



**ACQUISORY**  
*Your Growth, Our Business*

**M&A Advisory Services**

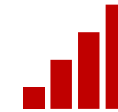
We help clients through the entire business continuum from identification of the problem, to solution, to implementation.



**200+**  
professionals



**Established**  
in **2010**



**Services spanning**  
entire deal  
continuum



**250+ man years** of  
experience of  
leadership team

Dubai  
Mumbai  
Delhi-NCR  
Bengaluru



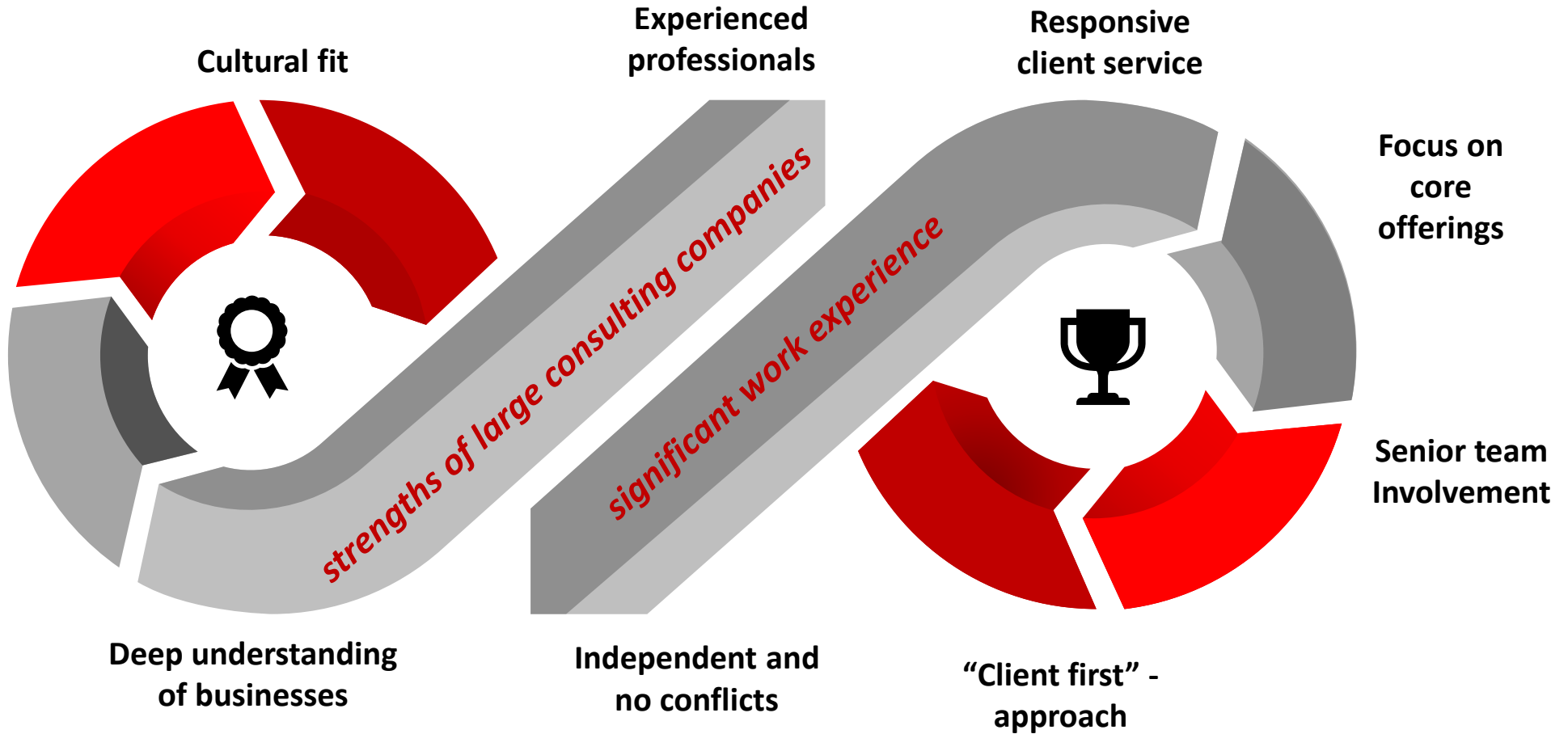
**Offices at Delhi-NCR,**  
**Mumbai , Bengaluru & UAE**  
**(Dubai)**



