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Press Release

PIVOT and NEO Consulting form strategic alliance to bridge Indian, Brazilian & Luxembourg financial markets

PIVOT India and Cyprus has entered a strategic alliance with The NeoTrust Services (Luxembourg) and NEO Consulting (Brazil) effective November 22nd, 2022 to advise, service investors from Europe and Brazil.

The NEO Consulting Ltda. (www.neoconsultingpartners.com) is headquartered in Brazil, and NeoTrust Services S.à R.L. is headquartered in Luxembourg.

PIVOT Management Consulting (OPC) Pvt. Ltd. (www.pivotmgmt.com) is headquartered in Mumbai, India. PIVOT Consultants (Cyprus) Ltd. is headquartered in Nicosia, Cyprus (www.pivotcyprus.com).

NEO Consulting and PIVOT are members of the global Consulting Group TSSAG (The Securities Services Advisory Group) www.tssag.info.

PIVOT India is founded by Industry veteran Viraj Kulkarni, is Asia's leading consulting firm in Securities Services. Its segments include Securities Services, Broking, FPIs, PEs, Fund accounting, Corporates, Capital Market Infrastructure space and Training. It's recognized for expertise and thought leadership initiatives in India and cross-border.

NEO Consulting founded by industry veteran Nelson Eduardo Pereira, is a fiduciary management consulting practice specialized in accompanying financial firms to navigate the complexities in Brazil and European region and achieve business success.

PIVOT Cyprus is recognized in Advisory services as well as non- Advisory (Business re-engineering) Services space in Europe. It operates in the Capital Market space especially Securities Services, Capital Market Infrastructure development, Taxation, Regulatory, inflow space into/from India and Europe and Capital market Policy related matters. PIVOT Cyprus is featured amongst the Who's Who of Cyprus financial market.

The fast-evolving Indian financial markets(including GIFT CITY) hold out many exciting opportunities for Europe and Brazil based Investors, Intermediaries, and the larger Capital Market communities.

Viraj Kulkarni, CEO of PIVOT India said, "The combined expertise at PIVOT and NEO is a first of its kind alliance of experts to focus on servicing Investors and Financial Institutions in cross-border activities, as well as engaging with Regulators and Industry Bodies in thought leadership and best practices for the financial developments in these regions".

Panayiotis Gregoriades, CEO of PIVOT Cyprus said, "Cyprus offers attractive solutions for funds based in Europe and the Americas. Together with NEO and PIVOT India we offer an integrated solution that enables greater ease in accessing markets, especially India and Brazil".

Nelson Eduardo, CEO of NEO Consulting said, the proposed synergy denotes the next generation of Fiduciary Managed Services tailored for today's and tomorrow's investors across key markets.