



**ACQU****SORY**  
*Your Growth, Our Business*

**M&A Advisory Services**

- ✓ **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.



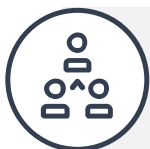


Locations

3

Directors &  
Principals

11+



Professionals

125+



Clients

500+



Services

25+

### OUR FOCUS

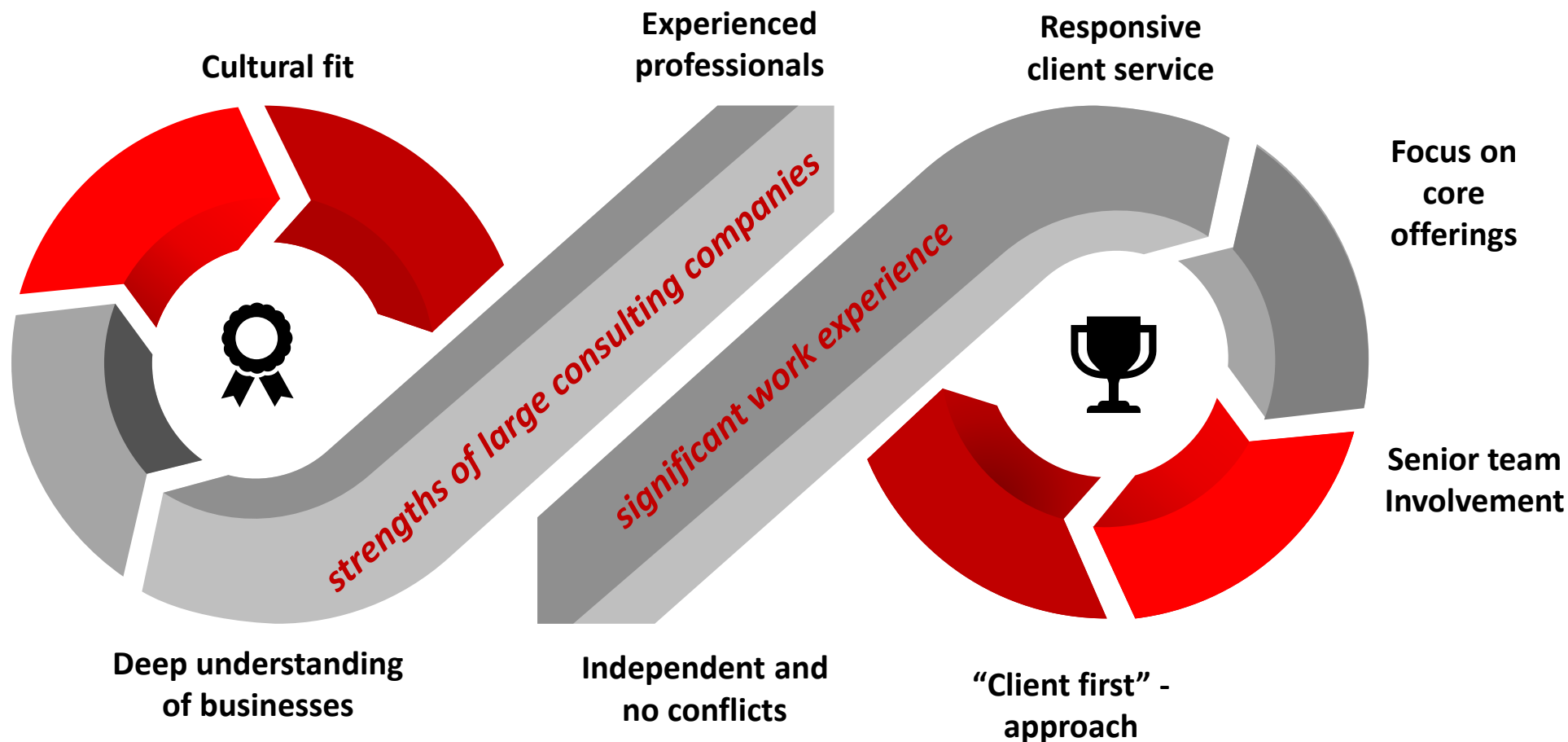
Acquisory assists clients ranging from global enterprises to small and middle market companies that are both publicly held or privately owned, as well as large, mid and small-cap private equity firms, corporate management and boards of directors.

