



ACQU**SORY**
Your Growth, Our Business

Internal Audit 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.





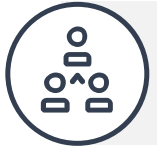
Locations

4



Directors & Principals

15



Professionals

175+



Clients

500+



Services

25+

OUR FOCUS

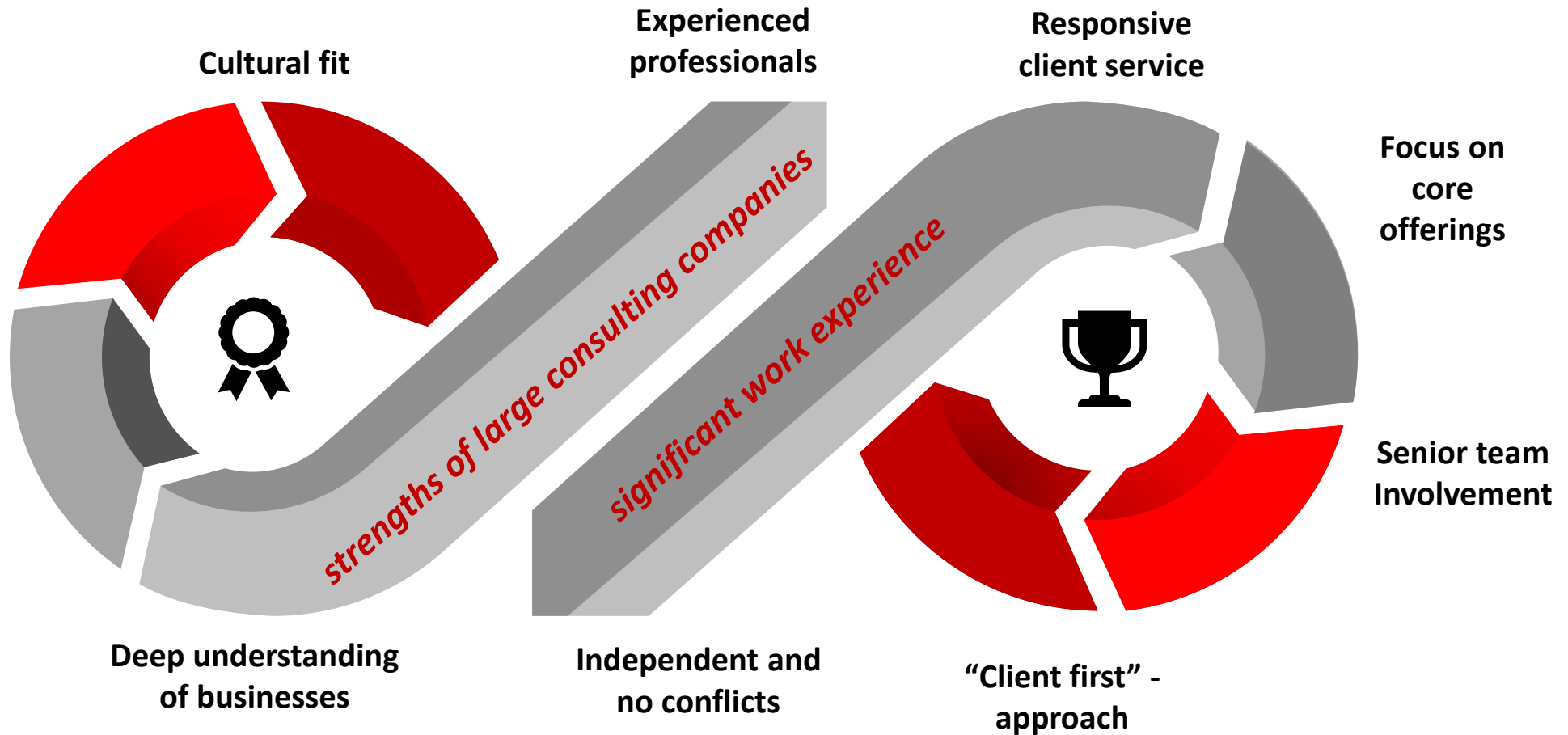
Acquisory assists clients ranging from global enterprises to small and middle market companies that are both publicly held or privately owned, as well as large, mid and small-cap private equity firms, corporate management and boards of directors.

