



ACQUISORY
Your Growth, Our Business

Valuation Services Portfolio

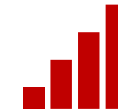
We help clients through the entire business continuum from identification of the problem, to solution, to implementation.



200+
professionals



Established
in **2010**



Services spanning
entire deal
continuum



250+ man years of
experience of
leadership team



Opened Dubai
office in **2024**

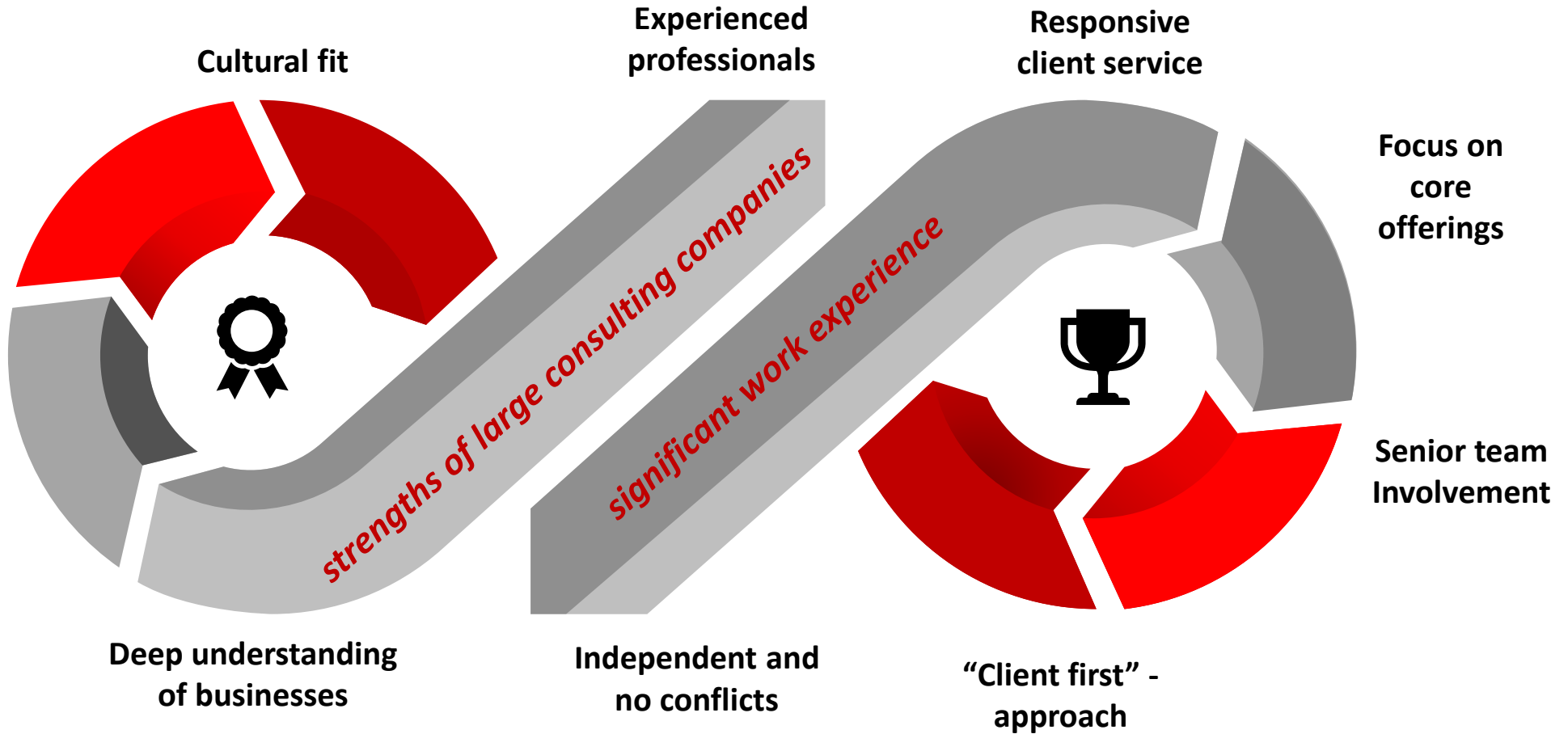
Dubai
Delhi-NCR
Mumbai
Bengaluru



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



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

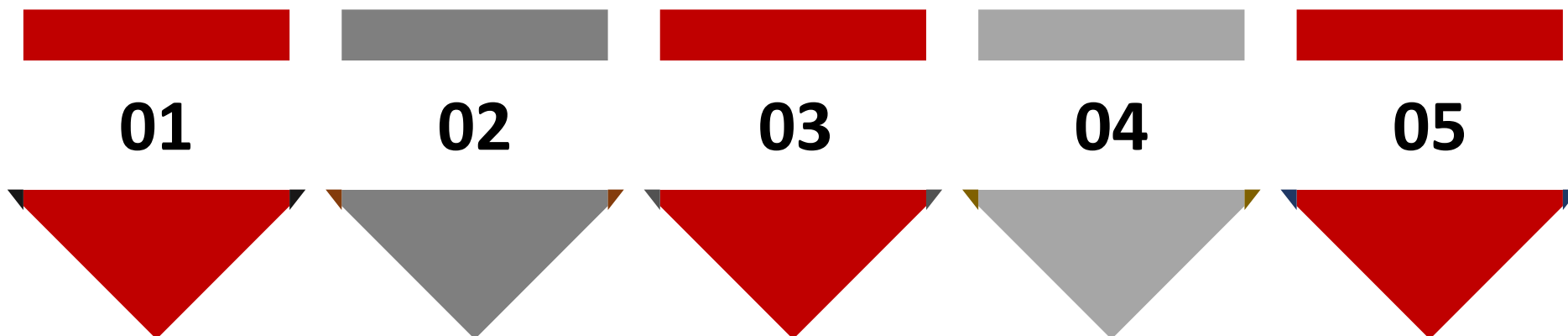
- ✓ Fund Set up Assistance
- ✓ Migration of data
- ✓ Transaction Processing
- ✓ Fund Accounting
- ✓ Portfolio Tracking
- ✓ Returns calculations
- ✓ NAV Computation



IT Risks & Forensics

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





Commercial Valuation

Financial Reporting Valuation

Regulatory Valuation

Business planning & modelling support

Valuation support services

- Business Valuation for share purchase, investment, fund raising, spinoff, restructuring, merger/demerger SWAP ratio etc.
- Intangible Asset Valuation
- Intellectual Property Valuation
- Brand Valuation
- Pre-deal Purchase Price Allocation (PPA)
- Fund Valuation – Valuation of Portfolio Companies for PE/VC Funds (marked to market)
- Valuation of Customer Contracts
- Litigation Valuation
- Fairness Opinion support
- Post-Deal PPA
- Impairment Testing
- ESOP's
- Fair Valuation Of Investments
- Foreign Exchange Management
- Income Tax
- Transfer Pricing
- Compliances (Companies Act, SEBI)
- IBC Compliances
- Business Plan
- Financial Modelling
- Model Validation
- Complex Structuring
- Assistance in negotiation support
- Valuation review support for management / auditors
- PPA- Value Allocation Benchmarking support
- Offshore Valuation support services
- Support in Discount Rate/ Industry Multiple computations



Valuing a business involve applying appropriate weights to all the pertaining and expected parameters of the business such as business model, historical and expected performance, intangible value, competition, general and industry economic outlook, etc.