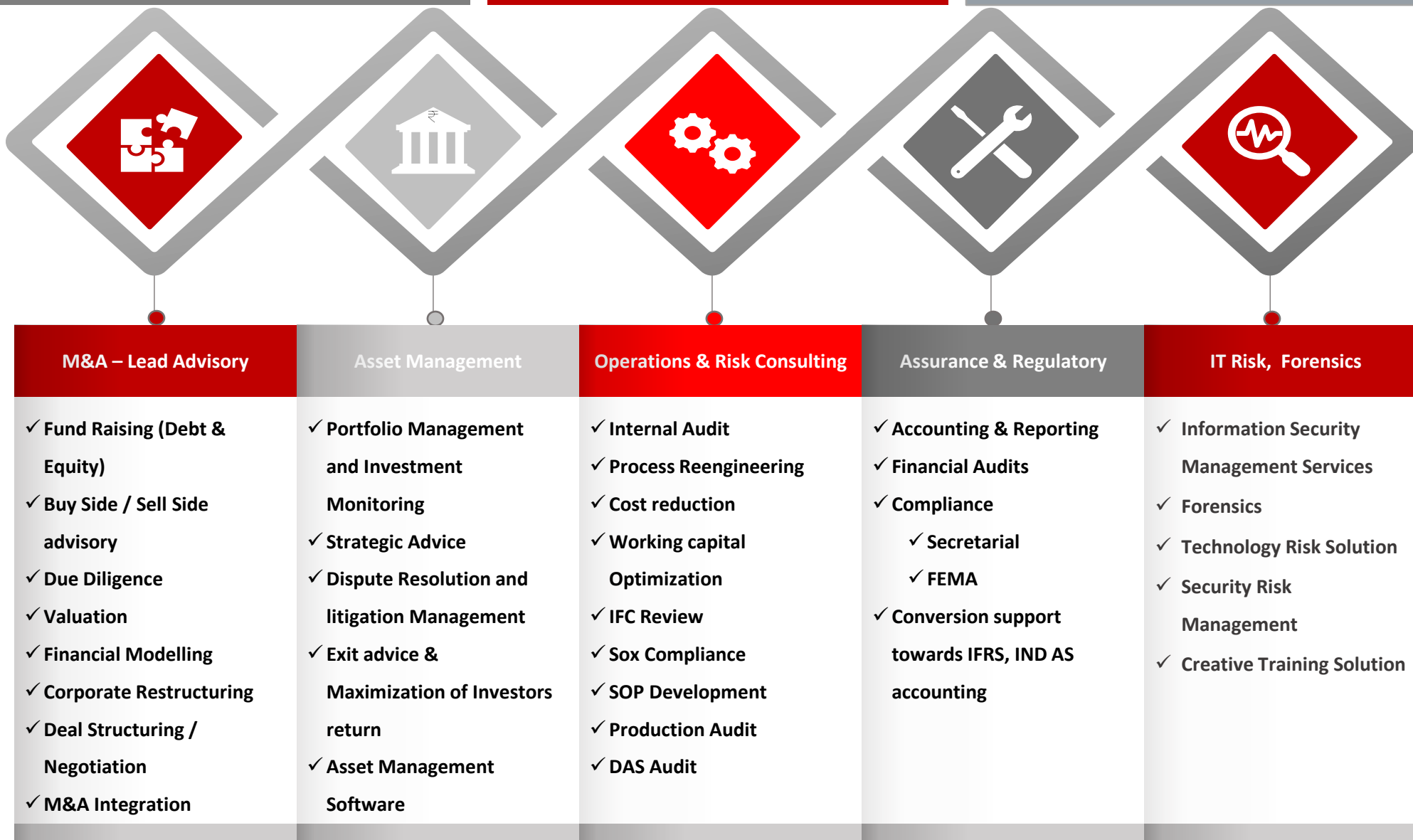
We provide specialist advice for a range of sectors. A personal, partner-led approach, with rich experience have taught us that an understanding of the business, structure and practices of our clients' industries is critical to providing the services our clients' need to reach their goals.