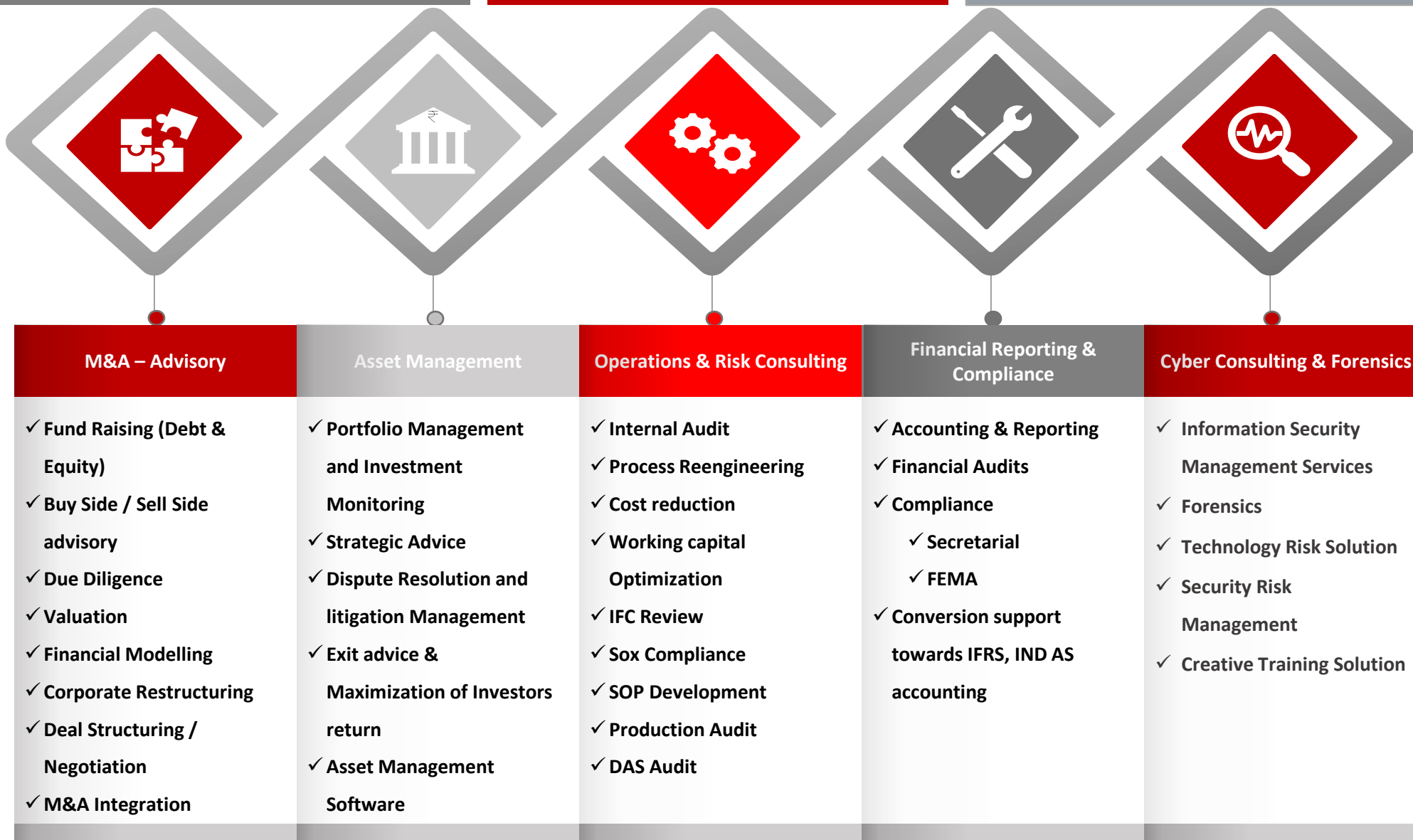
We provide specialist advice for a range of sectors. A personal, partner-led approach, with rich experience have taught us that an understanding of the business, structure and practices of our clients' industries is critical to providing the services our clients' need to reach their goals.

