




**ACQUISORY**  
*Your Growth, Our Business*


**Services Portfolio**

- ✓ **Acquisory** was incorporated in 2010, by highly credentialed and experienced professionals, from PricewaterhouseCoopers, Arthur Andersen and Protiviti.
- ✓ The management team among themselves represent extensive experience in specialized services across M&A Advisory, Investment Banking, Asset Management and Operations & Risk Consulting.
- ✓ We have an appreciation for dynamics of business, operations, transactions and necessary skills to blend practical business & commercial insights with tax & regulatory knowledge to identify effective solutions to all business problems.
- ✓ We partner with our clients through the entire business continuum from identification of the problem, to solution, to implementation.



	Locations	3
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	Directors & Principals	11+
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	Professionals	125+
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	Clients	500+
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	Services	25+
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## OUR FOCUS

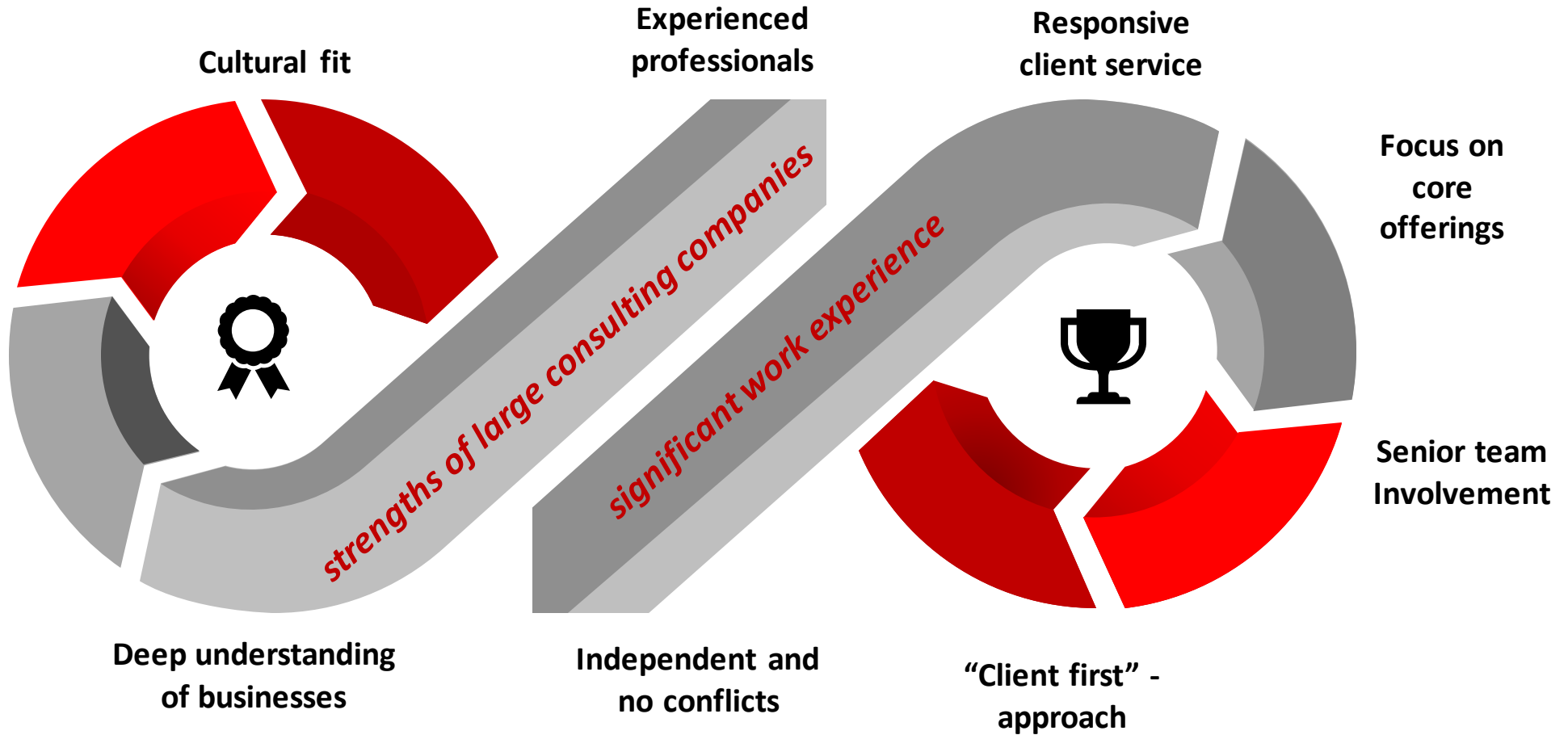
Acquisory assists clients ranging from global enterprises to small and middle market companies that are both publicly held or privately owned, as well as large, mid and small-cap private equity firms, corporate management and boards of directors.

