




ACQUISORY
Your Growth, Our Business


Forensics

- ✓ **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

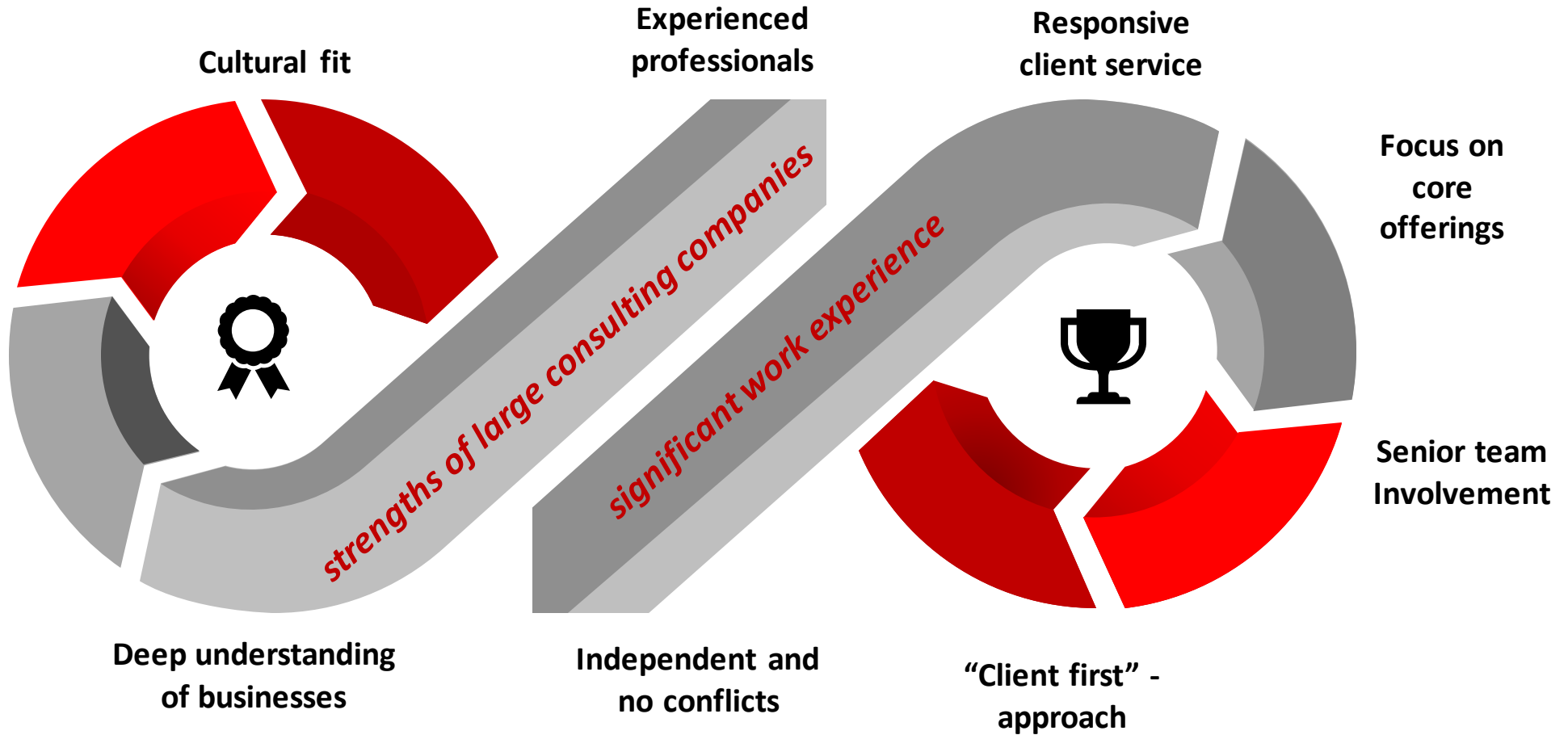
Acquisory assists clients ranging from global enterprises to small and middle market companies that are both publicly held or privately owned, as well as large, mid and small-cap private equity firms, corporate management and boards of directors.

