

Client	A large global PE institution investing in logistics / industrial real estate in India
Investment	A 3 mn plus million sft of industrial / logistics real estate portfolio
The assignment	The investment management and portfolio monitoring activities were delegated to the team to manage an investment of USD 100 mn invested in industrial and logistics assets across India
Problem Statement	Ensure proper adherence to agreed upon business plan for expansion and lease and also monitor development work on site
Our Solution and Advice	<p><b>Pre investment activities</b></p> <ul style="list-style-type: none"> <li>✓ Originated the transactions as part of Agreed upon Procedures with the client</li> <li>✓ Coordinated with third party services providers for due diligence and valuation</li> <li>✓ Negotiated to consummate the transactions on behalf of client</li> <li>✓ Created definitive documents as part of the investment process including SHA / SPA</li> </ul> <p><b>Post investment Monitoring</b></p> <ul style="list-style-type: none"> <li>✓ As part of the monitoring process, participated in the operating committee as a representative of the client</li> <li>✓ Reviewed the progress on key project milestones for consistency with the Business Plan</li> <li>✓ Analyzed the actual IRR and budgeted IRR for the investment on a monthly basis</li> <li>✓ Lease monitoring and advice, ratification of the lease agreements on behalf of the client</li> <li>✓ Mystery lease queries to independently check if processes are followed</li> <li>✓ Ratify RFP, RFI and BOQs for the development projects under various SPVs</li> <li>✓ Reporting of the monthly / quarterly project information and status along with the key issues and suggested recommendations / actions to mitigate issues</li> </ul> <p><b>Accounting and Finance Function</b></p> <ul style="list-style-type: none"> <li>✓ Assessed the current accounting systems and records and suggested streamlining of the system by implementing SAP</li> </ul> <p><b>Strategy and advise</b></p> <ul style="list-style-type: none"> <li>✓ Strategise on expansion activities and locations</li> <li>✓ Periodic micro market and location analysis for the client</li> </ul> <p><b>Valuation activities</b></p> <ul style="list-style-type: none"> <li>✓ Valuations of the portfolio and assets</li> </ul> <p><b>Key deliverables to client</b></p> <ul style="list-style-type: none"> <li>• <i>Monthly MIS reports</i></li> <li>• <i>Present issues at the quarterly board meetings</i></li> <li>• <i>MTM valuations for the portfolio and also valuations for each asset</i></li> </ul>
Value Add	Enhanced monitoring activities led to on time delivery of projects and also ensured that the portfolio commanded additional lease premium because of quality and timely delivery thus enhancing the value of the portfolio and ensuring that the projected IRRs are achieved

# About Acquisory

**Acquisory** was founded in 2010, by highly credentialed professionals with specialized experience across M&A Advisory, Operations & Risk Consulting, Asset Management, Financial Accounting, Audit and Process Reengineering.

We are a boutique advisory firm who understand the dynamics of **business / operations/ transactions /industry** and possess necessary skills to blend practical insights with tax & regulatory knowledge, to design effective custom tailored solutions to all business situations/ hurdles.

Our **ASSET MANAGEMENT SERVICES** are our **solution** to support our private equity clients in meeting their objectives of **maximizing returns**. Our services have been designed to address the challenges being faced by investors in **managing the operational, strategic and financial** aspects of their investee companies, as they are not able to get the right management information in time and are worried about fraud, misappropriation or misconduct in their investee companies. Smart investors know that it is prudent if investments are followed up with a continuous monitoring of key business risks. **Acquisory becomes your eyes and ears on the ground** and help you manage such risk factors through our suite of asset management services.

## WE PROVIDE THE FOLLOWING SERVICES

### Portfolio Management Services

Strategic Advise, Independent Project Monitoring and Value Enhancement

Dispute Resolution and Litigation Management

Setting up and Improvising Finance Function

Exit Advise and Maximization of Investors Returns

Forensic Support

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