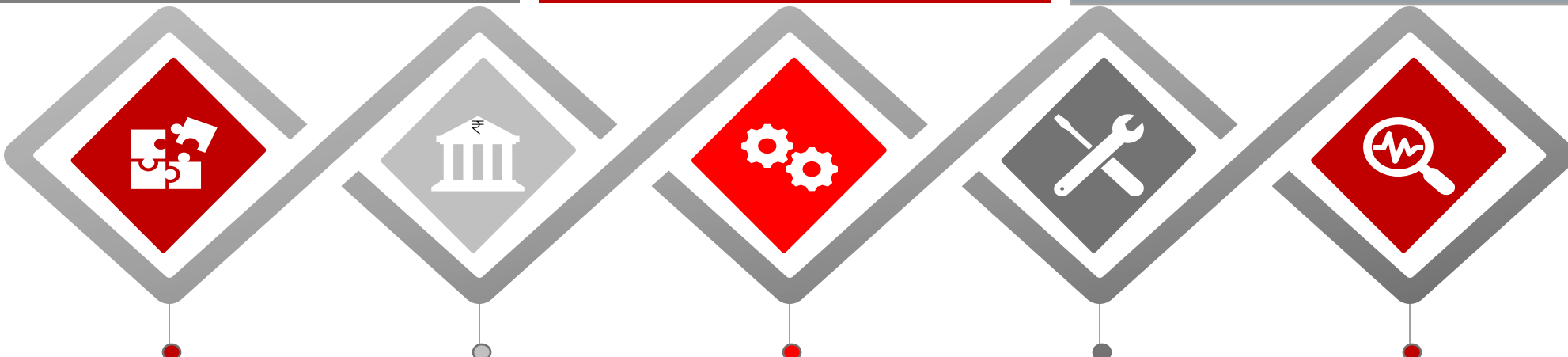
We provide specialist advice for a range of sectors. A personal, partner-led approach, with rich experience have taught us that an understanding of the business, structure and practices of our clients' industries is critical to providing the services our clients' need to reach their goals.

- Real Estate & Infrastructure
- Manufacturing
- Media and Entertainment
- Healthcare and Hospitals
- Hotel, Hospitality and Leisure
- Start-ups
- Private Equity
- Retail
- Telecommunication
- Consumer Products
- Education
- Services



Acquisory fills a unique and valuable position in the market, as depicted below. We bring a unique blend of knowledge and experience to the table which combine the focus, dedication and independence of a boutique firm, with the methodologies & deep skill-sets of the Big 4.





M&A – Lead Advisory	Asset Management	Operations & Risk Consulting	Assurance & Regulatory	IT Risk, Forensics
<ul style="list-style-type: none"> <li>✓ Fund Raising (Debt &amp; Equity)</li> <li>✓ Buy Side / Sell Side advisory</li> <li>✓ Due Diligence</li> <li>✓ Valuation</li> <li>✓ Financial Modelling</li> <li>✓ Corporate Restructuring</li> <li>✓ Deal Structuring / Negotiation</li> <li>✓ M&amp;A Integration</li> </ul>	<ul style="list-style-type: none"> <li>✓ Portfolio Management and Investment Monitoring</li> <li>✓ Strategic Advice</li> <li>✓ Dispute Resolution and litigation Management</li> <li>✓ Exit advice &amp; Maximization of Investors return</li> <li>✓ Asset Management Software</li> </ul>	<ul style="list-style-type: none"> <li>✓ Internal Audit</li> <li>✓ Process Reengineering</li> <li>✓ Cost reduction</li> <li>✓ Working capital Optimization</li> <li>✓ IFC Review</li> <li>✓ Sox Compliance</li> <li>✓ SOP Development</li> </ul>	<ul style="list-style-type: none"> <li>✓ Accounting &amp; Reporting</li> <li>✓ Financial Audits</li> <li>✓ Compliance                             <ul style="list-style-type: none"> <li>✓ Secretarial</li> <li>✓ FEMA</li> </ul> </li> <li>✓ Conversion support towards IFRS, IND AS accounting</li> </ul>	<ul style="list-style-type: none"> <li>✓ Information Security Management Services</li> <li>✓ Forensics</li> <li>✓ Technology Risk Solution</li> <li>✓ Security Risk Management</li> <li>✓ Creative Training Solution</li> </ul>

We 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, we 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
- Analyzing and diagnosing the problem
- Identifying practical solutions
- Planning and partnering
- Supporting and leading
- Establishing a self-sustaining organization