**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**

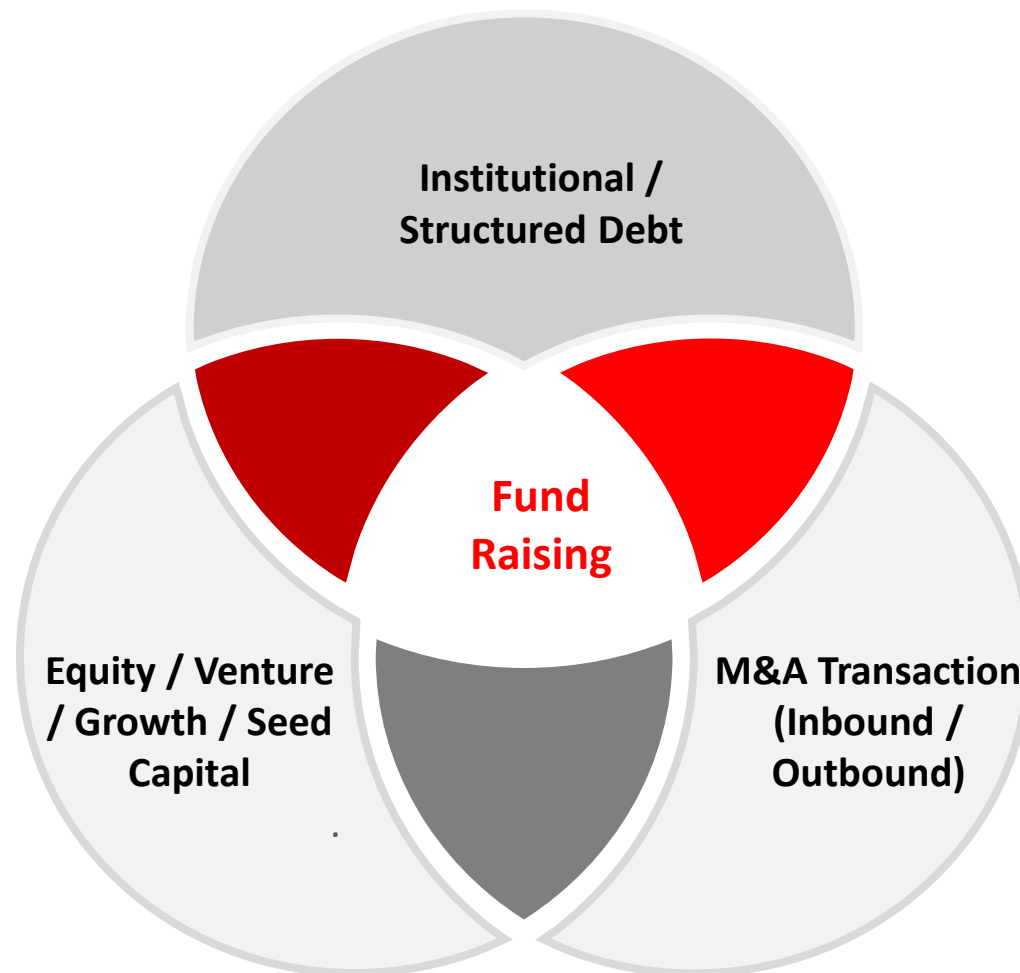
**Post Investment**

- ▶ **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**



**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**

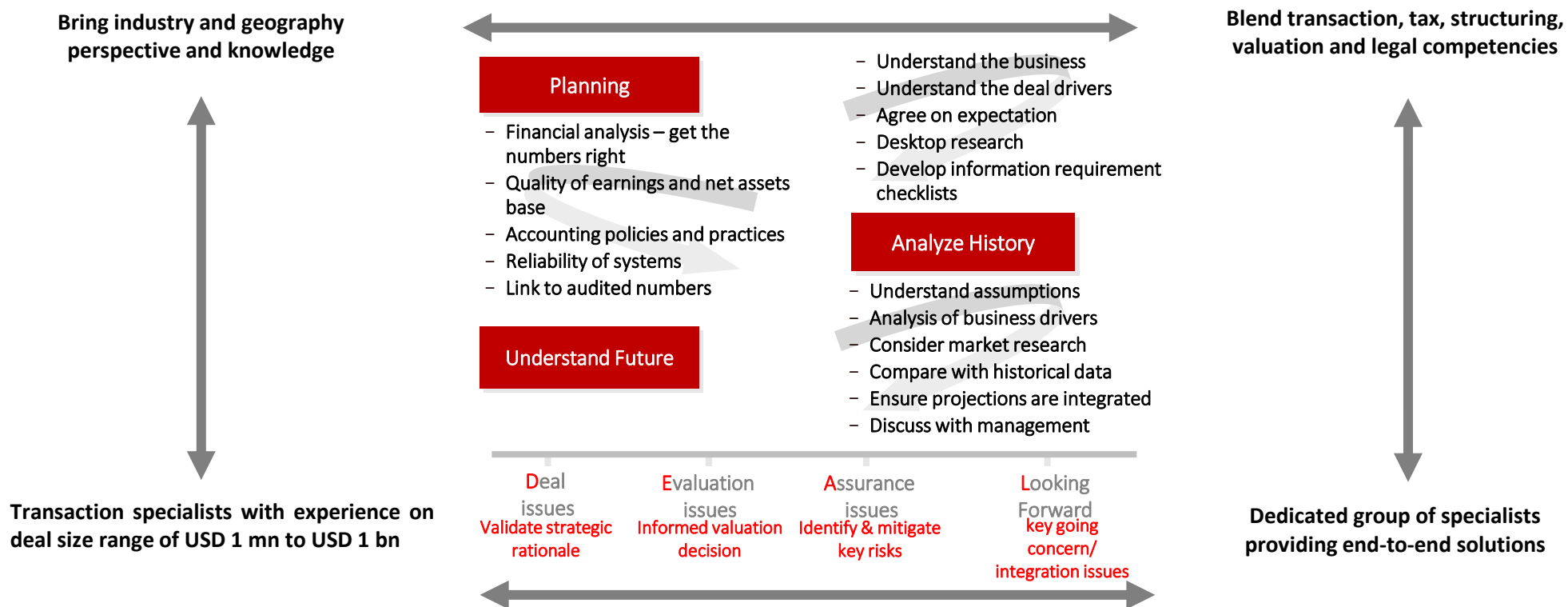
Our M&A Advisory team works with private equity firms, hedge funds and strategic corporate acquirers to identify and maximize value at every point in the transaction lifecycle.