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





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

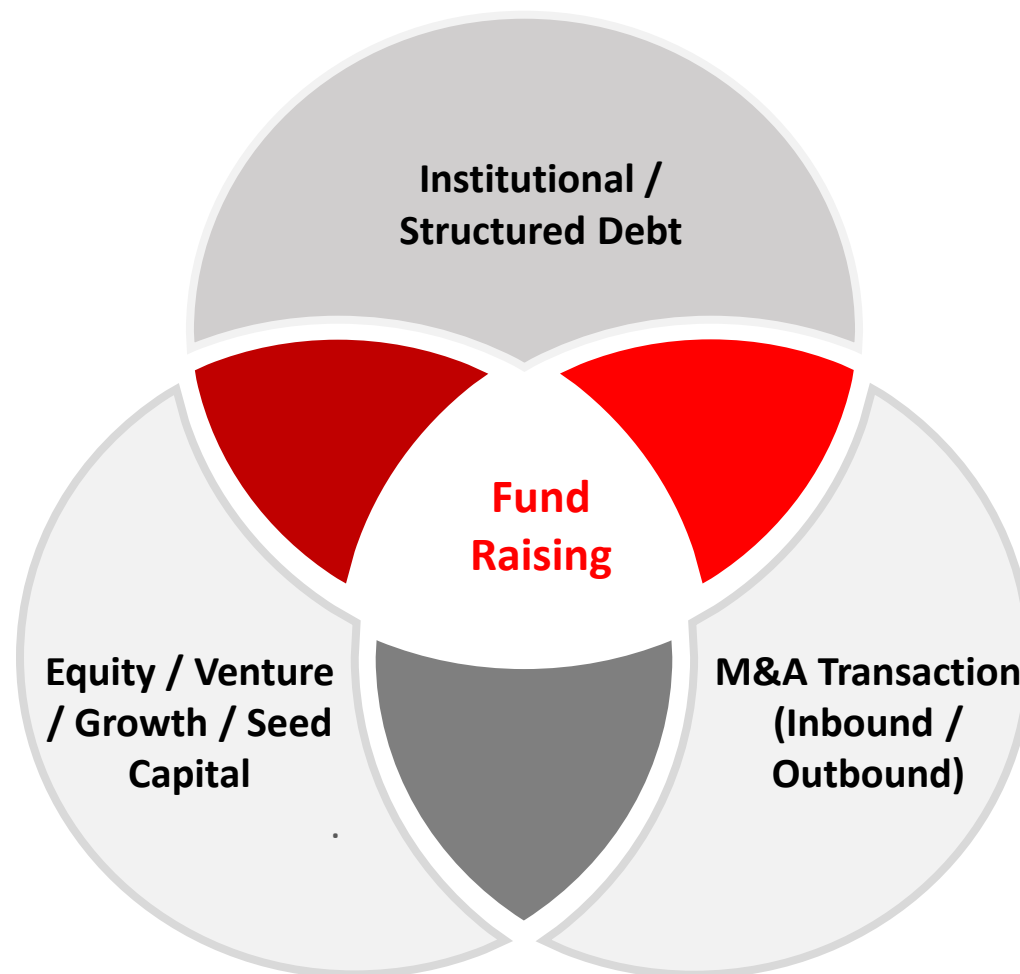
- ▶ Background Checks
- ▶ Due Diligence
- ▶ Pre-disbursement Review
- ▶ Underwriting Support
- ▶ Valuation
- ▶ Deal Negotiations and Closure Support

