



ACQUISORY
Your Growth, Our Business

Service Portfolio

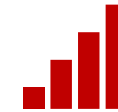
We help clients through the entire business continuum from identification of the problem, to solution, to implementation.



200+
professionals



Established
in **2010**



Services spanning
entire deal
continuum



250+ man years of
experience of
leadership team

Dubai
Mumbai
Delhi-NCR
Bengaluru



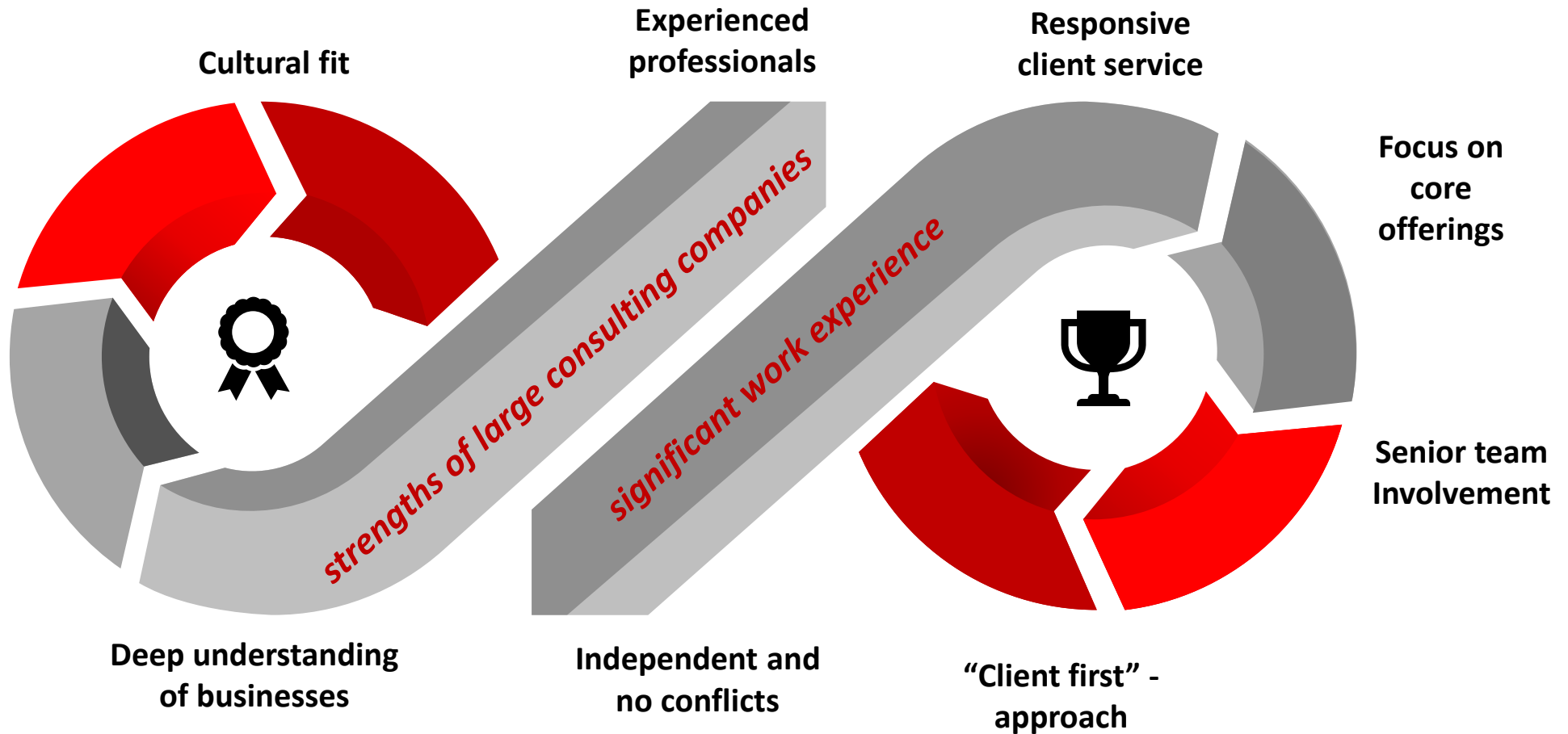
Offices at Delhi-NCR,
Mumbai , Bengaluru & UAE
(Dubai)



Opened Dubai
office in **2024**



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.