Financial & Industrial Analysis

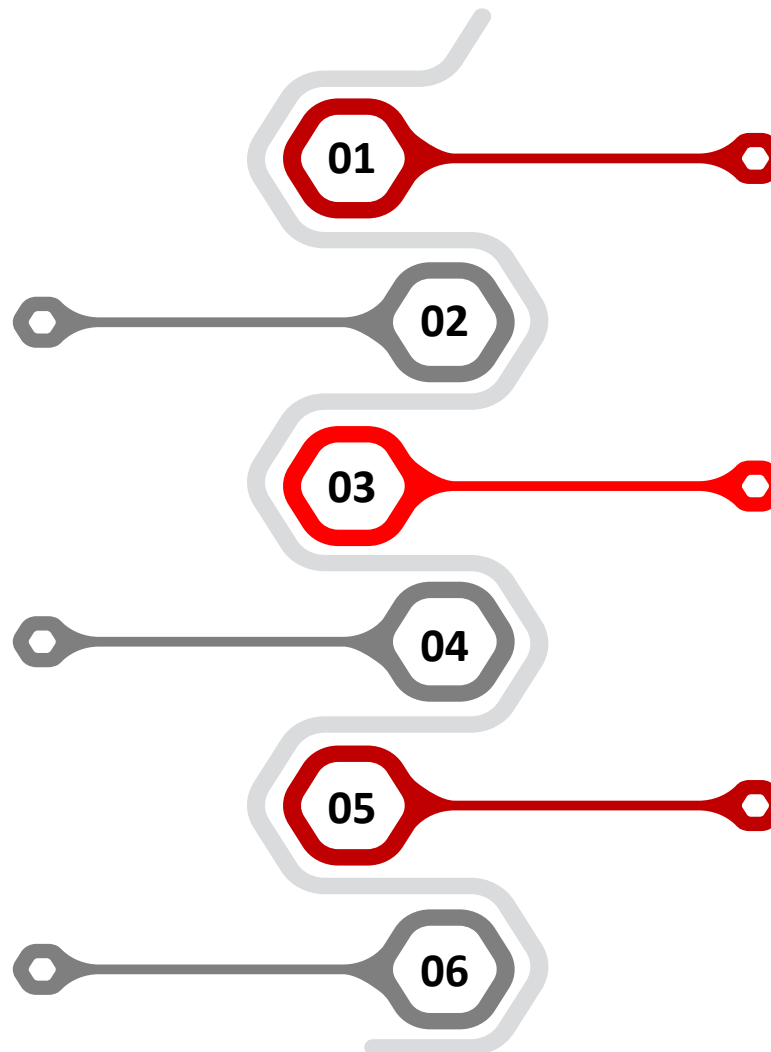
- Understanding key parameters influencing the business and the industry
- Assess business profitability and sustainability

Selecting Valuation Methodologies

Selection valuation methods taking into consideration the nature of the business, transaction and purpose

Determining Fair Value

Arriving at the fair value of the asset/interest to be valued.



Business & Transaction

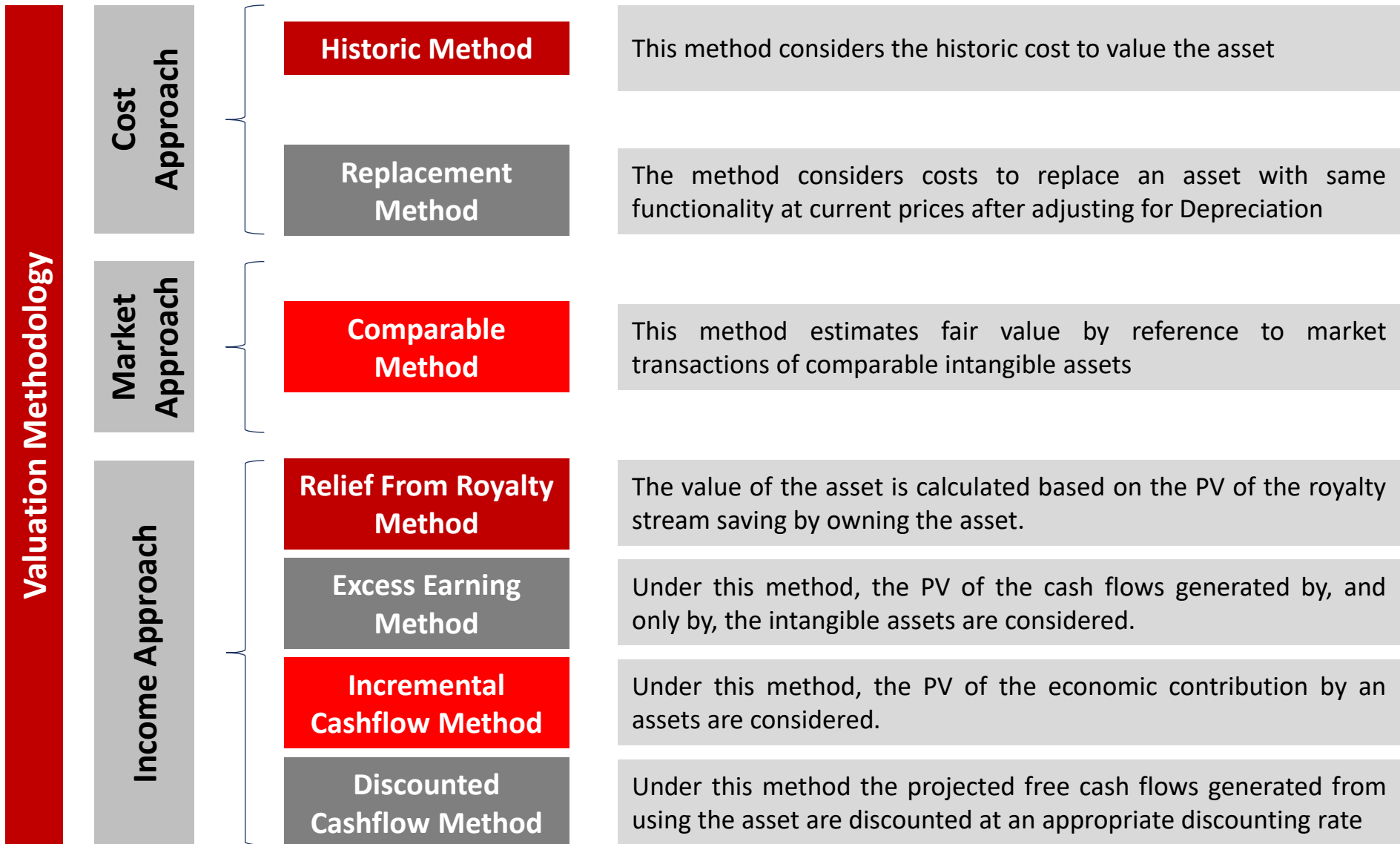
Understanding of business, transaction and valuation purpose.