- Identify Opportunity
- Due Diligence
- Negotiation
- Final Documentation

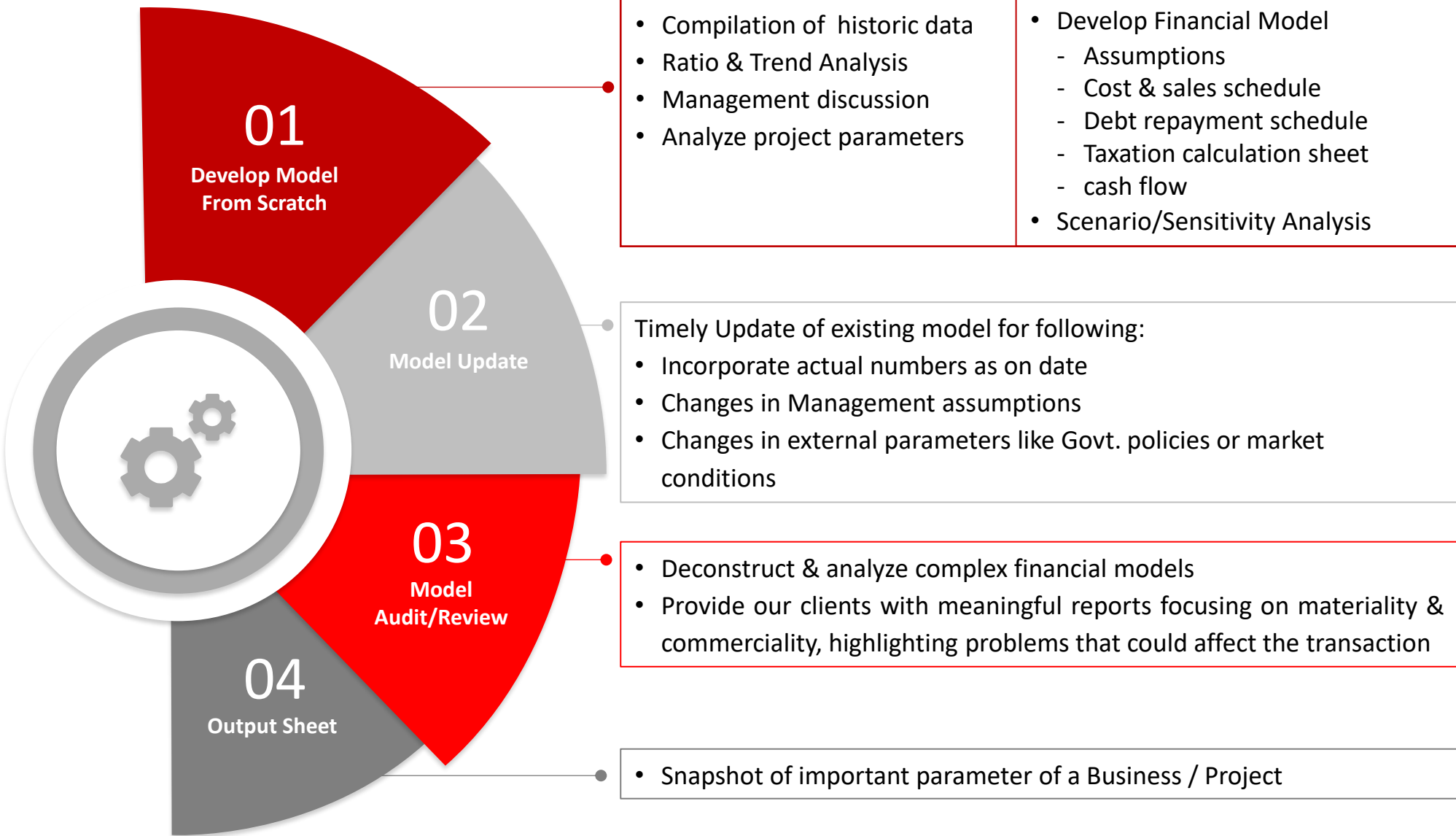
We keep ourselves focused on synergies in business and the overall environment in which the business operates to arrive at a viable merger option. At Acquisory we provide the following categories of due diligence consolidated in one report:

- 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*).