Transaction Advisory

- ✓ Due Diligence - FDD/LP GP DD
- ✓ Financial Modelling/ Underwriting Support
- ✓ Corporate Restructuring
- ✓ Buy Side / Sell Side advisory
- ✓ Fund Raising (Debt & Equity)
- ✓ Valuation
- ✓ Deal Structuring / Negotiation
- ✓ M&A Integration



Asset Management

- ✓ Portfolio Management and Investment Monitoring
- ✓ Strategic Advice
- ✓ Dispute Resolution and litigation Management
- ✓ Exit advice & Maximization of Investors return
- ✓ Asset Management Software



Operations Risk & Consulting

- ✓ Internal Audit
- ✓ Process Reengineering
- ✓ Cost reduction
- ✓ Working capital Optimization
- ✓ IFC Review
- ✓ Sox Compliance
- ✓ SOP Development
- ✓ Production Audit/DAS Audit



Assurance & Regulatory

Financial Reporting

- ✓ Accounting & Reporting
- ✓ Financial Audits
- ✓ Conversion support towards IFRS, IND AS accounting

Compliance

- ✓ Secretarial
- ✓ Statutory Compliances
- ✓ Fund Compliances



Fund Operations

- ✓ Fund Set up Assistance
- ✓ Migration of data
- ✓ Transaction Processing
- ✓ Fund Accounting
- ✓ Portfolio Tracking
- ✓ Returns calculations
- ✓ NAV Computation



IT Risks & Forensics

- ✓ Information Security Management Services
- ✓ Forensics
- ✓ Technology Risk Solution
- ✓ Security Risk Management
- ✓ Creative Training Solution