Validation Of Assumptions

Analysing the reasonableness of assumptions considering industry KPIs and actual historical performance

Sensitivity Analysis

Sensitivity of Valuation analysis to certain key parameters like growth rate, discount rate etc.



Air Handling Unit

Carried out Valuation analysis for the purpose of divestment

Automotive

Carried out valuation of intangibles for a large Automotive Company

Defence Equipment Manufacturing

Carried out Valuation for US based defence equipment manufacturing Company

E-Commerce / IT

Carried out Valuation for the proposed demerger of one of its division into separate Company

Education

Carried out Fair value and liquidation valuation of assets other than fixed assets under IBC

Printer & Printer Component Manufacturing

Carried out Valuation Analysis for FEMA purposes for a global printer and printer component manufacturing Company

Oil & Gas / Thermal

Carried out PPA for transaction involving acquisition of a company active in oil and gas sector

Pharmaceutical

Carried out PPA and Brand Valuation for a pharmaceutical player

Real Estate Fund/Infrastructure

Carried out Validation and benchmarking using Valuation models (DCF) for foreign real estate funds.

Telecom

Carried out PPA for a transaction involving acquisition of cellular operations in 16 African countries by an Indian player

Startup into Hospitality -Tech sector

Carried out Value analysis for a Decacorn Technology start-up player for internal evaluation purposes

PSU Bank

Fairness opinion on Valuation of two prominent South India based PSU Banks as part of mega bank merger transaction

IT / ITes

Carried out Purchase Price Allocation under USGAAP

Healthcare

Carried out Valuation for a leading Hospital based in Gurgaon for internal restructuring purposes

Life Insurance

Carried out Valuation of three Life-Insurance companies for determining fair value for investment by a leading PSU Bank

Microfinance

Carried out Valuation of Microfinance companies for a Microfinance Fund for internal restructuring

Luxury Goods Manufacturer

Carried out Valuation for an Italy based luxury goods manufacturer for regulatory and transaction purposes

Private Equity / Venture Capital Funds

Carried out Valuation of various investee companies for reporting purposes as per IPEVC guidelines

Fintech and Mobile Commerce

Carried out Valuation for a Unicorn Technology start-up as part of a transaction for regulatory purposes

Travel sector

Carried out Valuation for a company into Travel related sector for internal evaluation

Team Credentials*



Real Estate

Fundraising Investor Meetings Research and Analysis

Healthcare

Preparation of collaterals Fundraising

Healthcare

Prepared Financial Model Product Pricing and Business Strategy

Team Credentials*



- **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 – 28+ Years
Registered Valuer- IBBI

