



Capability Statement

Asset Management



About The Firm

**35+ Years of
experience**

**15+ Partners
& Directors**

**500+
Clients**

**More than 150
Professionals**



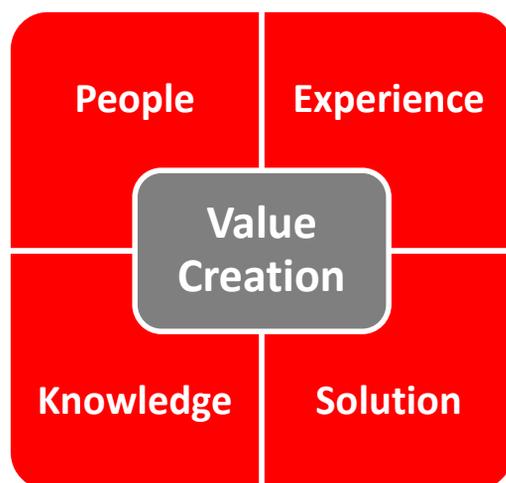
**Associate offices in Chennai &
Chandigarh**

- **Diverse Mix of Professionals:**
Employees include CA's, MBA's, CPAs, CS's, CIA's, Lawyers, Engineers and IT professionals.
- **Young team with Experienced Senior Management**
 - Experienced management team with each Partner / Director having **15+ years of experience** in respective sectors.
 - Employees with **mix of consulting (Big 4 / large accounting firm) and industry experience.**
 - Average age of employees below **30 Years.**
- **Providing Services in different areas:**
 - M&A Advisory
 - Asset Management
 - Operations & Risk Consulting
 - Financial Reporting & Compliance

About The Firm

OUR VALUES

- Effective, Practical and Timely solutions for client problems
- Demonstrate deep industry knowledge
- Be proactive and responsive
- Highest professional ethics and standards
- Motivate and retain high quality professionals
- Promote and focus on innovation and continuous improvement



OUR FOCUS

Acquisory assists clients ranging from global enterprises to small and middle market companies that are both publicly held or privately owned, as well as large, mid and small-cap private equity firms, corporate management and boards of directors.

We provides specialist advice for a range of sectors. With a personal, partner-led approach, more than 35 years of experience have taught us that an understanding of the structure and practices of your industry is critical to providing the services you need to reach your goals.

Acquisory applies its capabilities across industries, with dedicated expertise in below industries:

- | | |
|----------------------------------|------------------------|
| ▪ Real Estate & Construction | ▪ Private Equity Group |
| ▪ Infrastructure | ▪ Retail Industry |
| ▪ Manufacturing | ▪ Telecommunication |
| ▪ Media and Entertainment | ▪ Insurance |
| ▪ Healthcare and Hospitals | ▪ Education |
| ▪ Hotel, Hospitality and Leisure | ▪ Service industry |

Our Services Portfolio

Our professionals bring a structured approach to each and every assignment, with a unique set of objectives, requiring specific priorities, designed to deliver the best results. With a widespread and detailed understanding of operations, our professionals are able to rapidly formulate and execute practical solutions in complex business problems / environments by:

- Obtaining in-depth business / industry understanding
- Collating all facts and getting them right
- Planning and partnering
- Analyzing and diagnosing the problem
- Identifying practical solutions
- Supporting and leading
- Establishing a self-sustaining organization

M&A Advisory

- Deal Structuring / Negotiation
- Buy Side / Sell Side Advisory
- Due Diligence
- Valuations
- M&A Integration
- Corporate Finance

Asset Management

- Portfolio Management
- Strategic Advice
- Finance Management
- Dispute Resolution and Litigation Management
- Exit advise & maximization of investor Returns

Operations & Risk Consulting

- Internal Audit
- Risk Management
- IFC Review
- DAS Audit
- Compliance Management
- Process Improvement
- Cost Reduction
- Working Capital Optimization
- Data Analytics
- Physical Verification
- Forensics

Financial Reporting & Compliance

- Accounting & Reporting
- Secretarial
- Tax Consulting (Direct & Indirect)