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

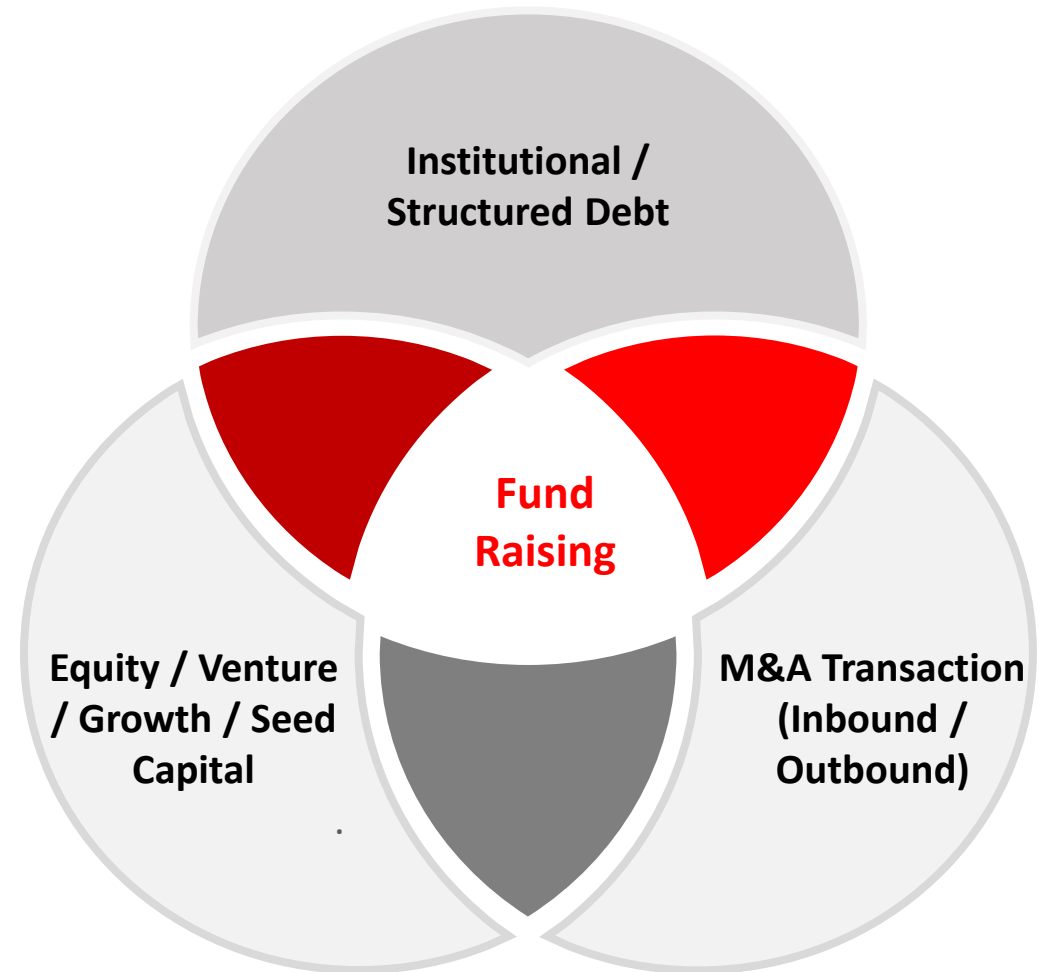
Post Investment

- ▶ 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

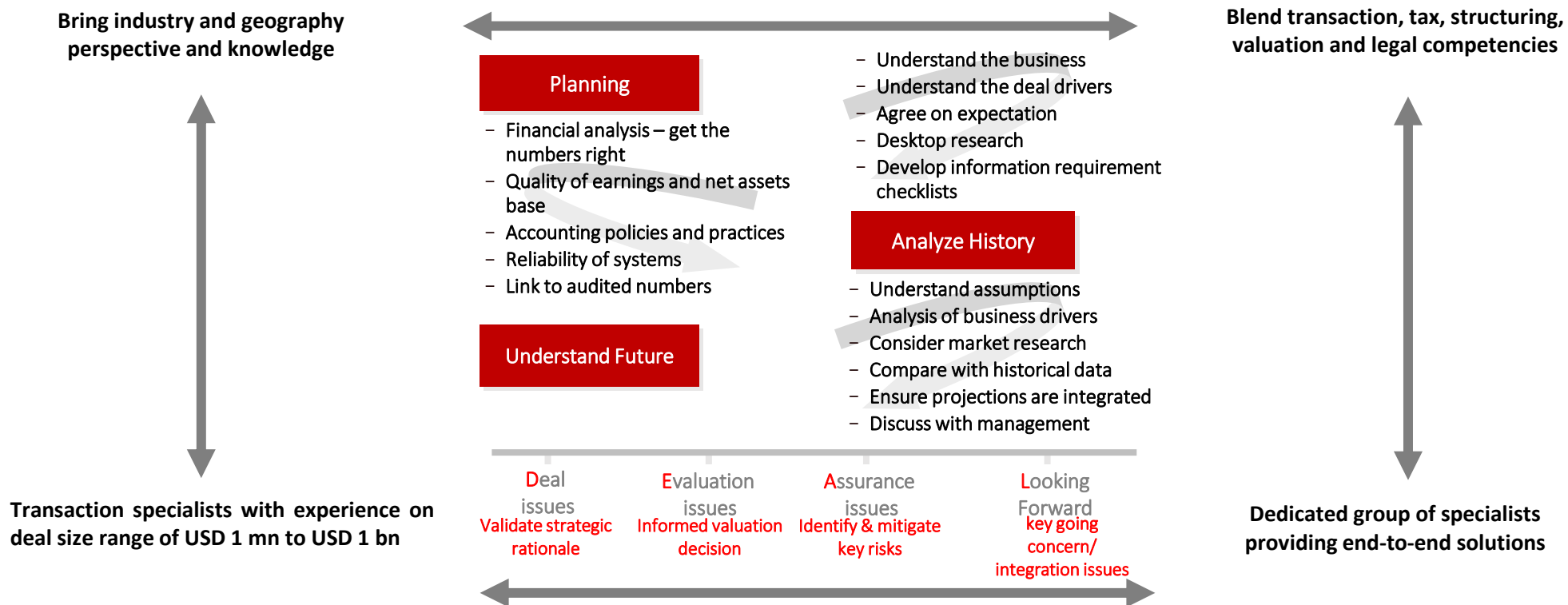
- Sell Strategy
- Financial Models
- Buyers Identification
- Negotiation
- Final Documentation