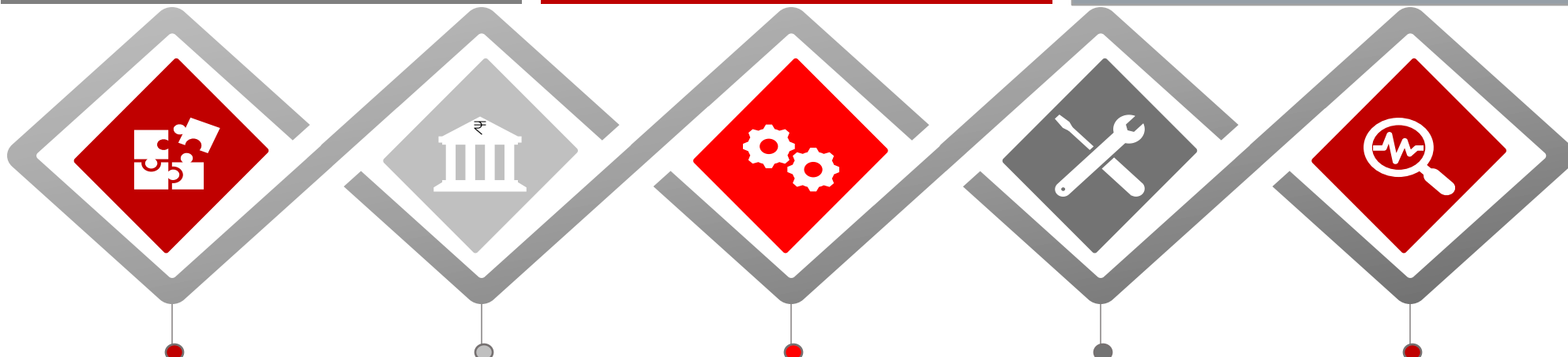
We provide specialist advice for a range of sectors. A personal, partner-led approach, with rich experience have taught us that an understanding of the business, structure and practices of our clients' industries is critical to providing the services our clients' need to reach their goals.

- 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.