M&A
Advisory

**Asset
Management**

Operations
& Risk
Consulting

Financial
Reporting &
Compliance



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Jeenendra Bhandari

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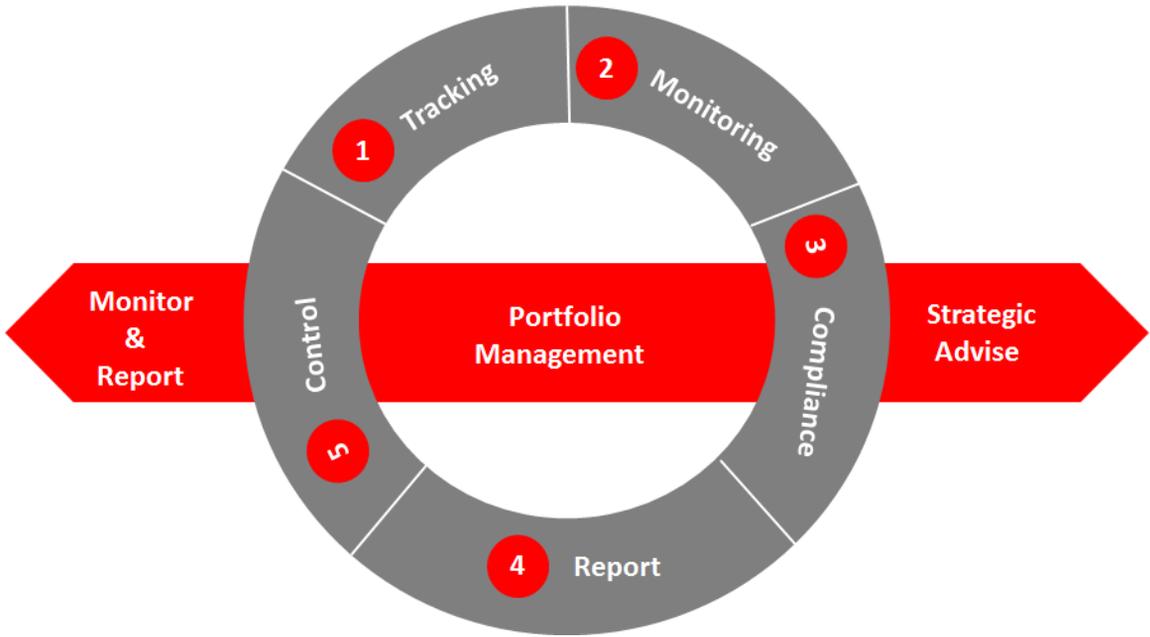
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Our Asset Management Portfolio

Our Asset Management services are the *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 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.

OUR PROCESS:



OUR APPROACH:



Elements of our Asset Management Services

Portfolio Management Services

- Our scope of portfolio management services is customized as per the needs of the investor and includes continuous **tracking, monitoring** of assets / investments, ensuring **compliance** with applicable statutes, **reporting** of deviations / exceptions and recommending corrective measures for **control**.

Strategic Advise & value enhancement

- Frequent and **periodic update** of market situations, regulatory changes, new policy enhancements to help **formulate new strategies for value enhancement**.
- Present all **alternatives** to the IC / board for taking **informed decisions** based on prevalent situations.

Setting Up, Improvising Finance Function

- Finance function forms the “heart” of any organization, enabling it to take informed decisions. We assist in **developing** the **finance** and accounting **systems** for your portfolio companies, in line with the existing and future requirements.
- We **define, develop, create and improvise finance functions**, keeping in mind the cost / benefit and practical aspects of getting things done.

Dispute Resolution & Litigation Management

- International and Indian legal experts on board to provide **informed advice on resolution** mechanism and **legal recourse** and litigation management with minimal external support.
- Team members **experienced in sorting disputes** through stakeholder meeting and transparent and timely communication.