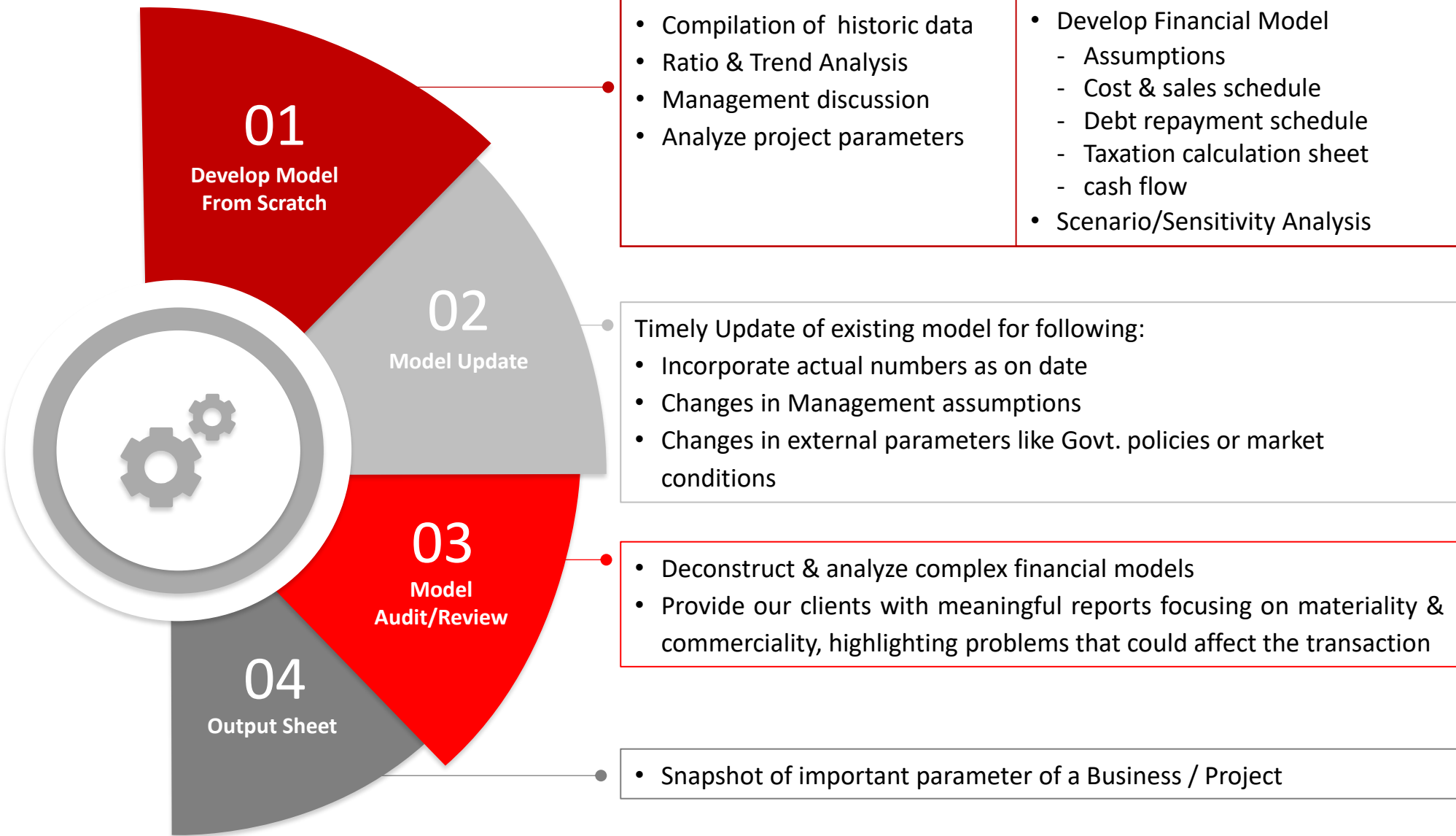


We keep ourselves focused on synergies in business and the overall environment in which the business operates to arrive at a viable merger option. At Acquisory we provide the following categories of due diligence consolidated in one report:

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

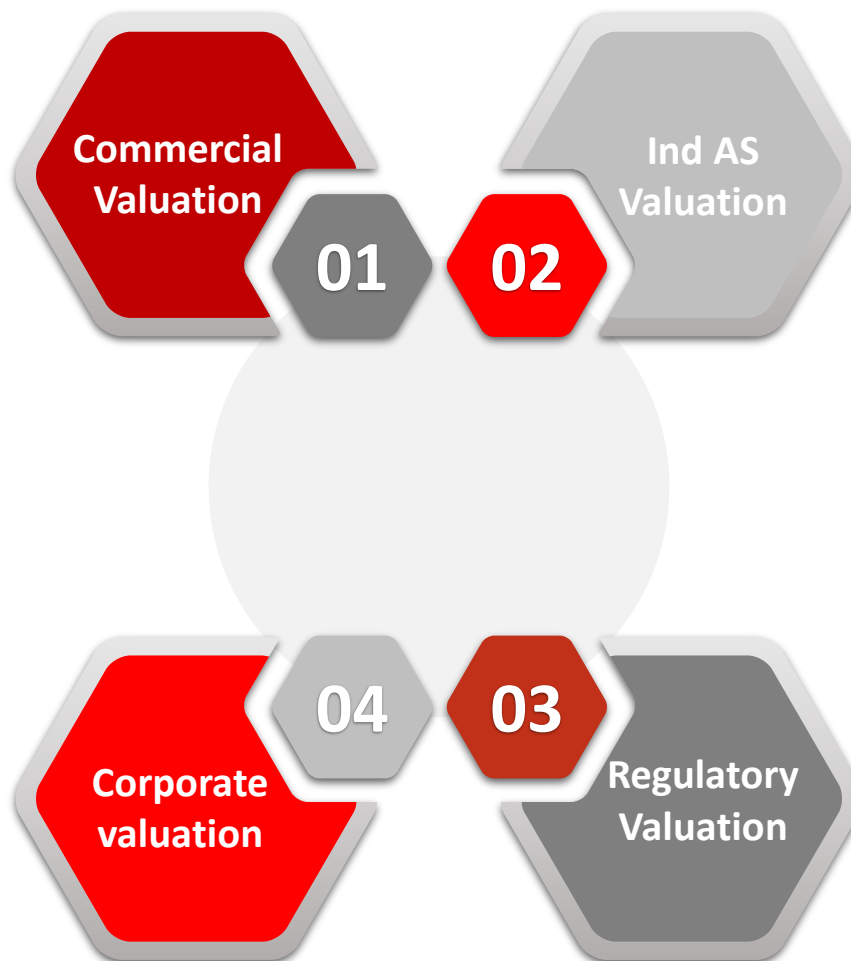
We work with specialists who possess in-depth industry knowledge and market know-how and identify comprehensive key transaction risks and concern areas (*value destroyers*) along with potential upsides (*value enhancers*).