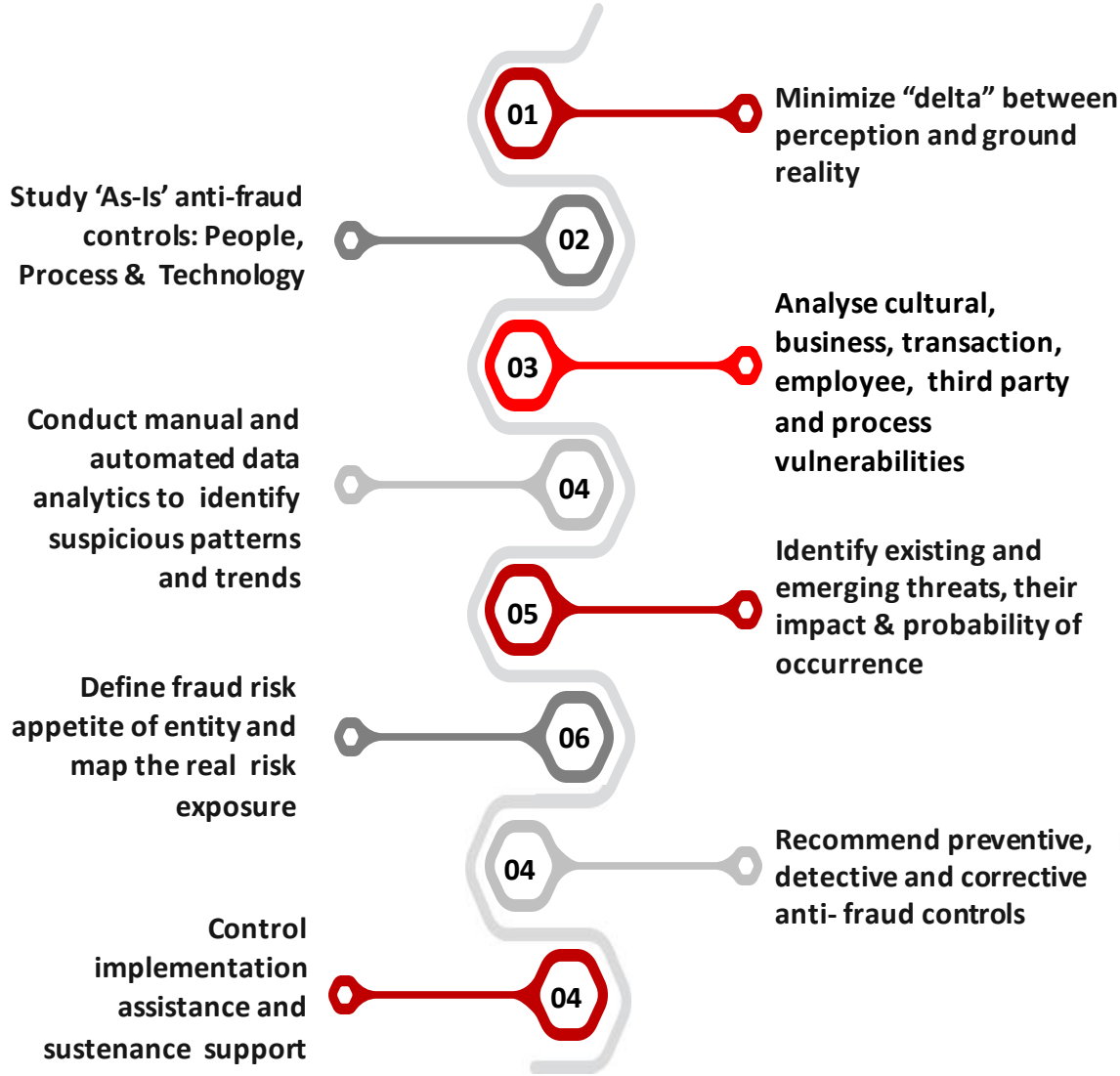


M&A – Lead Advisory	Asset Management	Operations & Risk Consulting	Assurance & Regulatory	IT Risk, Forensics
<ul style="list-style-type: none"> ✓ Fund Raising (Debt & Equity) ✓ Buy Side / Sell Side advisory ✓ Due Diligence ✓ Valuation ✓ Financial Modelling ✓ Corporate Restructuring ✓ Deal Structuring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

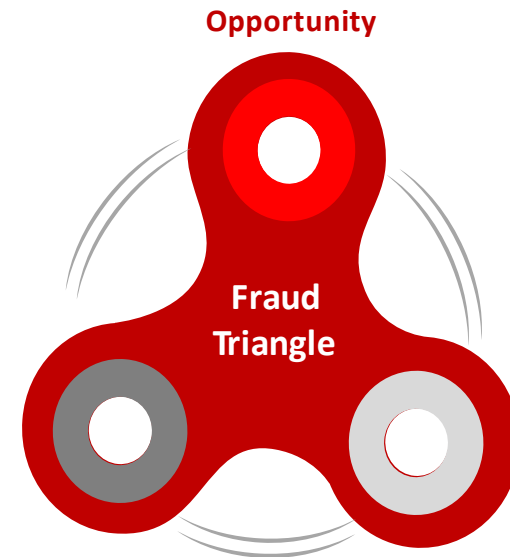
The current economic and business climate has contributed to numerous business failures and an increase in white-collar criminal acts. In such a market scenario, illegal activities can result in the misdirection of assets and/or misreporting of the financial affairs of a company. Our highly skilled professionals with unparalleled experience in performing fraud investigations utilizing forensic accounting expertise will ensure that these risks are managed. Our Forensic Services include:



Fraud Risk Assessment & Control Implementation



An inherent flaw or vulnerability in a system which may lead to a possible situation to commit a fraud