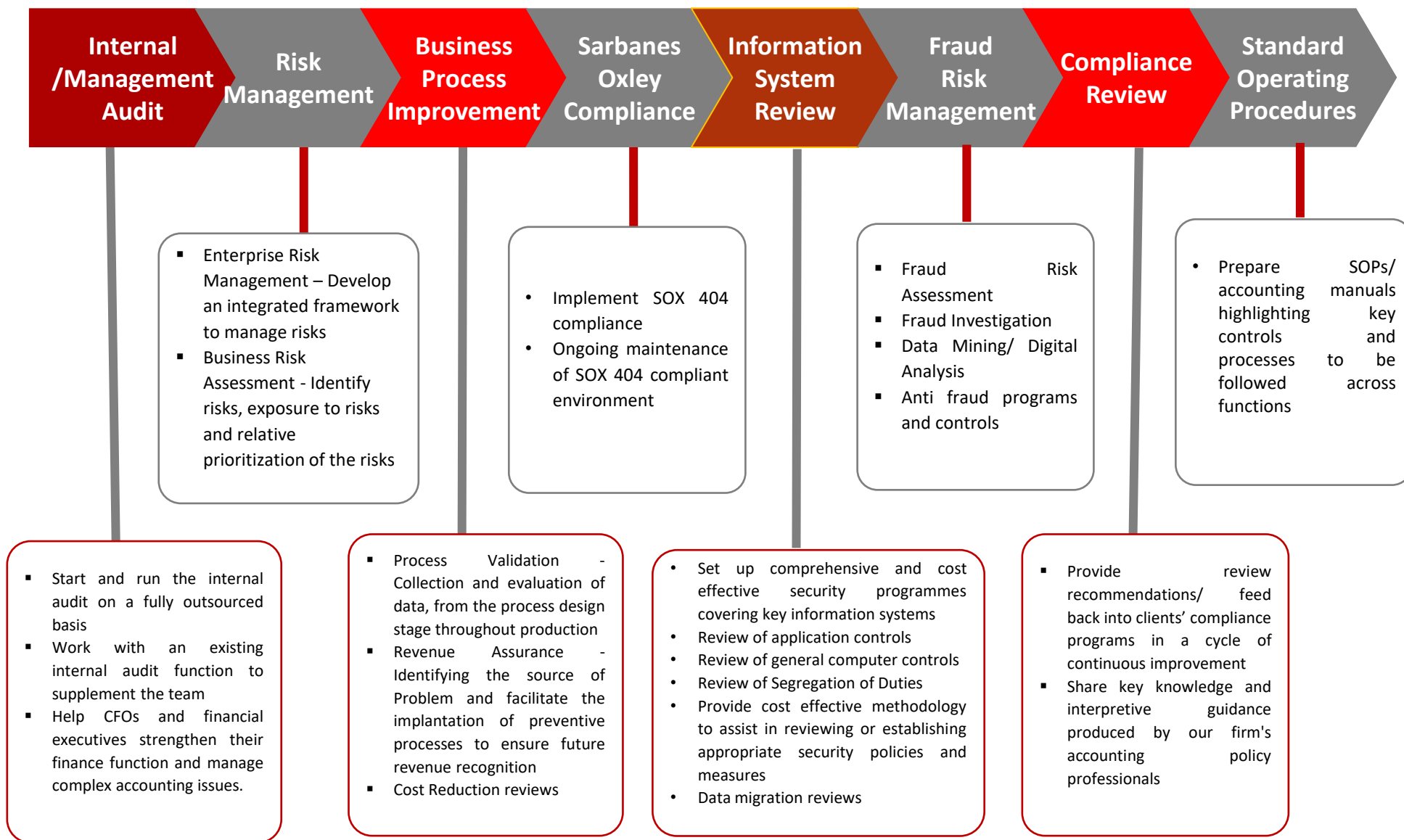
- Real Estate & Infrastructure
- Private Equity
- Manufacturing
- Retail
- Media and Entertainment
- Telecommunication
- Healthcare and Hospitals
- Consumer Products
- Hotel, Hospitality and Leisure
- Education
- Start-ups
- Services