**Krishan Goyal**

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

**Varun Kohli**

Qualification – CA
Experience – 17+ Years

Sumchit Anand

**Contact Information**

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Sumchit.anand@acquisory.com

Education/Qualifications

- Chartered Accountant
- Member of Royal Institute of Chartered Surveyors (MRICS)
- Registered Valuer with IBBI

Service Line

- Valuation
- Operational Due Diligence
- M&A Advisory
- Review & Development of SOP
- Financial Due Diligence
- Business Plan Reviews

Industry Lines

- Real Estate Fund and Developer
- FMCG Fund & Edu Fund
- Hospitality
- Manufacturing
- Telecommunication
- Financial Services
- Power & Automotive Industry

PROFESSIONAL EXPERIENCE

Mr. Sumchit Anand is a Chartered Accountant by qualification and has over 28+ years of experience in M&A Advisory with Big 4 and industry leading firms. He is also a member of Royal Institute of Chartered Surveyors (MRICS). Sumchit's advisory experience spans through the deal continuum including - Deal advisory, due diligence, asset management, valuations, business plan reviews, feasibility analysis etc. He also has extensive experience in the Operational Risk Consulting domain. His transactions experience includes advising and assisting large Private Equity funds, venture funds, LP's and Strategic investors in their investment and asset management activities by providing comfort on their proposed investments and helping achieve their commercial and strategic objectives. He is also a registered valuer with Insolvency and Bankruptcy Board of India and has advised private equity investors, venture funds, LP's across transaction ranging from USD 2 million to USD 1 billion through the transaction continuum.

PRINCIPAL AREAS OF PRACTICE

Sumchit's experience spans across Private equity funds, Manufacturing, Real Estate, Infrastructure, Telecom, IT & ITES, Healthcare, Education, Automobile and Media & Entertainment. His M&A advisory experience spans across geographies, including the US, the UK, Germany, France, Singapore and China.

- **Valuation:** Manage and delivered business and intangible valuations for merger & acquisition, financial reporting, tax & regulatory compliance, restructuring & re organization, corporate services and management planning purposes.
- **Risk Consulting, Process review, Development of SOP:** Assistance to clients in Operational Risk Consulting domain, including - performance improvement, cost reduction, internal audits, and risk assessment. Support to the private equity, funds / general partner organisation w.r.t assessment, review of operations/processes like investment process, portfolio, management, deal life cycle management, asset management & support functions (IT, HR, F&A, compliance & risk).
- **M&A support & Due Diligence:** Advising funds in their investment decisions including strategic investments, proposed, investments, valuations, due diligence on target/vendor, identifying key deal issues, their impact on the purchase, consideration and degree of risk attached to such issues, review of historical information as well as evaluation of projections of its future performance.
- **Financial / Business Plan Review:** Analyzing business plan and commenting on the assumptions / accuracy along with highlighting risks.





Krishan Goyal

Contact Information

Mobile +91- 9717033599

Krishan.goyal@acquisory.com**Education/Qualifications**

- Registered Valuer with IBBI
- Chartered Accountant

Service Line

- Valuation
- M&A Advisory
- Process Engineering/
Reengineering
- Review & Development of SOP
- Financial Due Diligence
- Business Plan Reviews

Industry Lines

- Real Estate Fund and Developer
- FMCG Fund & Edu Fund
- Hospitality
- Manufacturing
- Telecommunication
- Financial Services
- Power & Automotive Industry

PROFESSIONAL EXPERIENCE

Mr. Krishan Goyal has over 20+ years of working experience with Protiviti and A.F.Ferguson & Co. (a member firm of Deloitte). A Chartered Accountant by qualification, his experience includes Valuation, M&A Risk Advisory, Asset Management, Process Reviews, Internal Audit forensics and Transaction Support. His experience spans across China, Middle East and Africa. He is also a registered IP valuer with Insolvency and Bankruptcy Board of India and has advised private equity investors, venture funds, LP's across transaction ranging from USD 2 million to USD 1 billion through the transaction continuum.

PRINCIPAL AREAS OF PRACTICE

The experience spans across Power Sector, Automotive industry, Healthcare, Real Estate, Private Equity, FMCG, Telecommunication, Manufacturing, E-Commerce, media and other sectors.