Motivation

Pressure or incentive which motivates an entity to commit a fraudulent act

Rationalization

A frame of mind or attitude that allows an entity to justify its involvement in a fraudulent activity



Risk Assessment Methodology

Building Blocks

Business Understanding

Understand existing processes in each function from documentation and implementation angle

Risk Assessment

Identify the fraud risk schemes which can exist in each process and review the adequacy of the existing Internal controls

Risk Treatment

Recommendation of an appropriate framework of 'Anti-Fraud' controls to reduce the residual risks to an acceptable level

Post Implementation Review

Review adequacy and effectiveness of implemented controls to ensure that the residual risks are kept at appropriate levels

Risk Assessment Methodology

Forensic Audit and Due Diligence

- Identify fraud risks emerging out of any existing or proposed engagement with an external entity; be it a joint venture, acquisition, merger or a partnership.
- Detailed information resource research: Regulatory, legal, financial, media, public domain.
- Gather market intelligence through trusted sources to depict real time status.
- Take a closer look on potential deal 'Makers or Breakers' to effectively manage the areas of risk to ensure an intelligent and informed business decision.
- Design a process customized to business risk exposure through a standardized business risk assessment.
- Encompass standard and case specific checks at corporate and individual level.

Due Diligence & Forensic Audit - Standard Check

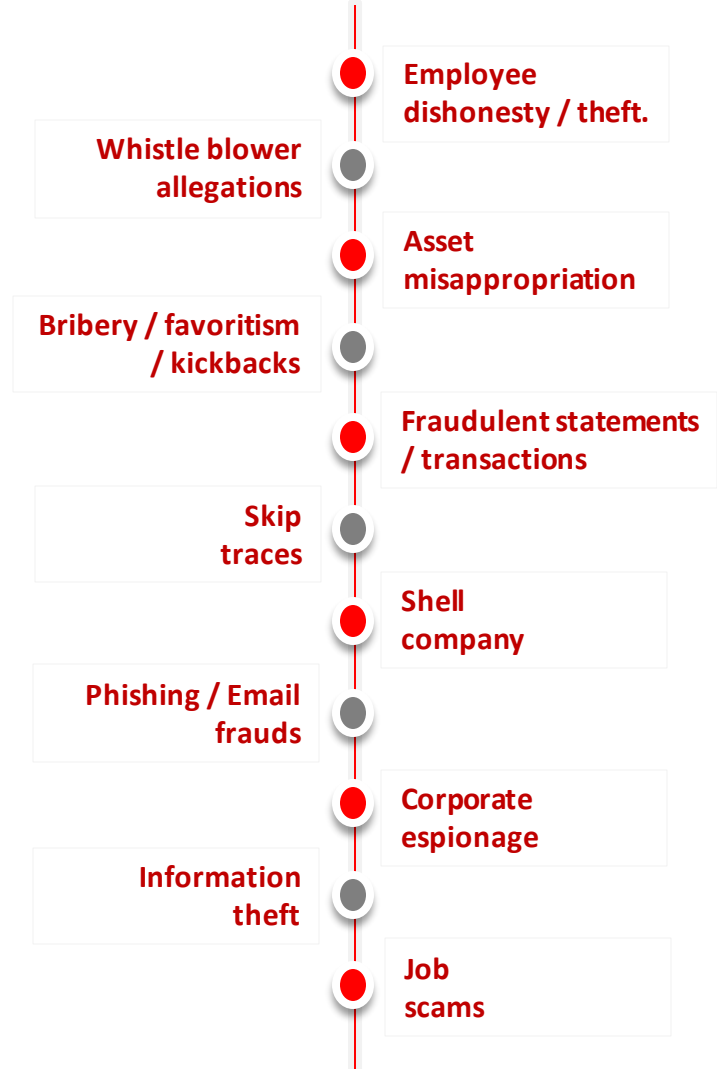
Bank and Financial Institutions

- Compliance to KYC norms as issued by RBI
- Compliance to banking regulation and prudential norms
- Check for Loans and Advances including NPA's and hypothecated goods
- Control over Demand Draft and suspicious transaction
- Review of Annual and quarterly financial information for the past three years. (Actual v/s planned results)
- Responsibility of Management and Personnel check.
- Ongoing Legal Matters and its Impact on the Bank.
- Verification of Stationery and management control
- Detection of Potential Frauds and Scrutinizing:
 - ✓ Cash Management.
 - ✓ Bills for collection.
 - ✓ Bills Purchase.