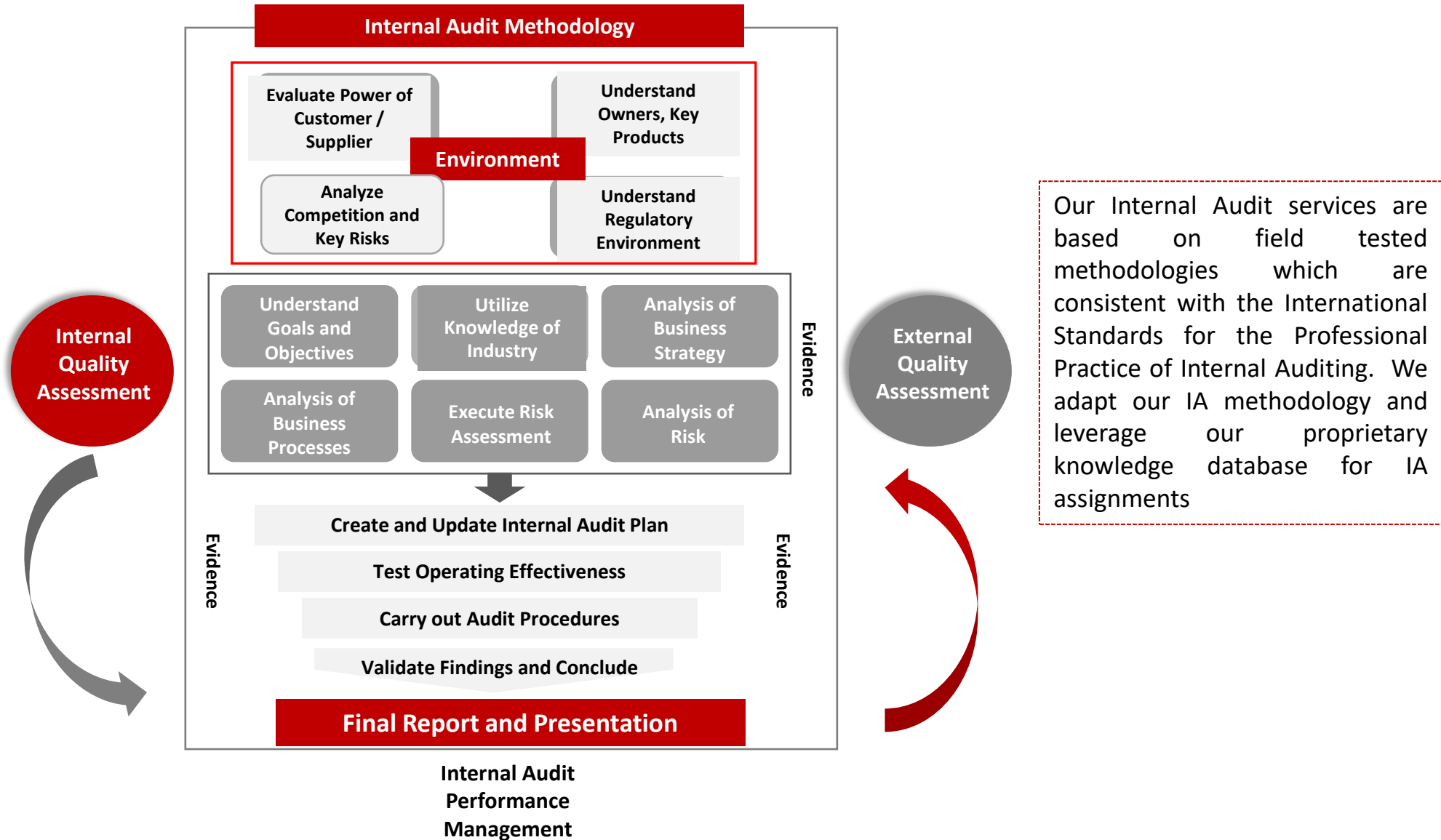


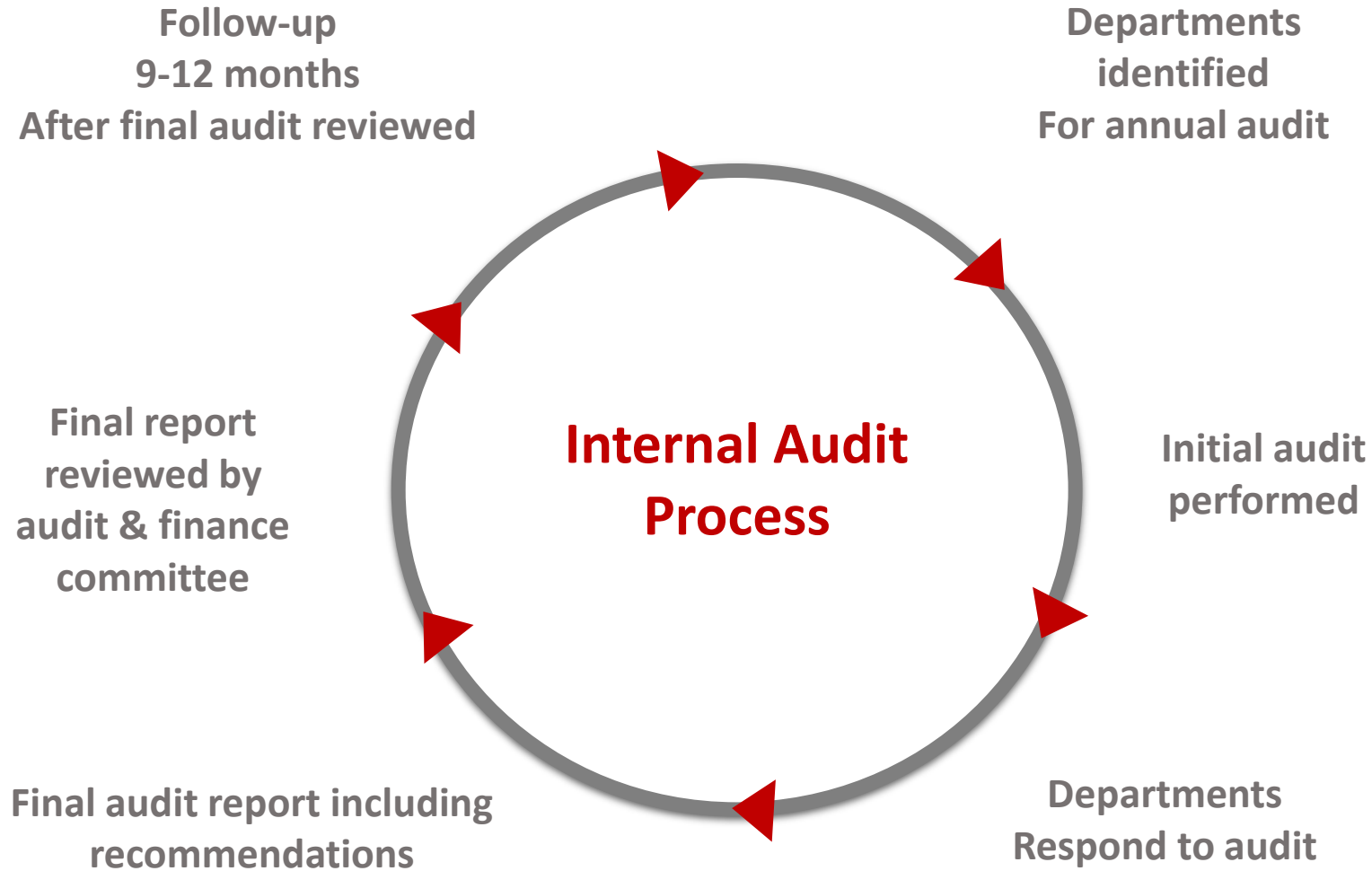
Acquisory fills a unique and valuable position in the market, as depicted below. We bring a unique blend of knowledge and experience to the table which combine the focus, dedication and independence of a boutique firm, with the methodologies & deep skill-sets of the Big 4.



