



Asset Management





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





200+ professionals









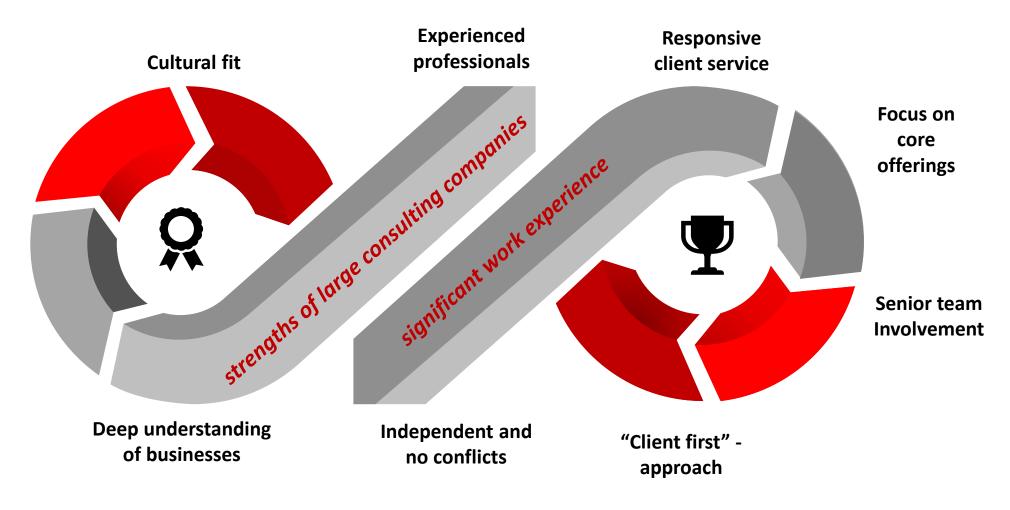
Offices at Delhi-NCR, Mumbai , Bengaluru & UAE (Dubai)



Why Acquisory?



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 combines focus, dedication, and independence of a boutique firm, with the methodologies & deep skill-sets of the Big 4.





Our Services Portfolio



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





Service Portfolio – For Funds / Investors

We bring a structured approach to every assignment, with a unique set of objectives, requiring specific priorities, designed to deliver the best results.

Service Offering classified through the Investment Cycle

Pre-Investment

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

During Investment

- Background Checks / Forensics
- Due Diligence
- Pre-disbursement Review
- Underwriting Support
- Deal Negotiations and Closure Support
- Sales Audit
- Cost Audit

Post Investment

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



Post Investment

Asset Management

Acquisory Value Add in Real Estate Sector

Payment Request Processing

Strict Checks and Balances, Project related clearances Sales MIS Monitoring, Customer Files

Accurate / Online
Reporting regarding
collections, bookings,
cancellation, pricing
Rates achieved

Cashflow Monitoring,
Escrow Accounts
Monitoring

Continuous / Daily / Weekly / Monthly Reporting of Cash Inflows & Outflows

Statutory Compliances /
Key Covenants & Project
Approvals Tracking

Ensure Compliances on time, reporting of statutory liabilities



Real Estate – Post Investment

Value Proposition - 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 will work as a partner with high level of senior management involvements at each step of our engagement with you.

In Depth Review and Analysis

Review of Payment Request

Review of Sales MIS & Customer Files

Financials Review /
Escrow Account
Monitoring and Budget
Monitoring

Compliances, Project
Approvals Tracking and
Others

- Pre Approval of Technical Payments by Technical PMC
- Verification of Admin, DM fees including of salary of employees, brokerages, marketing, statutory payments, consultant fees, pass through charges, interest etc. which are pre-approved by management of company.
- Verification of all invoices with respect to the supporting's and other relevant backups including construction payment invoices which are pre-approved by Technical Team.
- Establish a payment processing system to ensure timely payment of all invoices.
- Monitoring of all payments and collections in escrow and other bank accounts.
- Database of all approved invoices and monthly summary and details of all payment made.