## Service Offering classified as Deal Cycle

### Pre-Investment

- ▶ Market Assessment
- ▶ Financial Modeling
- ▶ Feasibility Study
- ▶ Pre – Investment Memorandum

### During Investment

- ▶ Background Checks
- ▶ Due Diligence
- ▶ Pre-disbursement Review
- ▶ Underwriting Support
- ▶ Valuation
- ▶ Deal Negotiations and Closure Support

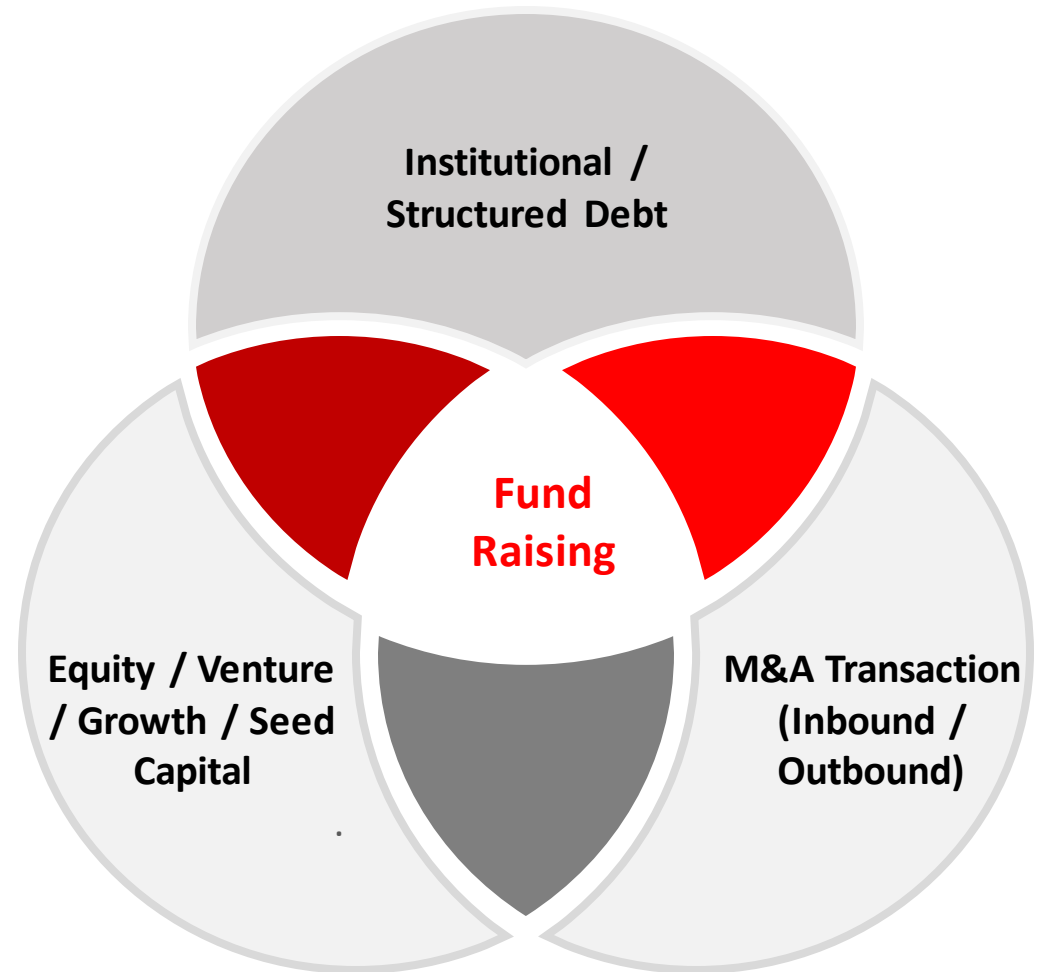
### Post Investment

- ▶ Investment Monitoring (Sales, collection, Cost, Construction, etc.) & Asset Management
- ▶ Internal audits
- ▶ Valuations
- ▶ Investor Reporting
- ▶ Exit Advisory



- Our fundraising strategy includes helping clients identify their funding needs, outlining various available options to raise the required funds through debt and equity and assisting clients in their pursuit to achieve a balance between cost and control
- We are experienced in a wide range of capital raising transactions. From traditional debt and equity growth financing to more complex restructuring or recapitalization transactions
- The debt markets are increasingly complex, and rapidly changing. Fluid markets lead to constantly fluctuating institutional appetite, product availability and pricing, making it difficult to keep abreast of and truly up to date with such a dynamic market

**We can provide you with access to international financing sources via our network and help you structure and arrange highly customized financial solutions**



**BUY SIDE**

Our M&A Advisory team works with private equity firms, hedge funds and strategic corporate acquirers to identify and maximize value at every point in the transaction lifecycle.

