scope change, change in law, financial frauds etc. strongly impacts profitability and ROI.

Audits at project level are crucial for developers as well as contractors, although the objectives may vary.

Various issues such as billing, costs, project controls, documentation etc. are critically reviewed in our audits to give assurance to the management.

## How our Project Audits helps?

### For Developers:

- Audits for cost plus, passthrough, open book, GMP etc. models
- Ensuring that EPC is complying with contractual conditions and executing project as per schedules.
- Ensuring effective project financial & commercial controls prevent frauds / funds leakage.
- Ensuring proper project documentation is in place

### For Contractors:

- Audits in case of EPC, EPCM, Turnkey, Lump-sum, Cost Plus, Open Book, GMP, Item Rate / BOQ etc. models.
- Ensuring proper billing, cost optimization, T&P utilization, financial controls, etc.
- Ensuring proper documentation for delays, claims etc.
- Ensuring proper compliance of contractual conditions to avoid future liabilities.

# International Projects - Outbound



Indian EPC companies are actively tapping the foreign markets through international competitive bidding as well as private procurement route.

Our professionals has extensive experience in business, commercial, financial and taxation aspects of international projects across many regions viz. MENA, Australia, Africa, South Asia, etc. We have tie-ups with law / accounting / advisory firms in many countries through which we can provide international projects consulting with ease.

## Our International Projects Services are:

- Reviewing global tenders for commercial, financial, compliance, regulatory and tax risks and advising on the risk-mitigation strategy.
- Advising in international taxation viz. Transfer Pricing, Advance Pricing Agreements, Advance Rulings, GAAR, SAAR, Economic Substance Regulations, POEM etc.
- Transfer Pricing studies and bench marking.
- International projects and contracts structuring for tax optimization and financial efficiency
- Setting up branch / project office, incorporation of subsidiary companies / SPVs in foreign country
- Advising on FEMA regulations for foreign projects execution
- Assisting in setting-up commercial, compliance, financial and accounting process in foreign country.
- Finding out the consulting, legal and audit firms for local operation in foreign country.
- Identifying JV / consortium partners for PQ purpose



Foreign EPC companies looking for Indian projects must have a sound entry strategy for choosing entity structure, contract structure, tax status, local partners etc., otherwise owing to Indian regulations and taxation, the project may turn nightmare for the foreign contractor.

We have experience in advising companies in setting up operations in India for execution of Indian projects.

## We help foreign contractors in:

- Advising on regulatory approvals (i.e. FEMA, PMLA, tax, employment laws, sector specific laws etc.) for execution of projects in India.
- Setting up branch office, subsidiary company, LLC, LLP etc. in India.
- Advising in domestic taxation viz. Income Tax, GST, Customs etc.
- Advising in compliances under various laws in India.
- Advising in international taxation viz. Transfer Pricing, Advance Pricing Agreements, Advance Rulings, GAAR, SAAR, etc.
- Advising on international financial transactions under Indian foreign exchange regulations (FEMA/RBI)
- International projects and contracts structuring for tax optimization and financial efficiency
- Setting-up commercial, compliance, financial and accounting process in India.
- Identifying JV / consortium partners, Employer on Record, Subcontractors etc. in India.



It's imperative for the companies that their people should possess the latest skills to beat the market and therefore companies must impart the training to their people for developing their skills.

Our training packages are aimed at imparting practical skills in the field of commercial, finance, compliance, tax and regulatory aspects in the infrastructure, engineering and construction industry.

## Our corporate training packages are:

- Project Commercial & Compliance Management – suitable for commercial officers and managers.
- Contract Management / Contract Administration suitable for at project managers and contract administrators
- Contract Drafting & Review – suitable for legal professionals in construction companies.
- Finance for Project Managers – aimed at imparting practical finance training to project managers and project engineers who don't have finance background.
- Contractual Claims Management – suitable for project managers, contract administrators, commercial managers and legal professionals.
- Infrastructure and Construction Law Training – for professionals in infra-construction industry.

# Virtual CFO Services



An experienced and professionally qualified CFO, with a deep knowledge of finance and industry practices is imperative for the growth, funding, scalability, and governance. CFO takes care of the entire gamut of financial risk management, funds raising, funds deployment and financial control.

We act as virtual / consulting / outsourced CFO through the network of experienced finance professionals in infra-construction industry.

## Our CFO Services Helps in:

- Implementation of Financial Planning & Analysis system, which includes budgeting, MIS reporting, variances, financial analytics, and recommendations.
- Strategic management of Balance sheet and P&L to ensure that the company has a healthy and compliant balance sheet.
- Advising for optimization of cash flow, margins and taxation impact.
- Advising for Capex decisions
- Funding advice and assistance such as preparation of financial projections, project reports, liaison with banks and investors, financial documentation etc.
- Advising on financial risk management
- Implementation of financial controls

## About Director



CA Mehul Mehta  
Director

Mehul Mehta, Director, is a Chartered Accountant and a Legal Expert with more than 25+ years of experience in infrastructure, engineering and construction industry. He has worked with large infrastructure EPC companies like KEC International (RPG Group) and Sterling & Wilson Renewables (Shapoorji Pallonji Group) as well as with global consulting firms such as Deloitte, PWC and global real estate advisory firm Knight Frank.

Apart from Chartered Accountant, Mehul has engineering and legal background, which helped him in developing deep understanding the engineering projects. Mehul has deep expertise in international taxation for infra-construction companies.

Mehul has expertise techno-commercial, contractual, legal, regulatory, compliance, financial, and tax matters related to large value construction projects in India and overseas. Mehul has worked for projects in more than 20 countries and has evaluated the tenders from more than 100 countries.

He has worked on varied projects such as solar & renewables, transmission & distribution, warehousing & logistics, industrial construction, real estate, civil, roads, railways, MRTS, port etc. projects.

Apart from Mehul Mehta, Lexbridge has a competent team consisting of lawyers, CA, CS, CMA, engineers and architects.



Thanks, and Let's Connect

We will be happy to connect with you for discussing your issues and needs through online meeting or face to face meeting.

You can contact us on [mehul@lexbridge.in](mailto:mehul@lexbridge.in) or +91 7400040005

**Lexbridge Advisors Private Limited**

FA-50, Lakecity Mall, Kapurbawadi Junction, Thane (West) 400607

Phone No.: +91 22 4577 1335 Mob: +91 7400040005 website: [www.lexbridge.in](http://www.lexbridge.in)