Fraud Investigation

- Conduct a structured and methodical investigation exercise to get to the roots of a specific fraudulent incident.
- Apply automated and manual investigation techniques such as cyber and IT forensics, risk profiling, asset tracing, market intelligence and mystery shopping.
- Unearth the truth and identify perpetrator/s of the fraud.
- Gather necessary direct / circumstantial evidences to build a case against the perpetrator/s.
- Conduct investigative enquiries to weigh evidences and take exercise to a logical conclusion.

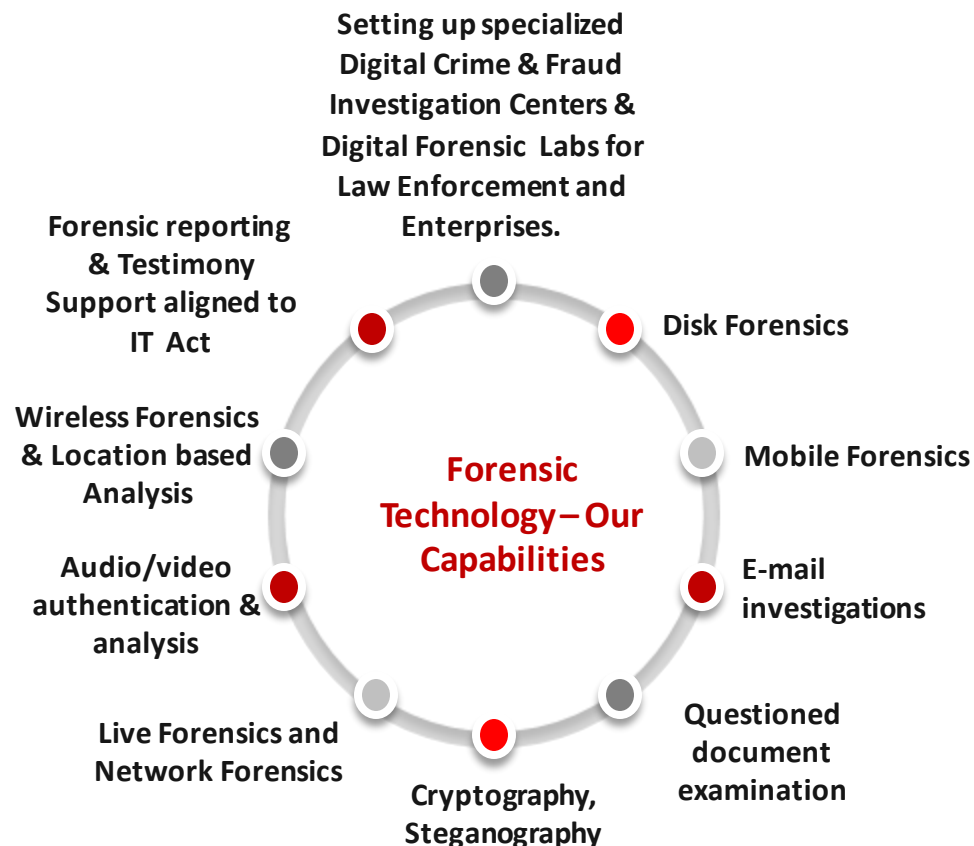
Fraud Investigation Services Cases



Forensic Technology

- Perform a Digital Forensic Imaging / Cloning of System as per the procedures mentioned in the IT act and which are acceptable in a court of law.
- Deploy standards based Digital Forensic imaging/cloning tools and forensic processes to acquire evidence from digital media.
- Perform forensic analysis of data from CPU, internal and peripheral storage devices such as fixed disks, external hard disks, floppy disk drives and diskettes, tape drives and tapes and network and security devices.
- Do secure collection of computer evidence to guarantee the evidential integrity and security of information and Analysis of the sequence of events.
- Gather and preserve the evidence, which can be analyzed and presented to a court of law to prove inappropriate or illegal activity.
- End to end Digital Forensics lab setup consisting:
 - Understand Forensic Lab Certification Requirements
 - Determine the Physical Layout of a Computer Forensics Lab
 - Select basic Forensic Workstation and Tools
 - Identify Physical Security Requirements

Forensic Technology – Our Capabilities



Whistle Blower

Whistle-blower Program Management

- Create, approve and disseminate whistle-blower policy.
- Create and maintain various reporting channels such as web portal, telephonic hotline and ethics e-mail ID provisioned to report whistle blower complaints.
- Assess the reported complaints at a primary level and provide updates to governance committee.
- Management reporting and recommendation on future course of actions.
- Create customized content for user trainings and awareness.
- Conduct awareness sessions for Key Business Stakeholders.
- Conduct quarterly management review meetings to assess the success of the program and status of complaints.

Anti Bribery

Anti Bribery & Corruption Compliance

- Help entity in assessing compliance with various regulations and norms (such as Banking regulation act, RBI act, Insurance act, Companies act etc) by evaluation of internal controls.
- Design, implementation and sustenance of BS 10500: Anti-Bribery Management System.
- Help organizations in designing Anti-Bribery & Corruption Policy and Procedures and compliance programs.
- Create a customized training and awareness content for organization wide promotion of compliance program.