### 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**



**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

**BUY SIDE**

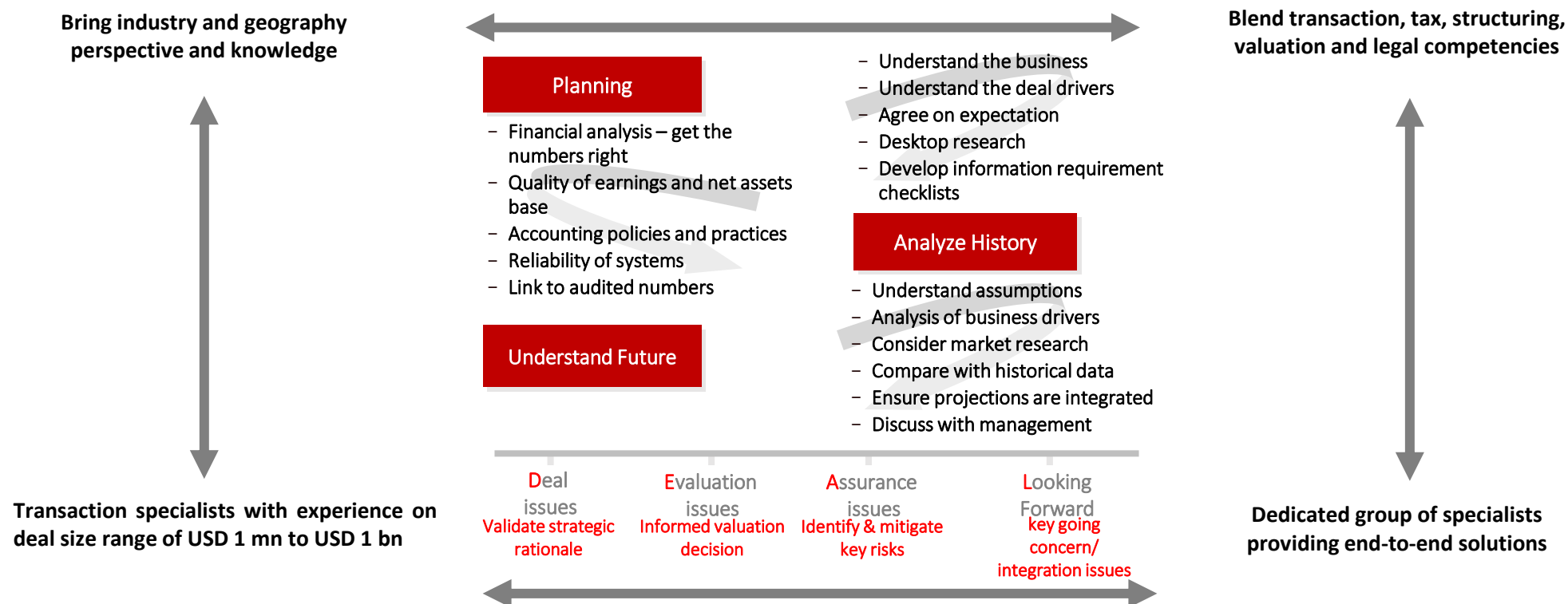
Our M&A Advisory team works with private equity firms, hedge funds and strategic corporate acquirers to identify and maximize value at every point in the transaction lifecycle.