Payment Request created by Developer

Technical Payment Request processed by technical team through certificate of payment (COP)

All payments (Technical + Non Technical) will be processed by Acquisory to Investor team which passee through 3 way match (PO, Invoice, GRN), Budget head, nature, purpose of payment and other supporting documents along with advance tracking

These payment request will be processed to Trusteeship by Investor team and carried forward to Bank Escrow A/c for final payment.





Real Estate - Post Investment

Value Proposition - 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 will work as a partner with high level of senior management involvements at each step of our engagement with you.

In Depth Review and Analysis

Review of Payment Request

Review of Sales MIS & Customer Files

Financials Review /
Escrow Account
Monitoring and Budget
Monitoring

Compliances, Project
Approvals Tracking and
Others

Review of sales MIS with respect to

- Area sold,
- Payment plan,
- Sale through broker v. direct
- · Agreement / sale value,
- · Avg. Rate Realisation Vs MSP
- BSP, other charges,
- Collections, Demand raise
- Registered agreements and other documents etc.

Review of actual booking form, allotment letter, builder buyer/sale agreement and tri-patriate agreement (as applicable) including:

- Type of units and number of units sold along with Purchase option opted
- Payment plans and any discount given, Demand raised, and Demand & Receipt letters attached
- Interest and penalty clauses.
- KYC related documents
- Amount called and collected for all customers.
- Review of transfer documents in case the units are being transferred from one customer to another customer.

- Reconciliation of amount collected as per sales MIS vs account statements vs bank statements for receipt
- Review of amount demanded vs demand to be raised
- Details per sales MIS vs RERA website and discussion with Management on discrepancies.
- Review of cancellation units, amount refunded and to be refunded.
- Debtor ageing analysis, receivables analysis, coordinating with CRM for collection tracking etc.;
 and
- Establish proper systems and procedures across customer CRM, inflow outflow, banking and monthly MIS.





Real Estate - Post Investment

Value Proposition - 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 will work as a partner with high level of senior management involvements at each step of our engagement with you.

In Depth Review and Analysis

Review of Payment Request

Review of Sales MIS & Customer Files

Financials Review /
Escrow Account
Monitoring and Budget
Monitoring

Compliances, Project
Approvals Tracking and
Others

- Cash Flows Monitoring -
 - Review of Cash flow for the project during the review period. Periodic cash flows with the respective bank account statement
 - Compare and trace Sales MIS figures (collections) with the books of accounts and bank statements
 - Review other transaction activity in the bank account (other than sales & costs as mentioned above) and report any unusual
 - Highlight and report payables / liabilities booked against work completed
- Escrow Reconciliation and Sales Monitoring: Conduct continuous monitoring and reporting of Sales, CRM, and Project outflow activities

- Comparison with budgets and provide exceptions.
 - Month on Month tracking of Budgets Vs Actuals, Reports on overrun
 - Budget Head linking with each payment request and continuous monitoring on the budgets allocated to each payment's heads.
 - Discussion on Revision on budgets due to material prices escalation, contingent and other non provisioned liabilities





Real Estate - Post Investment

Value Proposition - 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 will work as a partner with high level of senior management involvements at each step of our engagement with you.

In Depth Review and Analysis

Review of Payment Request

Review of Sales MIS & Customer Files

Financials Review /
Escrow Account
Monitoring and Budget
Monitoring

Compliances, Project
Approvals Tracking and
Others

- Review of Secretarial Records & Compliances Review of minutes, notices, disclosures by directors and MCA other compliances
- Review of E Filings with ROC and Annual returns
- Compliances of the conditions subsequent to the transactions
- Continuous monitoring of statutory compliances like TDS, Income tax, GST, PF, ESI and other compliances.
- Tracking of project approvals w.r.t Active / Expired, date of validity of approvals like Maps, Drawings approvals, RERA extension, EC Compliance, Fire NOC, AAI NOC, Quarterly Progress Reports and other project approvals



Service Portfolio: Asset Management

Our Asset Management services are our *solutions* to support PE / NBFC clients in meeting their objectives of maximizing returns. Our services have been designed to address the challenges faced by investors in *managing 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, and misappropriation or misconduct in their investee companies.