- Conduct periodic user awareness programs for key organizational stakeholders.

- Details of mortgages, liens, encumbrances third party rights created on the project land.
- Business continuity plans from the promoters of the company.
- Validation of list of allottees (names, addresses and contact numbers) who have applied for flats in the project scheme-wise with their sample files (Builder Buyer Agreements- BBA) and details of amounts collected from each allottee. Reconciliation with bank statements
- Procure bank-reconciliation statements and escrow account details with a list of all banks and year-wise statements of the company.
- List of all subsidiary, sister concerns, partnership and JV companies. List of all transactions between company and these from inception of the project.
- Project related data such as – Title deed, sub-lease deed, sanctioned layout, built-up area, FSI sales, saleable area, built-up area, unit matrix, no of units / floors / towers, floor matrix, FAR details, project specifications, project budgeted cost, land dues (if any).
- Review current and historical directorship held by individuals in the company and directorship mapping.

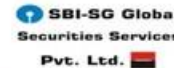
- Validation of inflow and outflow of funds since inception
- Review shareholding pattern of the company and the extent of shareholding of each promoter/shareholder. Go beyond the corporate veil
- Scrutinize bank accounts / sales MIS / Cash flow system (CFS) / Customer Management System (CMS) / Customer ledgers etc to ascertain the money collected (cash inflows) in the projects from homebuyers and other financial avenues such as banks / financial institutions / NBFC"s etc. vis-a-vis money deployed (cash outflows) on the project to ascertain any diversion of the project money.
- Analyze major policies related to purchase and sale.
- Conduct independent analysis of work done at site and comparison of the same with books of accounts.
- Cost to complete the balance construction work.
- Sampling of supporting documents (RA Bills, contractor ledgers, vendor ledgers and consultant contracts and ledgers) of the company year-wise and link with construction status
- Validation of cost incurred
- Validation of support and common cost allocated to project
- Validation of payments made to relate parties

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

**Krishan Goyal**

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

**Jasmine Agarwal**

Qualification - CA
Experience - 8+ Years

**Puneet Batra**

Qualification - CA, Certificate course on Forensic Accounting and Fraud Prevention
Experience - 10+ Years

**Rajeev Singh**

Qualification- Masters (Criminology & Police Administration)
Certified Fraud Examiner (License No. 619463)
Experience- 13+Years

Contact us

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OUR OFFICES

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