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| Client                  | A Real Estate Fund based out of Europe                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| Investment              | A large integrated development in Hyderabad comprising of retail residential and commercial office development                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| The assignment          | To monitor and manage the progress of the asset from all aspects – sales, costs, timelines, cash flows, and adherence to business plan                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| Problem Statement       | <ul style="list-style-type: none"> <li>✓ Delay in development, construction and funding issues to complete the project</li> <li>✓ Sluggish sales of residential and commercial part of the project</li> <li>✓ Down turn in the retail market and consequential lack of leasing activities</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Our Solution and Advice | <p><b>Created Revised Business Plan</b></p> <ul style="list-style-type: none"> <li>✓ Performed a feasibility on the asset and restructured the product / strategy</li> <li>✓ Created a revised business plan for the development</li> </ul> <p><b>Periodic monitoring of construction, purchase and sales activities</b></p> <ul style="list-style-type: none"> <li>✓ Reviewed the progress on key project milestones for consistency with the Business Plan</li> <li>✓ Monitored the sales</li> <li>✓ Analyzed the actual IRR and budgeted IRR for the investment on a monthly basis</li> <li>✓ Ensured internal and statutory compliance</li> </ul> <p><b>Reporting</b></p> <ul style="list-style-type: none"> <li>✓ Reporting of the monthly / quarterly project information and status</li> <li>✓ Report on key issues and suggested recommendations / actions to mitigate issues</li> </ul> <p><b>Key deliverables to client</b></p> <ul style="list-style-type: none"> <li>• <i>Monthly asset management report covering update on sales, costs, timelines, micro market analysis, updated plans, and cash flows etc.</i></li> <li>• <i>Monthly MIS reports</i></li> <li>• <i>Marked to market valuations for the portfolio and also valuations for each asset</i></li> </ul> |
| Value Add               | <p>The project experienced significant delays and cost overruns. Our strategic advice and strict monitoring activities led to:</p> <ul style="list-style-type: none"> <li>✓ Significant savings on costs</li> <li>✓ Significant control on time lines and control on delays</li> <li>✓ Timely opening up of the retail mall and faster leases and</li> <li>✓ Ensured projected IRRs based on revised business plans were achieved</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |

# 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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