Exit Advise

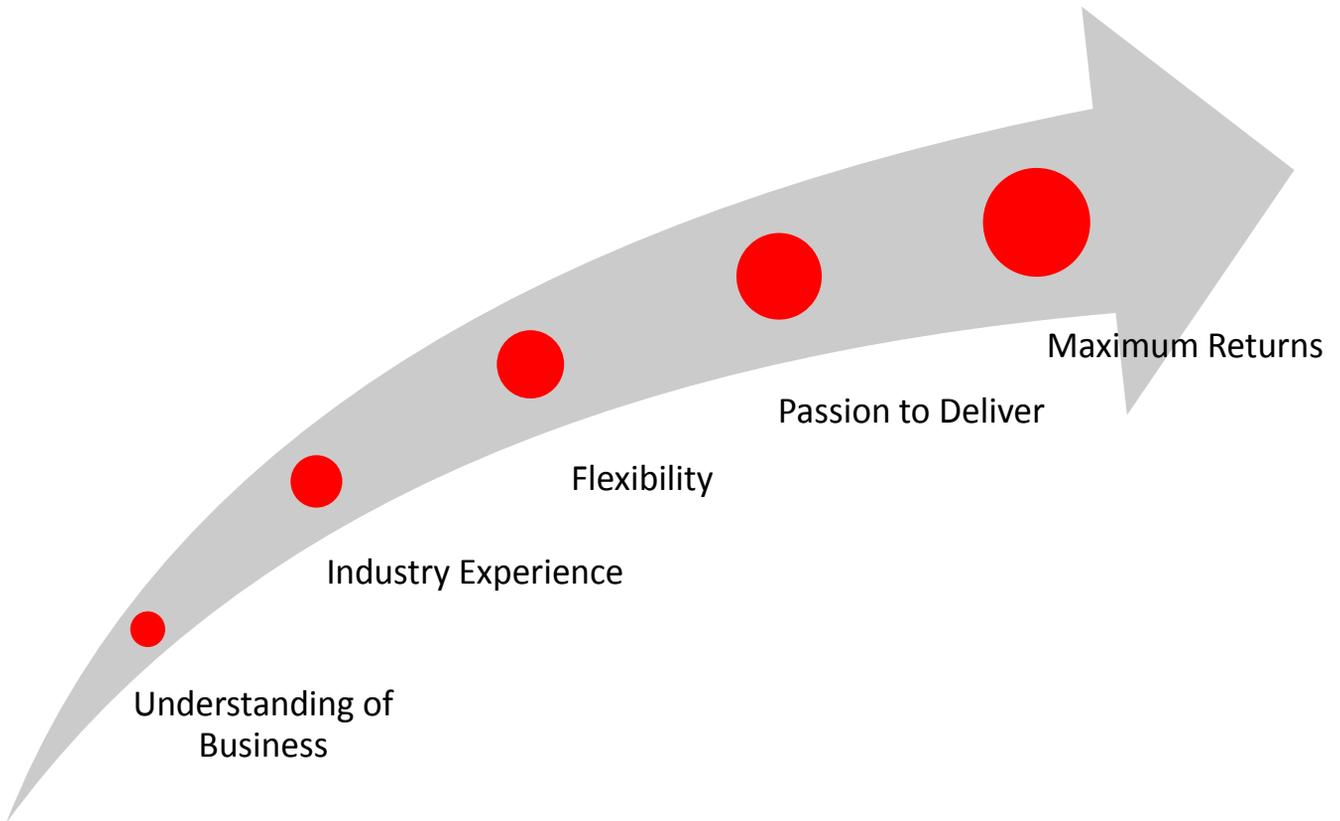
- Arrange and structure promoter buy backs, third party strategic sales, listings and IPOs, mergers et al to optimize value of investors and shareholders.

We ensure that an unbiased, outsider perspective is brought into Asset Management.

Why Us?

Acquisory Strength

Acquisory was founded in 2010, by highly credentialed and experienced professionals, from PricewaterhouseCoopers, Arthur Andersen and Protiviti. The management team amongst themselves represent extensive experience in specialized services across M&A Advisory, and Operations & Risk Consulting. We work together to provide expertise to our clients



We will put our best foot forward to ensure maximum returns.

We care more than other think is wise....

We dream more than other think is practical....

We expect more than other think is possible....

Alliances and Awards

Alliances

- **MGB** is our assurance partner. For more than 35 years, MGB has been offering a comprehensive set of assurance, taxation and consulting services.
- Acquisory is a member firm of **Arthur Andersen**. Arthur Andersen is based in Chicago and formerly one of the "Big Five" accounting firms.
- **Acquisory Real Estate Investment Advisory (AREIA)** is a subsidiary of Acquisory, which offers comprehensive services to all stakeholders in the Real Estate industry.



Awards

- Acquisory received the award of "M&A Advisory Firm of the Year" in 2013.
- Acquisory received the award of "Due Diligence Experts of the Year" in 2014.
- MGB is amongst the **Leading Tax Firms** in India as per International Tax Review's World Tax 2015 ratings.



Firm Credentials



Select Team Credentials

Our experience spans across business, operations, processes, accounting, and transactions; providing services to private equity firms, hedge funds and strategic corporate acquirers, partnering with them through the entire deal continuum.