Smart investors know that it is prudent if investments are followed up with continuous monitoring of key business risks. *Acquisory becomes the eyes and ears of our Investor Clients on the ground* and helps them manage such risk factors.

Tracking



- Collate data pertaining to the market from public domain & carry out benchmarking of the Investee Company (IC) data
- Track market and other news relating to Investee companies (IC)

Monitoring



- Analyze the progress of Project including operational and financial performance
- Compare the actual performance with budget / plan
- Analyze cash position, funding gaps, use of investor funds
- Site visits to assess
- Flag timely warning of deviations
- NOC review

Compliance



- Check and analyze compliances with:
- Shareholder / Lender agreements
- Approvals
- Local bye laws compliance
- Safety measures and CSR Requirements
- Environmental compliance
- Statutory requirements (tax, Company law)

Report



- Status Update
- Compliance tracker
- Exceptions
- Business plan performance report (Updated business plan, IRR)
- Market news
- Cash flows

Control



 Follow up on implementation of agreed action plan for resolving identified exceptions

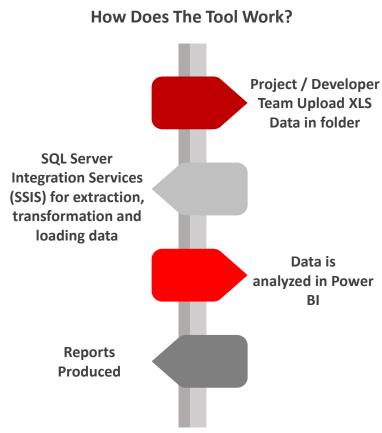




Asset Management Software

Automated Solution to manage Real Estate Portfolio Investments



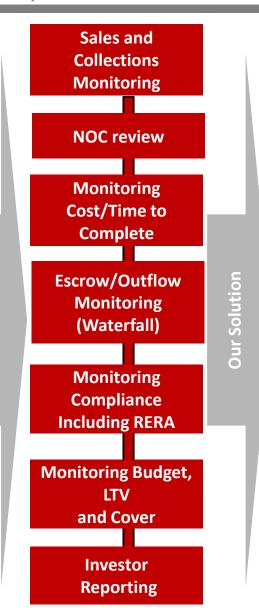


We provide Asset Management software to our clients as SAAS Platform





Post Investment - Asset Management Service



OUR UNDERSTANDING OF YOUR NEEDS

- Monthly sales dashboard and highlights including key exceptions, focus areas on month's performance etc. Comparison with budget.
- Monthly monitoring of new bookings, cancellations along with corresponding refunds, demand raised & amount collected.
- Review of documentation pertaining to NOC and provide a summary highlighted with key issues in NOC & supporting document.
- Technical inputs with respect to cost and time to complete based on current month and YTD performance. Expenses verification - whether in line with progress or not.
- Cost Monitoring is carried out in collaboration with separate technical team / architects.
- Escrow management and weekly monitoring of cash inflows and outflows. Approve escrow disbursements. Report key exceptions.
- Quarterly check on project approvals, corporate, fiscal, labour, RERA and other compliances. Compliance check of key covenants of debt agreements and trust deed monthly.
- Quarterly calculations of LTV and updation of business models. Monthly monitoring and reporting of cash flow cover post tax.