- **Valuation:** Manage and delivered business and intangible valuations for merger & acquisition, financial reporting, tax & regulatory compliance, restructuring & re organization, corporate services and management planning, purposes.
- **M&A support & Due Diligence:** Assisting funds / clients in their investment decisions (Buy side / sell side), proposed investments, helping in strategic investment decisions, valuations and assets management. Conducted Due Diligence on target/vendor and identifying key deal issues and their impact on the purchase consideration and degree of risk attached to such issues, review of historical information as well as evaluation of projections of its future performance.
- **Internal Audit, Process review, Development of SOP:** Support to the private equity funds / general partner organisation w.r.t assessment, review of operations/processes like investment process, portfolio management, deal life, cycle management, asset management & support functions. Conducted and supervised Internal Audit of various processes like procurement, planning, finance & accounts etc.
- **Enterprise Risk Management:** Developing Risk Management Framework (RCM's) for identification, management and minimization of risk in company.
- **Financial / Business Plan Review:** Analyzing business plan and commenting on the assumptions / accuracy along with highlighting risks.



Varun Kohli



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Education/Qualifications

- Chartered Accountant

Service Line

- Private Equity
- M&A Advisory
- Valuations
- Review & Development of SOPs
- Financial Due Diligence
- Business Plan Reviews
- Investor Relations

Industry Lines

- FMCG
- Construction
- Hospitality
- Logistics
- Manufacturing
- Healthcare
- Financial Services
- Power
- Automotive
- Artificial Intelligence

PROFESSIONAL EXPERIENCE

Varun is a Principal in our Noida Office and has 17 years of post-qualification experience.

He is a Chartered Accountant, Graduate in Commerce and has successfully completed the Registered Valuer course.

PRINCIPAL AREAS OF PRACTICE

- **Valuation:** Manage and delivered business and intangible valuations for merger & acquisition, financial reporting, tax & regulatory compliance, restructuring & re organization, corporate services and management planning, purposes.
- In the past, Varun has worked for the multinational Chaudhary Group of Nepal, European investment bank VA TECH Finance (India), Delhi and PE Fund Metaphor Investments, Delhi.
- He has successfully closed deals on the sell & buy-side across various industry verticals viz Consumer Healthcare, Construction, Automotive, Hospitality, Logistics, Power, AI, Technology, and others to raise Private/Strategic Equity and Debt.
- He has handled complex valuation assignments for large listed and unlisted companies.
- He has prepared business road map for Fortune 500 clients.
- His core strengths lie in Business Development, Due Diligence, Asset Management, Valuations, MIS, Structuring, Strategic Consulting, Networking.



OUR OFFICE NETWORK

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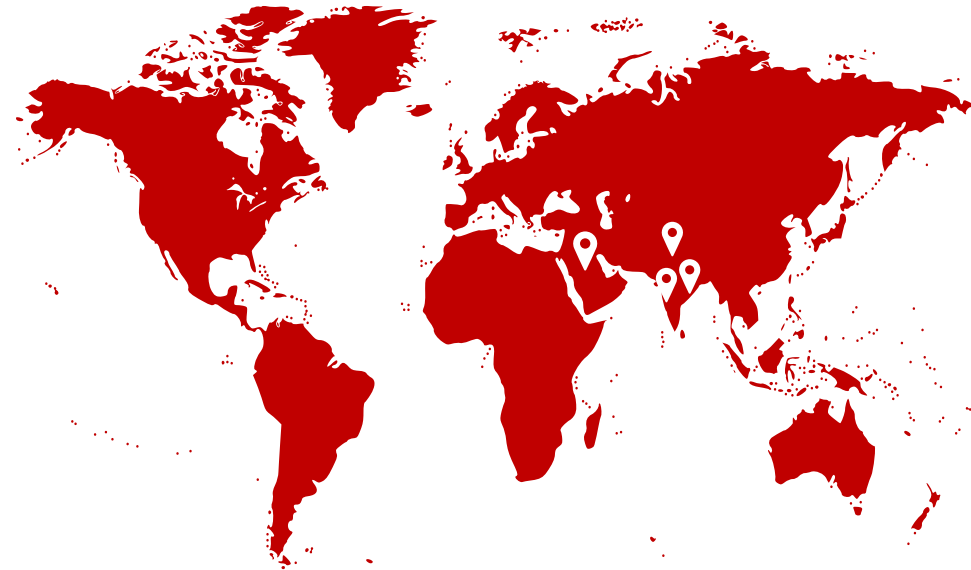
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