- 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

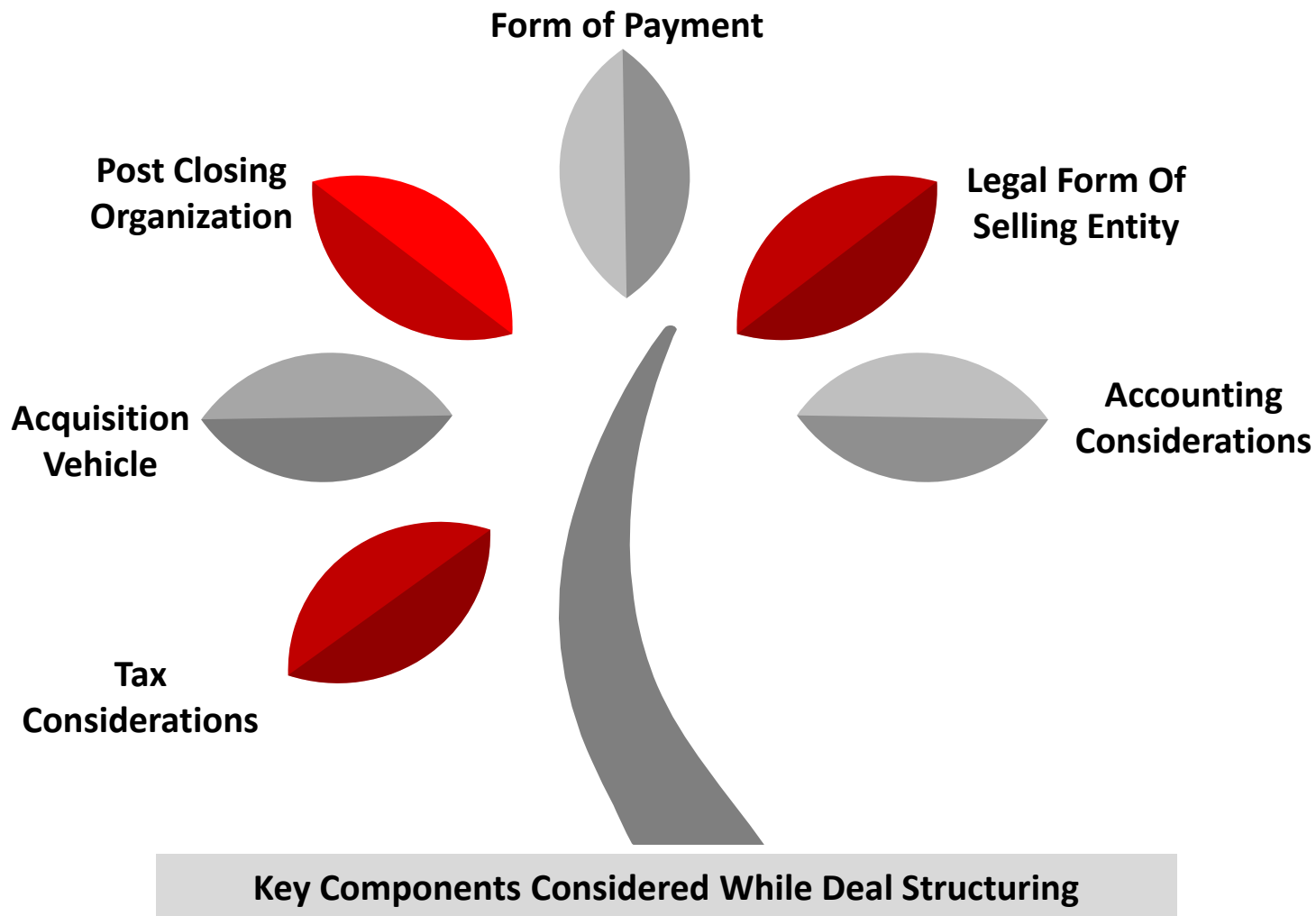
- Business Plan
- Financial Modelling
- Model Validation
- ESOP's
- Complex Structuring



- 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.