Select Experience

Client	Summary of Work Performed				
SWAMIH Investment Fund - I (SBI Cap Ventures Limited)	Real Estate - Asset Management for its portfolio Companies. Monthly Monitoring of financial, sales & cash flow monitoring, budget vs actual cost, project approvals and payment request review.				
Real Estate Credit Opportunities Fund – III ("Edelweiss")	Real Estate - Asset Management for its portfolio Companies. Monthly Monitoring of financial, sales & cash flow monitoring, budget vs actual cost, project approvals and payment request review.				
WSB Real Estate Partners Private Limited	Real Estate – Asset Management for its significant portfolio Companies for multiple Funds of the Client. Monthly Monitoring of financial, sales & cash flow monitoring, budget vs actual cost, project approvals and payment request review.				
Nippon Life India AIF Management Ltd	Real Estate - Asset Management for its portfolio Companies				
KKR	Real Estate - Monthly monitoring of portfolio companies through comparison of budget vs actual performance, desktop review, LP reporting on quarterly basis, updation of business plan				
HDFC	Real Estate - Monthly monitoring of portfolio companies through comparison of budget vs actual performance, desktop review, LP reporting on quarterly basis, updation of business plan				
EURAMCO	 Real estate portfolio of Euro 200 million Detailed evaluation of current systems/significant business cycles to identify gaps/risks and remediation of these gaps/risks Strategic advice on managing investments and exits 				
Certus	Real Estate - Asset Management for its portfolio Companies				
Asia Pragati Real Estate Investment Fund – PAG	Real Estate - Asset Management for its portfolio Companies				



Select Experience

Client	Summary of Work Performed
MPC Capital Group	Managed Euro 200 mn invested in 14 assets across India ranging from Malls, Offices, Hospitality sectors. Provided exits from all assets
Clearwater Capital Partners	Real Estate - Asset Management for its portfolio Companies
REAL IS AG	Real Estate - Asset Management, and exit from its asset in Hyderabad
CVCI	Auto component manufacturing company - Detailed evaluation of current systems/significant business cycles to identify gaps/risks and remediation of these gaps/risks
DSG Consumer Partners	Asset Management for its portfolio Companies
Edelweiss	Auto component manufacturing company - Financial and operational monitoring of NCR based auto components manufacturing company through monthly cash flow budgeting, payment approvals, daily cash flow tracking from bank statements and monthly reporting to LPs
Edelweiss	Hotel Business - Financial and operational monitoring of NCR based Hotel (5 star) through monthly cash flow budgeting, payment approvals, daily cash flow tracking from bank statements and monthly reporting to Investor



Select Real Estate Credentials

Nature of Service Client Served	Investment Advisory	Due Diligence	SOP Development	Asset Management	Internal audit	Project Review	Forensic due diligence
Edelweiss	√	√		√			
SWAMIH Fund		✓					✓
Hines	✓	✓					
Piramal NBFC	✓	√					
Asia Pragati (PAG)				✓			
Phoenix Mills		✓					
Brookfield		✓		✓		✓	
Ansal API		✓			✓	✓	
KKR / Altico	✓	✓		✓			
CDPQ / Ivanhoe	✓	✓		✓			
L&T Phoenix		✓					
Clearwater	✓	✓			✓		
Oxford properties		✓		✓			
Rustomjee		✓		✓			
Emaar MGF		✓	✓				
Manjeera		✓	✓	\checkmark	✓	✓	
IL & FS		✓					
Logix		✓					
Trinity Capital		✓	✓	✓	✓		
Certus				✓			
Sachsen Fonds	✓	✓		✓	✓		

Select Real Estate Credentials

/								
Nature of Service Client Served	Investment Advisory	Due Diligence	SOP Development	Asset Management	Internal audit	Project Review	Forensic due diligence	
DB Realty		✓			✓			
HDFC Fund		✓		✓		✓		
Kalpataru					✓			
IREP	✓			✓				
Tata Realty					✓			
Kotak Realty	✓	✓		✓	✓			
BCC Builders			✓		✓			
Kautilya Finance		✓		✓		✓		
Reliance Capital		✓		✓		✓		
Indiabulls	✓							
Supertech	✓	✓						
SS Group	✓				✓			
Saya Homes	✓							
Shri Group	✓							
Sun Apollo		✓						
Religare	✓	✓	✓	✓				



Asset Management Clientele





























VENTURES LTD. With you, always...































