- Identify Opportunity
- Due Diligence
- Negotiation
- Final Documentation

**SELL SIDE**

Seamlessly integrating the firm's deep understanding of operations with finance, accounting, tax & regulatory and business consulting expertise, we work closely with clients to make informed investment / sell decisions

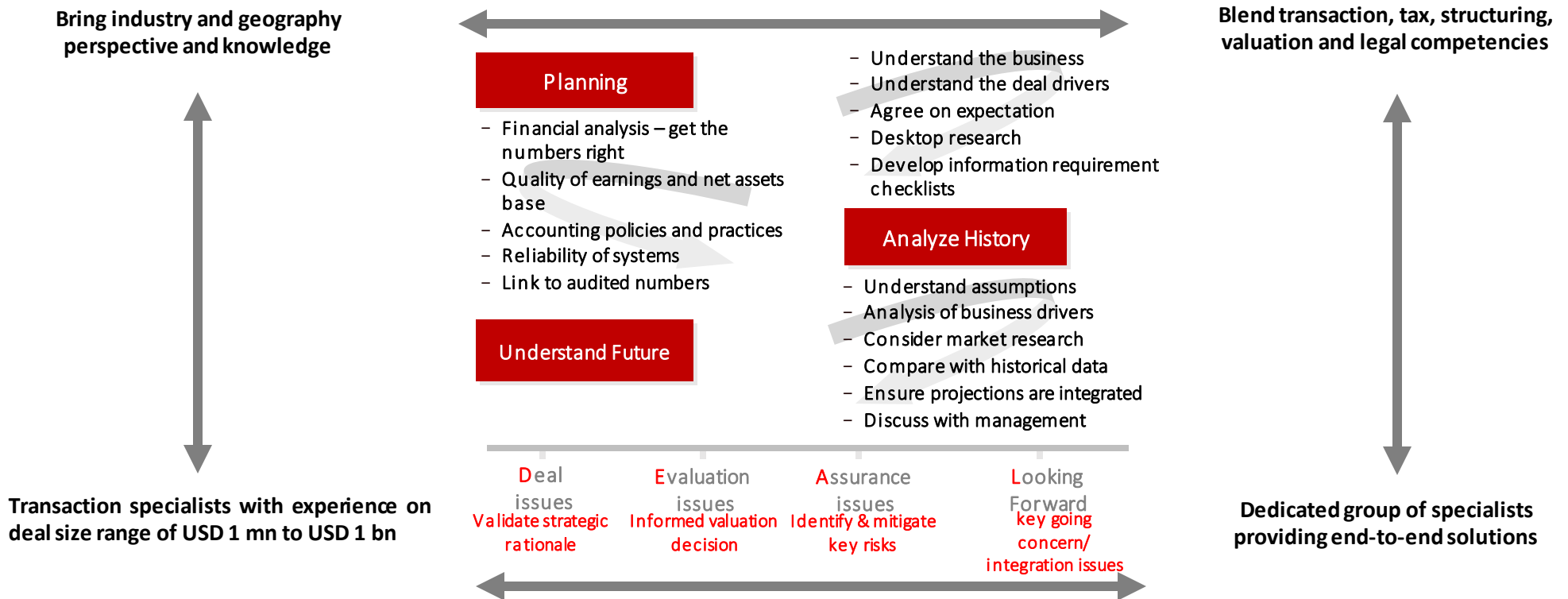
- Sell Strategy
- Financial Models
- Buyers Identification
- Negotiation
- Final Documentation