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

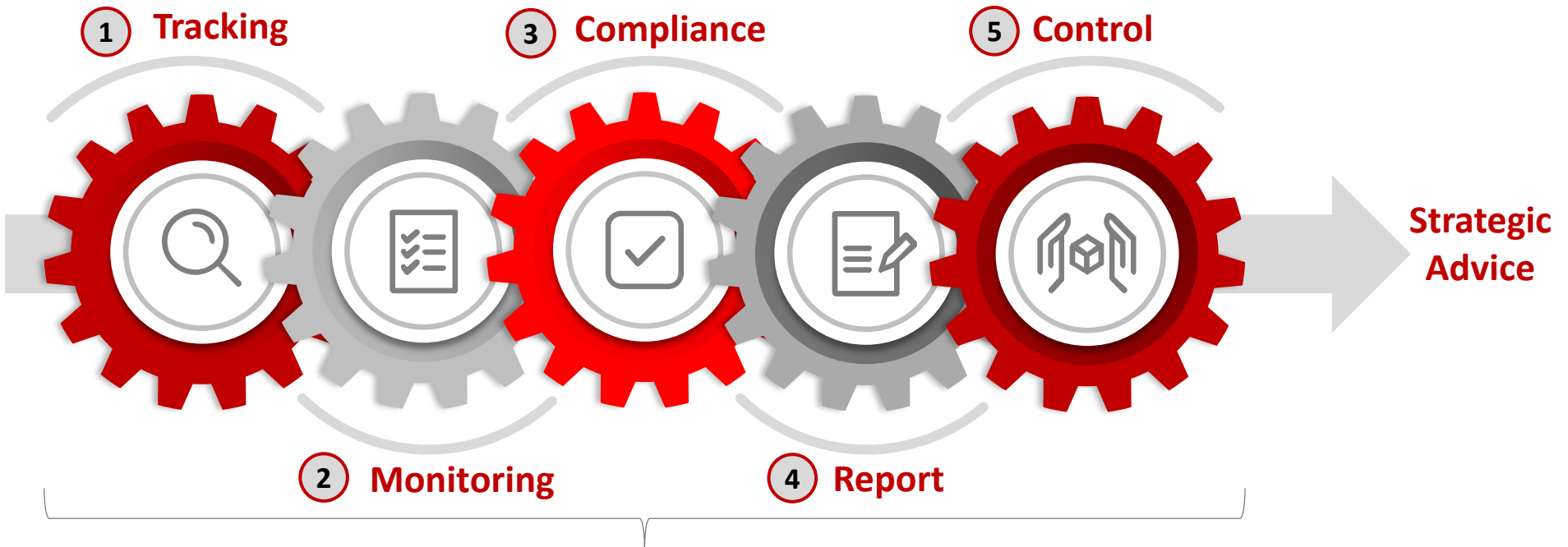
- ✓ Setup and operate a project management office for integration
- ✓ Portfolio analysis – consolidation, rationalization, management etc.
- ✓ HR Organization structure design and review
- ✓ Policy and procedure integration
- ✓ Vendor consolidation / service level review
- ✓ IT Enterprise architecture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

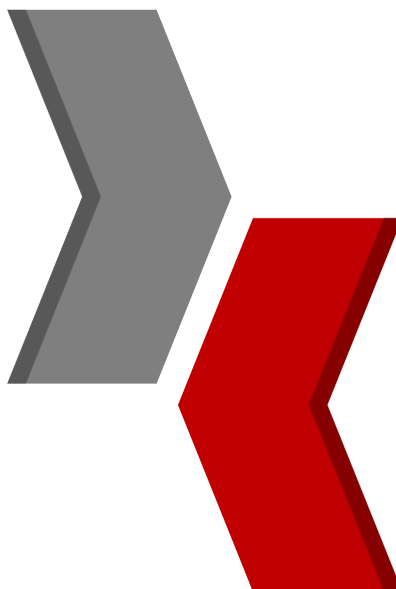
Physical
Verification



- ✓ 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

Fund Setup & On Boarding

Set up and on – board LPS and periodically update the fund / AIF details in our fund accounting system based on PPM/Fund documents and other details provided by the Client.

Migration of Data

Migration of data into service provider internal systems.

Transaction Processing

Capture of transactions in the fund accounting system based on bank statements (debits and credits) and clarifications provided by client wherever necessary.

Bookkeeping and Accounting

Maintaining General Ledger, generate Trial Balance, Profit & Loss Account & Balance Sheet along with all schedules, Cash flow statements. Generally accepted accounting practices would be followed.

Returns Computation

Capability for income and expense allocation at class level / investor level. Computation of Hurdle Rate, IRR computation at Investor Level/ Script Level/ Scheme Level.

Reconciliation

Bank statement reconciliation of contribution receipts, income receipts, capital exit and distribution payouts, expenses, and investments made with the fund accounting books at agreed frequency.

Portfolio Tracking

Capturing information on portfolio investments including type of investment, deal contours, financial reports, quarterly progress reports, audited financials.

NAV Computation

Computation of NAV for the fund based on Accruals, valuation provided by client or Market Valuation in case of listed securities

Reporting & Compliance

Sattutory & event-based compliances
SEBI, RBI, Income Tax and other compliances



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

- **Acquisory is consistently ranked amongst the top 5 Transaction Advisors** on ‘Venture Intelligence League Tables’.
- Acquisory has received the **most promising firm** award by Indian Achiever's forum in 2022.