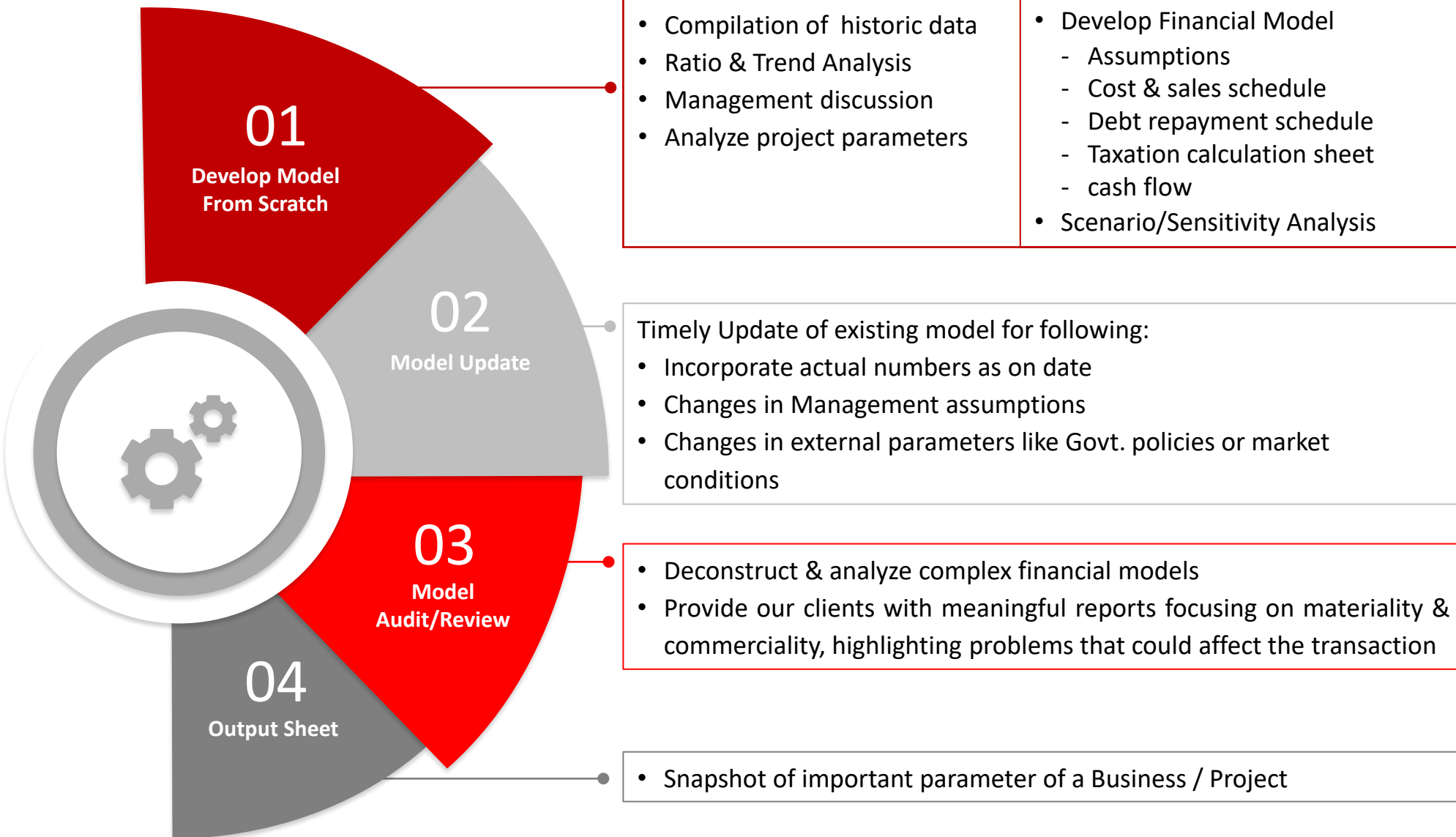
- Identify Opportunity
- Due Diligence
- Negotiation
- Final Documentation