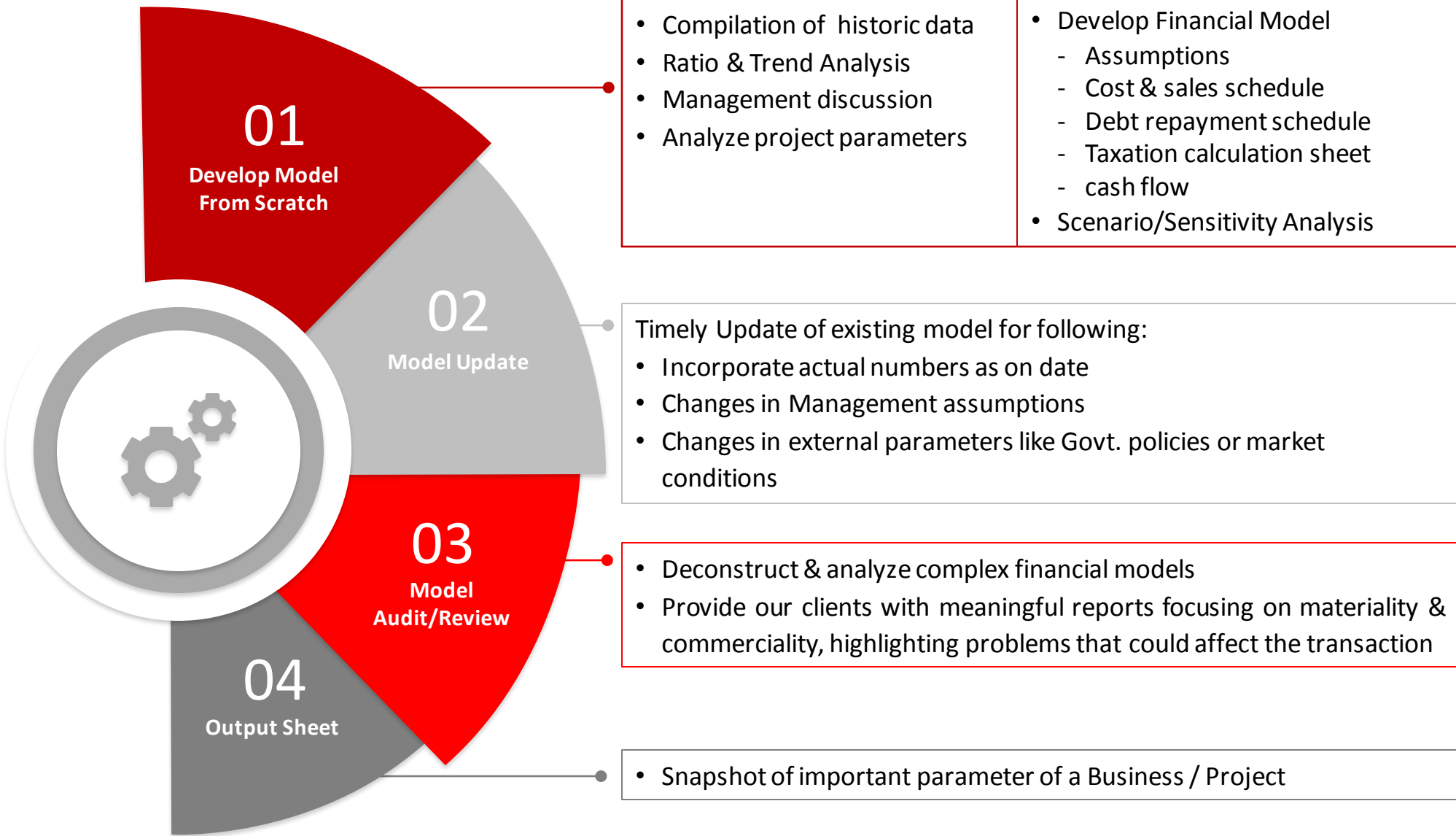


We keep ourselves focused on synergies in business and the overall environment in which the business operates to arrive at a viable merger option. At Acquisory we provide the following categories of due diligence consolidated in one report:

- Business and Financial
- Tax
- Operational
- Legal (through tie up with law firms and experts)

We work with specialists who possess in-depth industry knowledge and market know-how and identify comprehensive key transaction risks and concern areas (*value destroyers*) along with potential upsides (*value enhancers*).





- Business Valuation for share purchase, investment, fund raising, spinoff, restructuring, merger/demerger SWAP ratio etc.
- Intangible Asset Valuation
- Intellectual Property Valuation
- Brand Valuation
- Fund Valuation – Valuation of Portfolio Companies (marked to market)
- Valuation of Customer Contracts
- Litigation Valuation
- Fairness Opinion