Venture Intelligence Ranking – 2023-24

Promising MSME - 2022

Best M&A Advisory Firm - 2018

Due Diligence Experts - 2014

M&A Advisory Firm of the year 2013

Acquisory Consulting LLP has been ranked amongst top 5 M&A Advisory firms in Venture Intelligence League Table.

Acquisory Consulting LLP received the Indian Achievers' award for "Promising MSME – 2022".

Acquisory received Indian Excellence Award for Best M&A Advisory Firm for the year 2018.

Acquisory received the award of "Due Diligence Experts of the Year" in 2014.

Acquisory received the award of "M&A Advisory Firm of the Year" in 2013









Middle Eastern Global
Sovereign Fund



IndusInd Bank



Deutsche Bank





Sumchit Anand

Qualification - CA
Experience - 30+Years | Registered Valuer- IBBI



Divya Vij

Qualification - CA
Experience – 30+ Years



Varun Kohli

Qualification - CA
Experience - 17+ Years



Benoy Varghese

Qualification: MBA
Experience: 20+ Years



Puneet Batra

Qualification - CA
Experience - 14+ Years



Adarika Ghose

Qualification – ACS, LLM
Experience – 14+ Years



Krishan Goyal

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



Rajarshi Datta

Qualification - MA (Econ.)
Experience - 20+ Years



Kinnari Gandhi

Qualification – CA
Experience – 20+ Years



Shruti Chaudhary

Qualification: CA
Experience: 18+ Years



Ashish Shandilya

Qualification – B.Tech (Computer Sci.& Engg)
Experience - 17+ Years



Shashank Goyal

Qualification – CA
Experience – 14+ Years

OUR OFFICE NETWORK

Delhi NCR

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

Mumbai

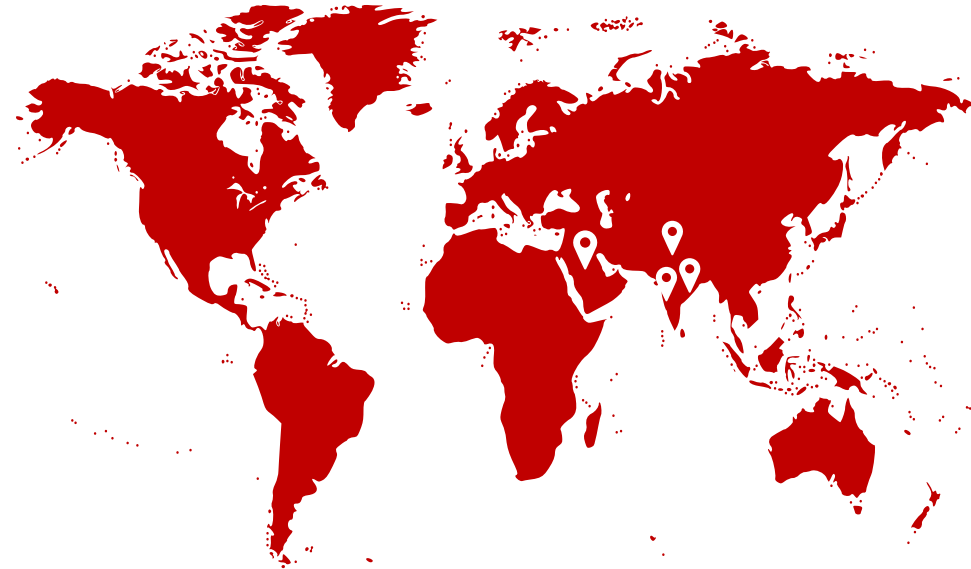
102, 1st Floor, Naman Centre, BKC,
Near MMRDA Parking, Bandra East,
Mumbai City, Maharashtra, 400051
T: +91 22 68648100
Fax: +91 22 68648132

Bengaluru

Unit 1003-1004, 10th Floor,
Prestige Meridian - II, Mahatma
Gandhi Rd, Ashok Nagar,
Bengaluru, Karnataka, Bengaluru,
Karnataka 560025

Dubai

Office# 3609, Mazaya Tower AA1,
DMCC, Dubai, UAE PO BOX 48800



Visit us at www.acquisory.com

Email us at info@acquisory.com