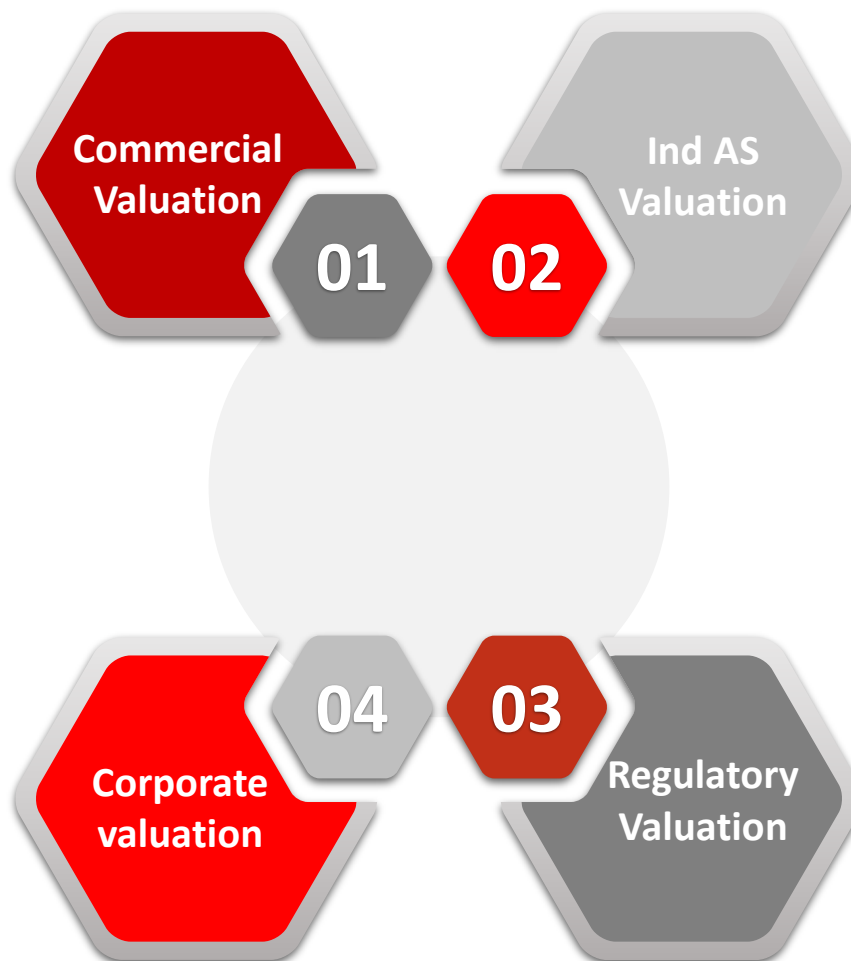






- Business Valuation for share purchase, investment, fund raising, spinoff, restructuring, merger/demerger SWAP ratio etc.
- Intangible Asset Valuation
- Intellectual Property Valuation
- Brand Valuation