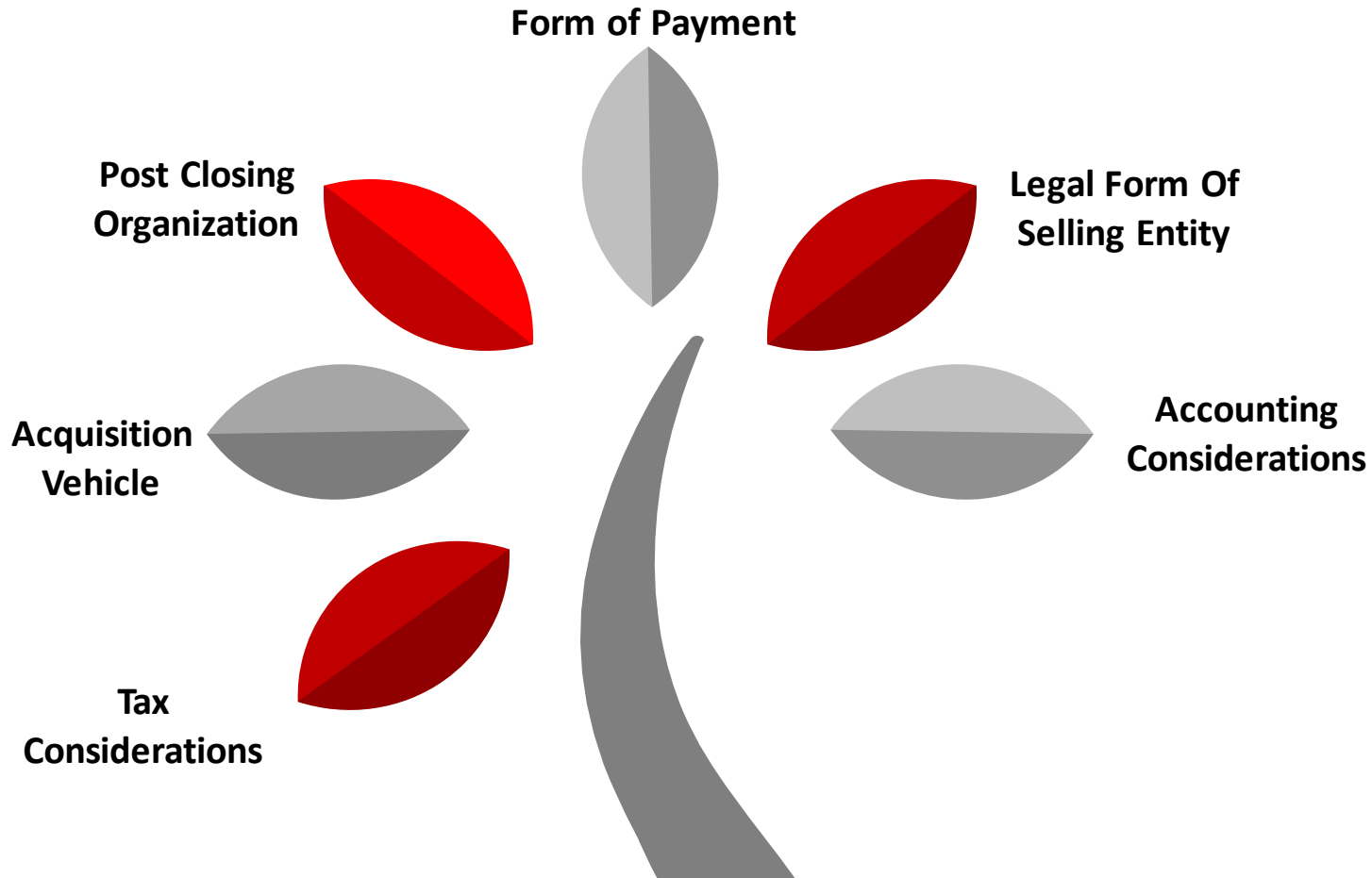
- Business Plan
- Financial Modelling
- Model Validation
- ESOP's
- Complex Structuring



- Purchase Price Allocation
- Impairment Testing
- Fair Valuation Of Investments

- Foreign Exchange Management
- Income Tax
- Transfer Pricing
- Corporate Compliances
- IBC Compliances

*Our focused approach to structuring deals encompasses all fiscal, regulatory, tax and commercial considerations in order to be able to recommend the most optimal structure for the transaction.*



**Key Components Considered While Deal Structuring**

Our post merger integration solutions cover multiple areas around - strategy, operations, infrastructure, policy & procedures. Our solutions help client's move towards an integrated environment in a phased / structured manner, while achieving the objectives of integration:

- ✓ Seamless integration of operations
- ✓ Cost optimization
- ✓ Consolidation / Rationalization of assets
- ✓ Optimization of resources