- Amtek
- Actis
- AIG
- Avendus
- Avaya
- Bharti
- British Gas
- Bhilwara Energy
- Bharat Starch
- Bausch & Lomb
- Baer Capital
- Ballarpur Industries
- BJ Services
- Citibank
- Cadim
- Caltex
- Castrol
- Crompton Greaves
- Clearwater Capital
- DB Realty
- DCM Shriram
- Dorling Kindersley
- Deutsche Bank
- DE Shaw
- Electrolux
- Edelweiss Capital
- Essel Group
- Federal Mogul
- Flexituff
- Fortune Brands
- General Electric
- Grasim
- Gem India Advisors
- Hewlett Packard
- Hitachi
- Hutchison
- HCL Group
- Helion
- Idea
- Indus Towers
- ILFS
- India Prepaid (Oxigen)
- ICICI Ventures
- Indian School of Business
- Jagatjit Industries
- Jindal Drilling
- Jubilant Organosys
- Kalpataru
- Kotak
- Kuoni
- Larsen & Toubro
- Lucent Technologies
- Maruti Udyog
- Maersk
- Mahindra
- Monnet Ispat
- Max Bupa
- Medcover India
- Milkfood
- New York Life
- Nadathur Investments
- NIIT
- Norwest Venture Partners
- Nuance
- OCS
- Oberoi Group
- Pernod Ricard
- Perot
- Pacific Alliance
- Rabo Bank
- Reliance Capital
- Cerestra
- Standard Chartered
- Sun Group
- Sanawar School
- Sachsen Fonds
- Star TV
- Sony
- Scandent
- Skillsoft
- Shell
- SITQ
- SRF
- S N Power
- Solvay
- Sumitomo
- TATA Teleservices
- Trinity Capital
- TV 18
- Temasek
- Tupperware
- Vedior
- Wachovia
- Welspun Group
- Wipro
- Woodstock School
- ZEE Group

Our Selected Team

Sumchit Anand

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Sumchit is a Managing Director, leading the M&A Advisory practice for Acquisory, India. Sumchit is a Chartered Accountant by qualification with over 20 years of experience with PricewaterhouseCoopers, Ernst & Young and Protiviti.

His risk consulting experience spans through Asset Management, Sox Compliance, Process Reviews, Setting Up and Management of Finance Functions and Internal Audit. In his last assignment he set up and led the M&A risk advisory practice for Protiviti in India. His transactions experience includes advising and assisting large Private Equity funds and Strategic investors in their investment activities by providing comfort on their proposed investments and helping achieve their commercial and strategic objectives.

Jeenendra Bhandari

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Jeenendra, is a director with over 17 years of experience. He, is a Fellow member of the Institute of Chartered Accountants of India and a Certified Public Accountant from Delaware, United States. He has worked with Arthur Andersen at Mumbai.

His focus is Tax advisory and structuring and he provides inputs from Indian as well as International tax perspective. His experience spans across advisory, due diligence, valuations, assurance and structuring. He also shares the responsibility for the ongoing development of the firm's practice. Jeenendra has worked across industry segments including - Manufacturing, Real Estate, Infrastructure, IT & ITES, Healthcare, Automobile and Media & Entertainment.

Our Selected Team

Krishan Goyal

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Krishan is a Director with Acquisory in our Delhi office and has over 12 years of working experience with Protiviti and A.F.Ferguson & Co. (a member firm of Deloitte). He has worked extensively across industry sectors such as Telecom, Power, Real Estate, Infrastructure, Manufacturing, Media and IT.

A Chartered Accountant by qualification, his experience includes asset management, process reviews, Internal Audit forensics and transaction support. His experience spans across China, Middle East and Africa.

He has advised private equity investors across transaction ranging from USD 2 million to USD 100 million through the transaction continuum.

Rajarshi Datta

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Rajarshi is a Principal with Acquisory in our Delhi Office and spearheads the Asset Management vertical. An economist by training, Raj has more than 14 years of working experience in strategic consultancy, valuations, transaction advisory, fund based investments and asset management in real estate, infrastructure and logistics sectors.

He is a member of Royal Institute of Chartered Surveyors (RICS). Prior to Acquisory, Raj has worked for C B Richard Ellis, DTZ Plc, Bridge Capital Advisors and SREI, an infrastructure NBFC.

Raj has managed investments of USD 100 million on behalf of Merrill Lynch and a portfolio of more than 2 million sft of industrial real estate space.

THANK YOU

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