- Fund Valuation – Valuation of Portfolio Companies (marked to market)
- Valuation of Customer Contracts
- Litigation Valuation
- Fairness Opinion

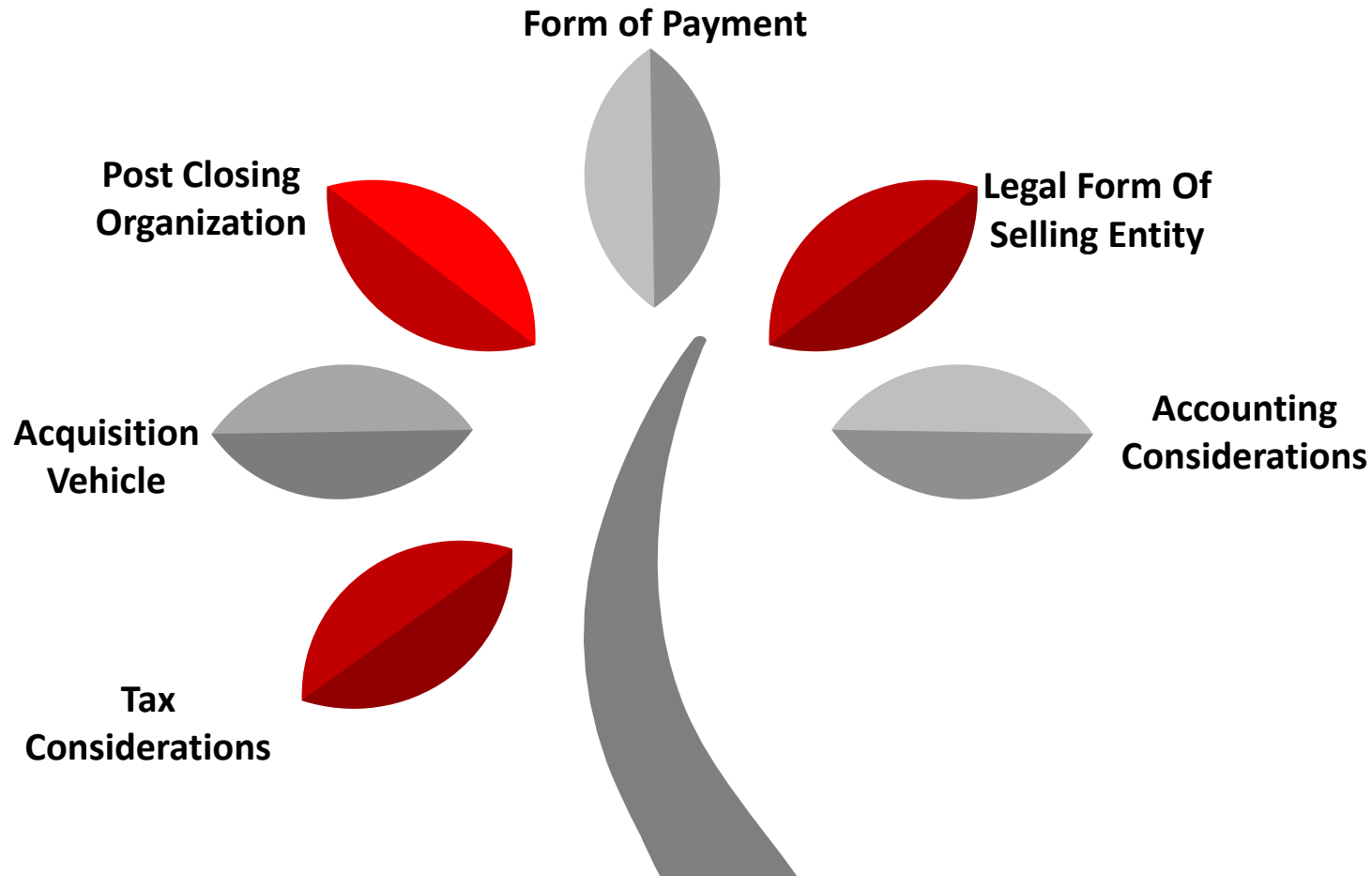
- Business Plan
- Financial Modelling
- Model Validation
- ESOP's
- Complex Structuring