## Post-Merger Integration

1 Asset Management

2 HR / People

3 Policy and Procedure

4 IT Infrastructure

5 Clients / Customers

6 Information / Security

7 Finance Function

8 Vendor Management

## Our Solution

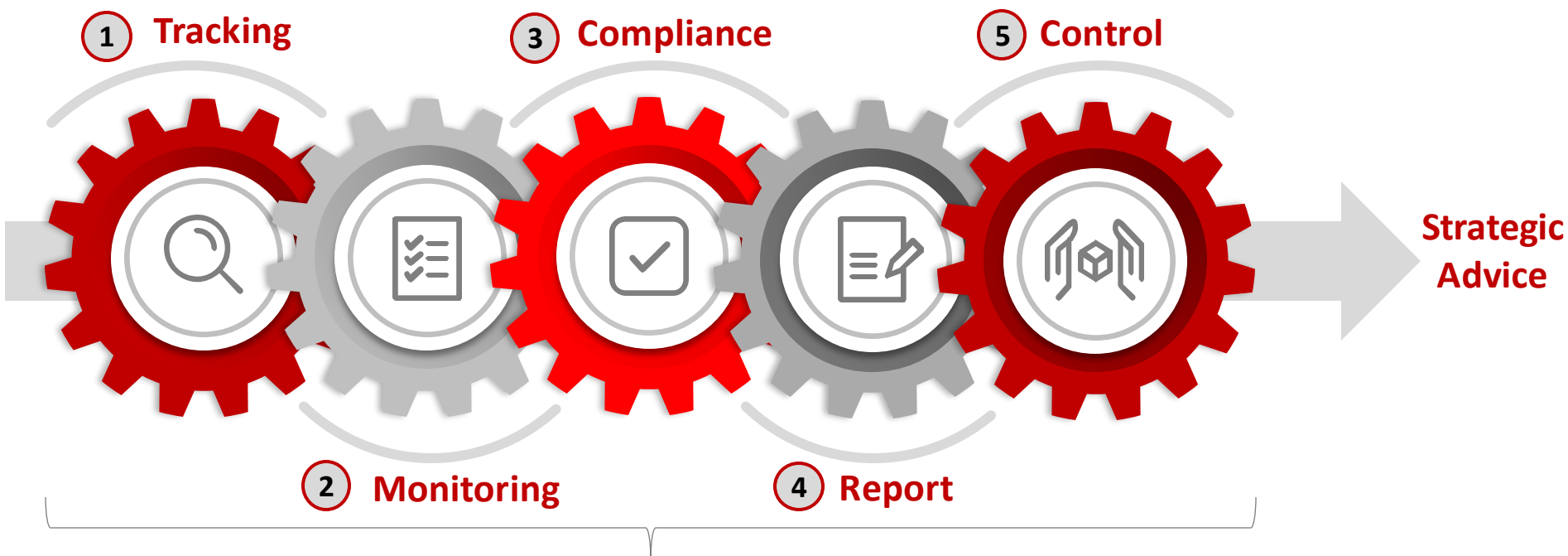
- ✓ Setup and operate a project management office for integration
- ✓ Portfolio analysis – consolidation, rationalization, management etc.
- ✓ HR Organization structure design and review
- ✓ Policy and procedure integration
- ✓ Vendor consolidation / service level review
- ✓ IT Enterprise architecture design and review



Our Asset Management services are the **solution** to support our private equity / NBFC 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 remain 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 helps you manage such risk factors.

## Our Process



*Portfolio Management*





Remaining productive, staying competitive, and enjoying continuous improvement means making best and informed operational decisions in a timely manner.



Business success centers on the ability of a company to correctly recognize and successfully manage the risks associated within its operations. Breakthrough performance requires a unique combination of innovative thinking and disciplined follow-through.



Our professionals work together with senior executives to significantly help improve the performance of their businesses and to choose the right course of actions, merging executable strategy, operations and technology.

Internal Audit

Cost Reduction

Process Engineering  
& Reengineering

Working Capital  
Optimization

Data Analytics

SOP Development

Compliance  
Management

Internal Financial  
Controls

Risk  
Management

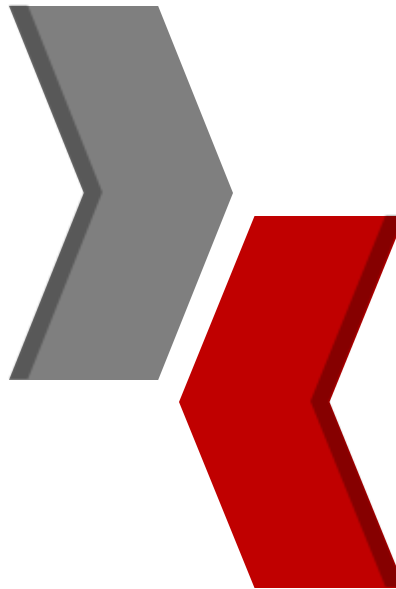
Physical  
Verification



- ✓ In the current business environment, regulatory compliance is an important aspect of any business or corporation. Effective compliance planning can be a competitive edge for any business reflecting transparency of operations.
- ✓ Corporations have identified regulatory compliances as a separate function with identified goals to contribute to business and financial performance
- ✓ The company's ability to manage tax and regulations can directly impact its valuation. Our suite of services has been designed maximize value by implementing a strategy for future growth

## Accounting & Reporting Services

- Setting-Up and Managing Finance Functions
- Fiscal Compliance
- Accounting Support
- Payroll Services
- Change Management



## Attest Support

- IFRS Review
- Limited Review
- Special audits




## Secretarial Services

- Companies Compliance Act- FEMA
- Pre-Incorporation Support
- Post-Incorporation Compliance