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

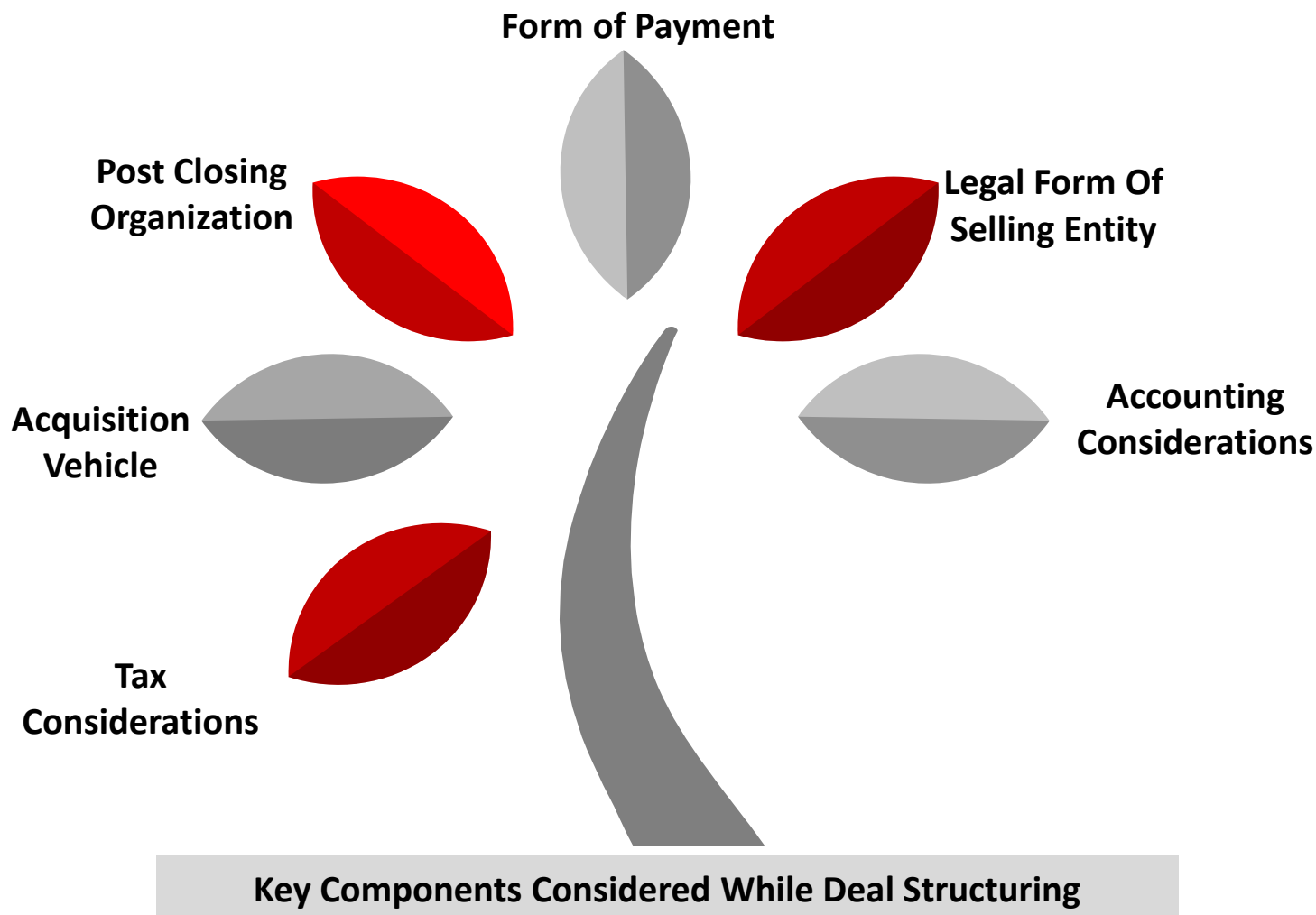
- Business Plan
- Financial Modelling
- Model Validation
- ESOP's
- Complex Structuring



- 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.*



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









Middle Eastern Global  
Sovereign Fund



SachsenFonds  
Kantim-Gruppe



IndusInd Bank



Deutsche Bank



**Sumchit Anand**

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

**Krishan Goyal**

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

**Varun Kohli**

Qualification – CA  
Experience – 15+ Years

**Kinnari Gandhi**

Qualification – CA  
Experience – 15+ Years

**Puneet Batra**

Qualification – CA  
Experience – 10+ Years

## 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
- Acquisory received the Indian Achievers’ award for “Promising MSME – 2022”



# Contact us

## *Your Growth, Our Business*

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### OUR OFFICES

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