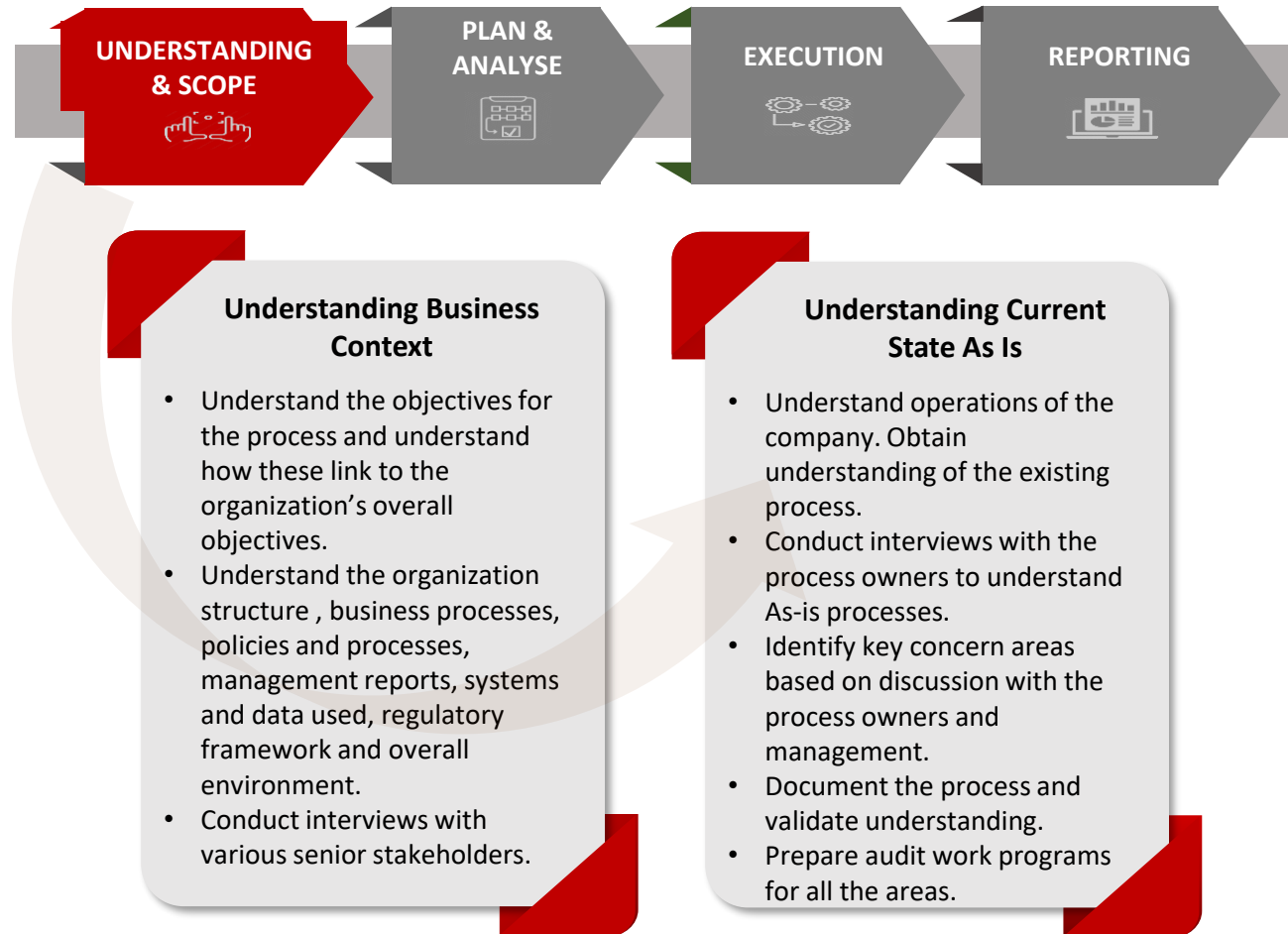




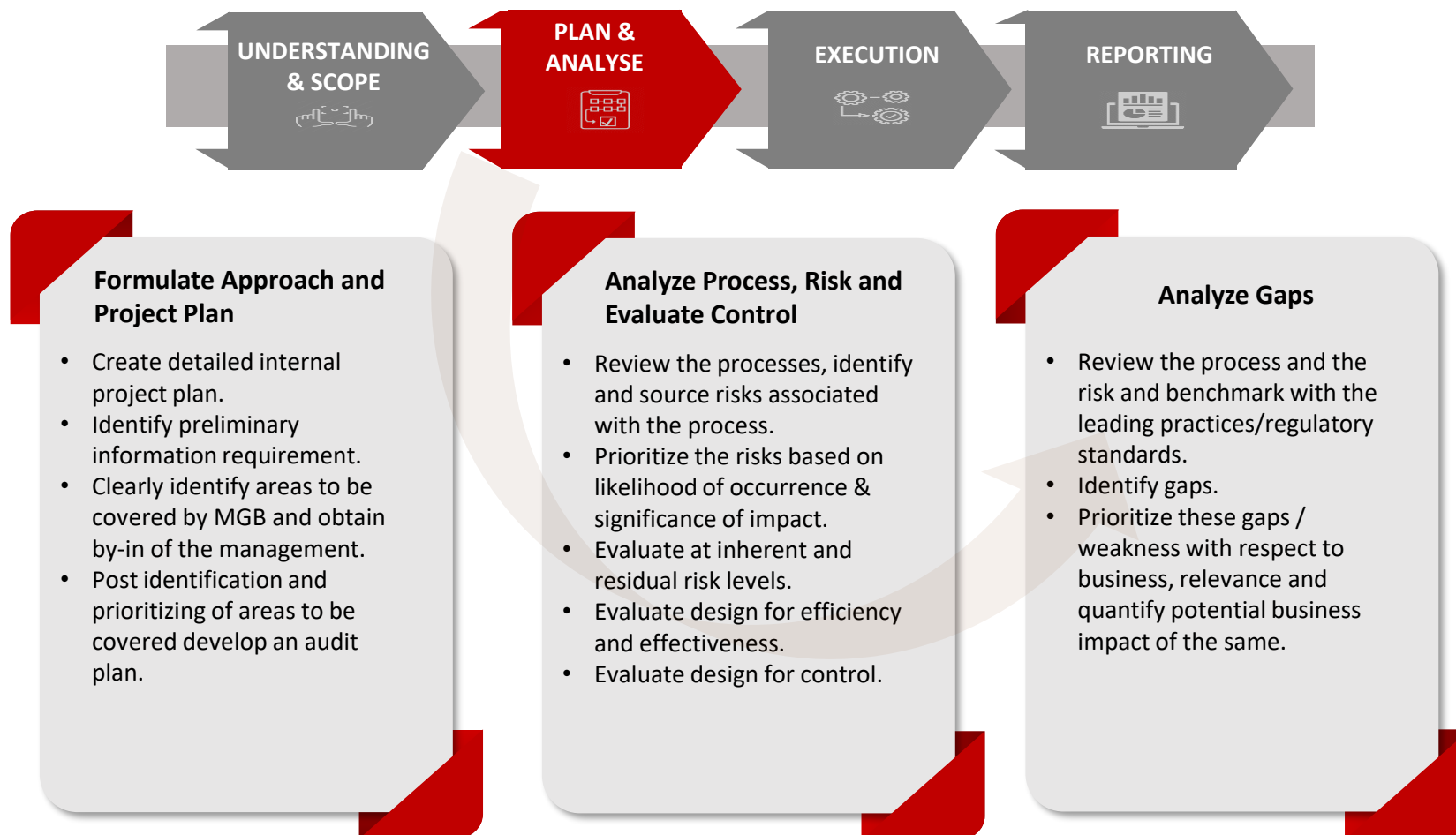




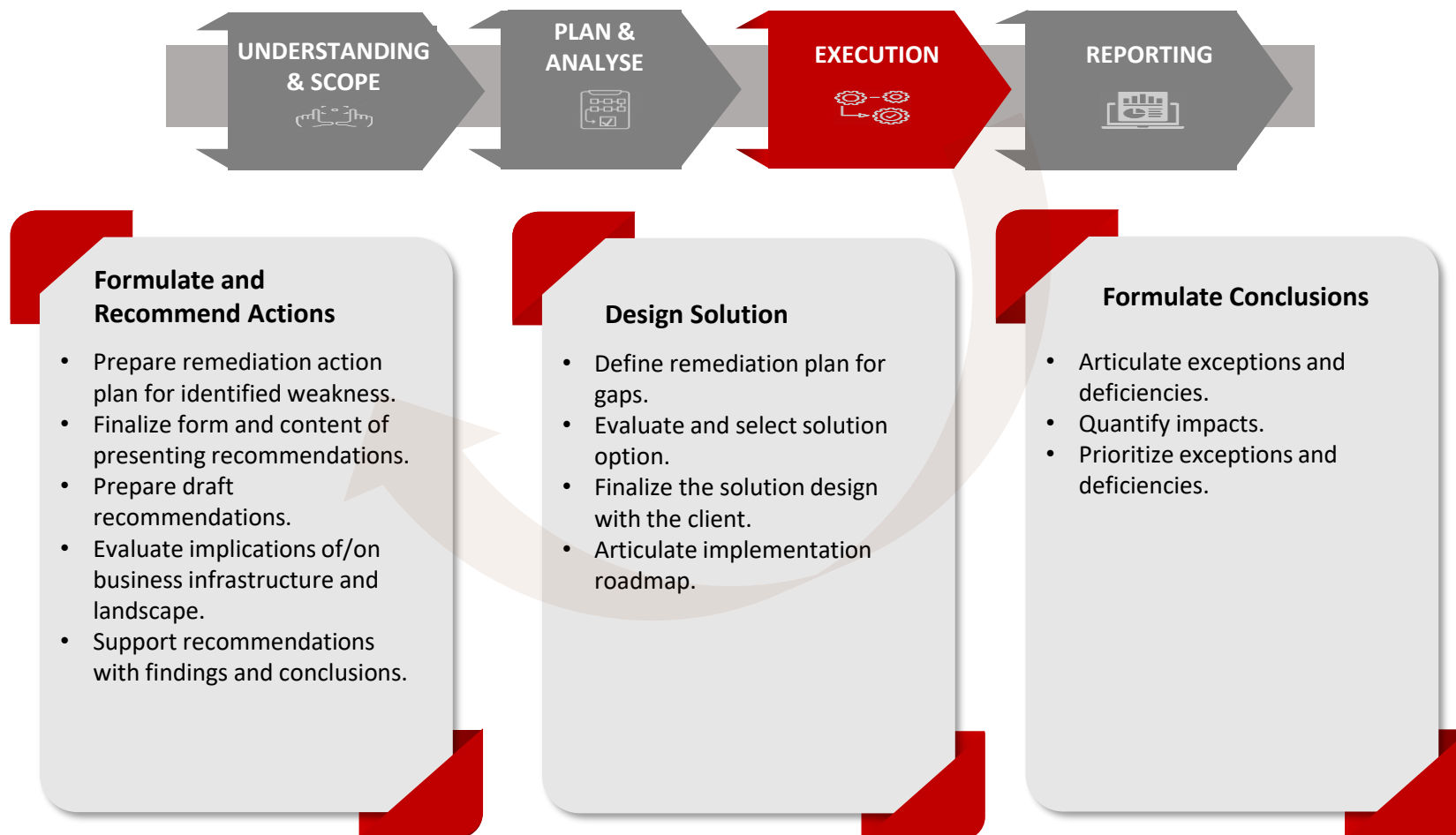
Acquisory provides independent, objective assurance and consulting activity designed to add value and improve an organization's operations. It helps an organization accomplish its objectives by bringing a systematic, disciplined approach to evaluate and improve the effectiveness of risk management, control, and governance processes.