We specialize in mitigating the security risks for our clients, going beyond standards and certifications. We achieve our objectives through:

- Analyze business risks associated with information flow, data handling, technology infrastructure, processes, physical access and personal behavior.
- Design and deliver controls covering process re-engineering, technology implementation and awareness management to reduce risk to an acceptable level
- On-board skilled personnel to monitor and manage the risk posture
- Take corrective and preventive steps to ensure that the posture is maintained at the desired levels

				
<p><b>Information Security Management Services</b></p> <ul style="list-style-type: none"> <li>✓ Risk Impact Assessment</li> <li>✓ Information Security Framework Design &amp; Implementation</li> <li>✓ Business Continuity Management</li> <li>✓ Outsourcing Risk Management</li> <li>✓ Managed Information Security Services</li> <li>✓ Implementation &amp; Sustenance</li> <li>✓ Certification</li> </ul>	<p><b>Technology Risk Solution</b></p> <ul style="list-style-type: none"> <li>✓ Vulnerability Assessment &amp; Penetration Testing</li> <li>✓ Web Application Security</li> <li>✓ Mobile Application Security</li> <li>✓ Secure Code Review</li> <li>✓ Wifi Penetration Testing</li> <li>✓ Thick Client Application Security</li> <li>✓ Web services Security</li> <li>✓ Network Architecture Review</li> <li>✓ Firewall Rule-Base Audit</li> <li>✓ Configuration Review</li> </ul>	<p><b>Creative Training Solution</b></p> <ul style="list-style-type: none"> <li>✓ Customised Training Solutions</li> <li>✓ Security Awareness Creatives</li> <li>✓ Phishing Attack Simulation</li> <li>✓ Training Audio-Visuals</li> <li>✓ E-Learning Modules</li> <li>✓ Awareness Training Sessions</li> </ul>	<p><b>Fraud &amp; Forensics</b></p> <ul style="list-style-type: none"> <li>✓ Risk Profiling/Due Diligence</li> <li>✓ Intelligence Gathering/Investigation</li> <li>✓ Whistle-blower Program Management</li> <li>✓ Cyber Forensics</li> <li>✓ Embedded Vigilance Services</li> <li>✓ e-Discovery</li> </ul>	<p><b>Security Risk Management</b></p> <ul style="list-style-type: none"> <li>✓ Security Risk Assessment &amp; Implementation</li> <li>✓ Fire Safety Assessments, Training &amp;</li> <li>✓ Evacuation Drill</li> <li>✓ Technical Surveillance Counter Measures</li> <li>✓ Outsourced Security Leadership</li> <li>✓ Security Engineering</li> </ul>

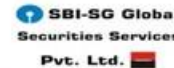
**Awards**

- 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











Middle Eastern Global  
Sovereign Fund



IndusInd Bank



**Sumchit Anand**

Qualification - CA  
Experience - 20+Years | Registered Valuer- IBBI

**Divya Vij**

Qualification - CA  
Experience – 20+ Years

**Dinesh Pillai**

Qualification - Masters in EE  
Experience - 28+ Years

**Varun Kohli**

Qualification - CA  
Experience - 12+ Years

**Benoy Varghese**

Qualification: MBA  
Experience: 20+ Years

**Puneet Batra**

Qualification - CA  
Experience - 10+ Years

**Krishan Goyal**

Qualification - CA  
Experience – 16+Years | Registered Valuer- IBBI

**Rajarshi Datta**

Qualification - MA (Econ.)  
Experience - 18+ Years

**Kinnari Gandhi**

Qualification – CA  
Experience – 15+ Years

**Anil Mahajan**

Qualification- MBA, CAIIB  
Experience: 35+ Years

**Shruti Chaudhary**

Qualification: CA  
Experience: 15+ Years

**Anjali Dawar**

Qualification – CS  
Experience – 10+ Years

# Contact us

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## OUR OFFICES

### Delhi NCR

1116, 11th Floor, WTT, C-1, Sector 16,  
DND Flyway, Noida – 201301  
T: +91 120 614 300  
Fax: +91 120 6143033

### Mumbai

1<sup>st</sup> Floor, Unit No. 108, Inspire, BKC,  
Bandra Kurla Complex, Bandra East,  
Mumbai City, Maharashtra, 400051  
T: +91 22 68648100  
Fax: +91 22 68648132

### Bengaluru

BHIVE WORKSPACE- 7th Floor,  
Mahalakshmi Chambers, 29, MG  
Road, Yellappa Garden, Yellappa  
Chetty Layout, Ashok Nagar,  
Bengaluru, Karnataka 560001

[info@acquisory.com](mailto:info@acquisory.com)

Visit us at [www.acquisory.com](http://www.acquisory.com)