SALESTER N

















JJ INFRA INDIA



Select Clientele: NBFC/Funds

























































































Select Clientele



























WELSPUN





































































Ivanhoé

Cambridge

































KKR Financial Holdings LLC































Select Clientele

























































































































Highly Credentialed Team



Sumchit Anand
Qualification - CA
Experience - 28+ Years
Registered Valuer- IBBI



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



Puneet Batra
Qualification - CA, Certification in Forensic
Accounting and Fraud Prevention
Experience - 17+ Years



Varun Kohli Qualification – CA Experience – 15+ Years



Ami Shah

Qualification - CA

Experience - 10+ Years



Anuj Jajodia

Qualification – CA

Experience - 13+ Years



Divya Vij Qualification - CA Experience – 28+ Years



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



Kinnari Gandhi Qualification – CA, CPA Experience - 20+ Years



Saurabh Goyal
Qualification – CA, CPA
Experience - 9+ Years



Nikita AgarwalQualification - CA
Experience - 5+ Years





- 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

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



Promising MSME - 2022

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



Best M&A Advisory Firm
- 2018

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







Due Diligence Experts - 2014

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



M&A Advisory Firm of the year 2013

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





Monthly Financial & Sales Monitoring

Confidential

Payment Request Scope (Real Time)

- Review of Payment Request Pre-approval of all payments including but not limited to construction (basis approval by Technical PMC), admin, DM fees including of salary of employees, brokerages, marketing, statutory payments, consultant fees, pass thru charges, interest etc.
- Verification of all invoices with respect to the supporting's like PO, Invoices and other relevant backups including construction payment invoices which are pre-approved by Technical PMC
- Establish a payment processing system to ensure timely payment of all invoices
- Review of Advances given to vendors and Tracking of the same w.r.t payment request
- Monitoring of all payments and collections in escrow and other bank accounts.
- Database of all approved invoices and monthly summary and details of all payment made.
- NOC request from client for units sold with the help of documents available at the time of request of NOC.

Escrow Reconciliation and Sales Monitoring (Real Time)

- Conducted continuous monitoring and reporting of Sales, CRM, and Project outflow activities.
- Monitor collection from customers in non-escrow accounts.
- Conduct monitoring on sales and inflows as well as outflows for brokerage costs, marketing costs and payments

Statutory Compliances, Direct / Indirect Taxes (Monthly)

- Review of following activities:
 - a) Review of adherence to withhold tax.
 - b) Review of adherence to advance tax paid.
 - c) Review of adherence for income tax filings.
 - d) Review of compliance required for monthly/quarterly GST returns (GSTR1 & GSTR 3B
 - e) Ensuring timely payments and returns submission of TDS, GST and other Statutory dues

Note – Developer is Primary responsible of payment of Statutory Dues and filling of returns with the authorities, however PMC team will monitor the timelines, make discussions with developer team and report exceptions to the investor for any deviations / delays.



Monthly Financial & Sales Monitoring

Confidential

Sales & Collection Monitoring (Monthly)

- Review of sales MIS with respect to area sold, payment plan, sale through broker v. direct, trend analysis (volume & price achieved, agreement / sale value, BSP, other charges, collections, demand raised with respect to registered agreements and other documents etc.
- Comparison of actual cost and sales with agreed business plan monthly
- Sales summary (tower-wise, year-wise, month-wise, etc.) and updating various reports for the investor
- Review of actual booking form, allotment letter, builder buyer/sale agreement and tri-patriate agreement (as applicable) including:
 - Type of units and number of units sold along with Purchase option opted
 - Payment plans and any discount given, Demand raised, and Demand & Receipt letters attached
 - Interest and penalty clauses.
 - KYC related documents
 - Amount called and collected for all customers.
 - Review of transfer documents in case the units are being transferred from one customer to another customer.