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- *We are committed to exceeding Company's expectations for their internal audit department. To do that, we want to ensure we understand your expectations.*
- *We believe that Acquisory can assist the company in meeting their needs using our proven methodologies and frameworks as well our experienced personnel who are familiar with similar assignments.*

Finalize Deliverables

- Prepare deliverables
- Review and finalize report / deliverables with client / stake holders.
- Present report to Senior Management, discuss findings and obtain management acceptance and proposed action plan for all.
- Make presentations to the audit committee.

Observation and root cause

Process ☒

System ☐

People ☒

SAMPLE

Department

Rights Assigned

Date

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Executive Summary (1)

Overall control environment of the company w.r.t. scope covered and processes under review requires significant improvement in terms of documentation and adherence to defined policies and procedures. During our review we observed minor improvements in all the processes weaknesses or internal audit points highlighted during earlier reviews. Process owners are not taking any initiative towards mitigation plan of highlighted issues, rather they are continuing with the existing processes.

Production: Production is the back bone of any manufacturing business. Weak planning and monitoring of production may lead to significant business and financial loss to the company. Accordingly, it is important to have an structured production process, with requisite controls built into that. We noted significant improvement opportunity in current production process of the company. Key issues include:

| S.N. | Process Weakness | Implication | Risk |
|------|------------------------|-------------|------|
| 1 | Weak monitoring | | |
| 2 | Lack of control | | |

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1. Process for Production Planning needs to be Strengthened

Observation and root cause

Process ☒

System ☒

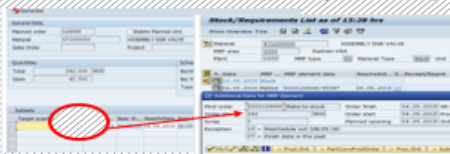
People ☒

Existing Process: Monthly sales plan from sales team is received by the IT team, basis which, daily production plan is prepared in excel and uploaded in MRP at the beginning of each month. Daily actual production plan is agreed in daily PPC meeting and posted on dash board at production floor and monthly production plan is converted in MRP. Past actual production, planned orders are converted in MRP and then confirmed in MRP (with actual production).

Review of the production planning process, we noted following issues:

Process Risks:

- Manual monthly planning:** Currently, monthly production plan is prepared in excel sheet and then uploaded in MRP. The same is not auto populated based on sales scheduled defined in MRP.
- Plan vs actual analysis not conducted:** We understand that, planned production numbers for the day is agreed in PPC meeting. The planned numbers are not documented in MRP or in excel sheet at respective production lines. Further, plan vs actual analysis of production is not conducted either in MRP, excel or production dash board.
- Planned quantity amended to match actual quantity:** After actual production during the day, planned quantity in MRP is amended to match with actual production quantity and the same is then confirmed in MRP. Sample MRP screenshot is as below: (Please refer annexure 1.1)



Risk Category

High



Implication

Financial ☒

Compliance ☐

Operational ☒

Recommendation

Management Response



This section provides the risk rating framework for each observation and audit area:

- **Rating Score Matrix** – Each observation will be provided a rating score on the basis of its likelihood and consequence / impact:

| Parameters | High | Medium | Low |
|-----------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------|
| 1. Inappropriate Design of Control or System deficiency | Significant Design Deficiency with no mitigating controls | Significant Design Deficiency with mitigating controls but may' lead to impact | Significant Design Deficiency with mitigating controls but may' lead to impact |
| 2. Non-Compliance to Company's policies or Ineffective operation of control | Significant instances which 'may' lead to financial impact | Numerous which 'may' lead to financial impact | Occasional cases of Non-compliance of policy/control which 'may' lead to financial impact |
| 3. Non-Compliance with Statutory/Regulatory Requirements | <ul style="list-style-type: none"> • Issues impacting quality of product • Specific or general penal provisions involving high financial impact | Specific penal provisions or general penal provisions with moderate financial impact | Specific penal provisions or general penal provisions with lower financial impact |







- Acquisory Consulting LLP ranked in the top 5 amongst 25 Top Transaction Advisors on 'Venture Intelligence League Tables' for CY 2023
- Acquisory received the Indian Achievers' award for "Promising MSME – 2022"
- Acquisory received the Indian Excellence Award for "Best M&A Advisory Firm – 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



**Divya Vij**

Qualification - CA

Experience – 20+ Years

**Krishan Goyal**

Qualification - CA

Experience – 18+ Years

Registered Valuers- IBBI

**Kinnari Gandhi**

Qualification – CA

Experience – 18+ Years

**Puneet Batra**

Qualification - CA

Experience – 15+ Years

Contact us



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Visit us at www.acquisory.com