- 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.*



**Key Components Considered While Deal Structuring**

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  
Kantar-Gruppe



IndusInd Bank



Deutsche Bank



**Sumchit Anand**

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

**Krishan Goyal**

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

**Kinnari Gandhi**

Qualification – CA  
Experience – 20+ Years

**Varun Kohli**

Qualification – CA  
Experience – 17+ Years

**Puneet Batra**

Qualification – CA  
Experience – 15+ 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**

**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



# 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

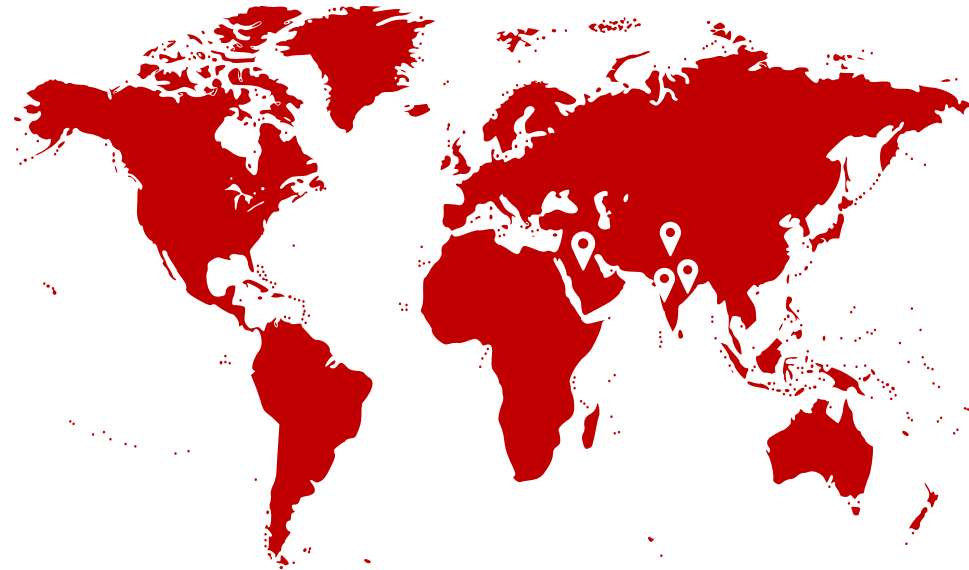
102, 1st Floor, Naman Centre, BKC,  
Near MMRDA Parking, Bandra East,  
Mumbai City, Maharashtra, 400051  
T: +91 22 68648100  
Fax: +91 22 68648132

## 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](http://www.acquisory.com)

Email us at [info@acquisory.com](mailto:info@acquisory.com)