- Sales which have been made on assured buyback / assured return basis, Subvention schemes – quantify the interest thereof and give the current status of the same
- Reconciliation of amount collected as per sales MIS vs account statements vs bank statements / escrow accounts
- Review of receivable of the project as per the payment plan/milestone linked along with categorization of receivable, ageing of receivable.
- Review of sales made below agreed MSP along with summary of promoter's contribution to be made at the end of each month.
- Projected revenue and cost of the project provided by Management including tower-wise cash flow analysis.
- Review of amount demanded vs demand to be raised as per builder buyer/sale agreement, also, comment on any GST liability.
- Details per sales MIS vs RERA website and discussion with Management on discrepancies.
- Review of cancellation units, amount refunded and to be refunded.
- Debtor ageing analysis, receivables analysis, coordinating with CRM for collection tracking etc.; and
- Look out for any suits / notices / other activism from buyers



Monthly Financial & Sales Monitoring

Confidential

Financials Review / Escrow Account / Cash Flow (Monthly)

- Review of Cash flow for the project during the review period.
 Provide a summarized cash flow statement of the project from the date of monitoring by consultant as well as for the reporting period (data to be provided by the Developer and consultant to review the same)
- Verify the periodic cash flows with the respective bank account statements and check whether the overall activity is in sync or not — a broader level check will be performed about the inflow/outflow entries with bank statements and discrepancies, if any, would be highlighted
- Compare and trace Sales MIS figures (collections) with the books of accounts and bank statements – highlight & comment on variances observed. Audit of the account statements of each of the Accounts to validate the collections received
- Compare and trace Cost MIS figures (Incurred / Budgeted) with the books of accounts and bank statements highlight & comment on variances observed
- Obtain the audited financial and provisional financial of the company and highlight significant movement. Obtain tax audit report and highlight significant observations (if any) in relation to the projects

- Highlight contingent liabilities and legal case on an annual basis as stated by the company in their audited annual report (if any) in relation to the projects.
- Review other transaction activity in the bank account (other than sales & costs as mentioned above) and report any unusual / non-trade activity if any observed (details to be sourced from the Developer)
- Review of cash flow prepared by management or audit Team.
 The flow so prepared shall be made from all the bank accounts in the entity under review. A CA certificate shall be obtained from the borrower on a quarterly basis certifying the list of accounts in the entity under review
- Review of ageing of creditors. Monitoring quarterly sweeps on escrow accounts.
- **Highlight and report payables / liabilities** booked against work completed on site (data to be provided by the Developer)
 - Checking of cancellations, refunds, and litigating customers payouts. Adherence to relevant tax laws such as TDS, GST, Income Tax in payments and collections and operations

Monthly Financial & Sales Monitoring

Confidential

Other Activities (Monthly)

- Obtain the minutes of the board meetings, General meetings and Annual general meetings and highlight key issues discussed in the meetings.
- Review of compliance of condition subsequent (CS) and the covenants as advised by lender.
- Highlight any legal cases against the promotor group.
- SRO search of sold units and reconciliation of registered units with the unsold units as per sales MIS.
- RERA registration and RERA website details are appropriate (Encumbrance, RERA account details, RERA inventory sales status.
- Review of Trial Balance
- Site visit reconciliation the sales MIS the idle inventory on the site.

- Interest and principal payment working at the end of each month based on the terms of the debenture trust deed.
- Revenue sharing working between Investor and Client at the end of each month, based on the terms of the debenture trust deed.



OUR OFFICE NETWORK

Delhi NCR

DND Flyway, Noida – 201301 T: +91 120 614 300 Fax: +91 120 6143033

Bengaluru

Unit No.1003-1004, 10th Floor, Prestige Meridien – II, MG Road, **Bangalore - 560001**

Mumbai

1116, 11th Floor, WTT, C-1, Sector 16, 102, 1st Floor, Naman Centre, BKC, Near MMRDA Parking, Bandra East, Mumbai City, Maharashtra, 400051 T: +91 22 68648100 Fax: +91 22 68648132

Dubai

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



Visit us at www.acquisory.com

Email us at info@acquisory.com

