

*Celebrating 15 Years of Learning & Growth*



# Financial Reporting, Accounting & Corporate Compliances **Services**



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

# About Our Company

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



Established in 2010



Services spanning entire deal  
continuum



200+ professionals



250+ man years of  
experience of leadership  
team



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



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

## Significant work experience

Responsive client service

Focus on core offerings

Senior team Involvement

“Client first” - approach

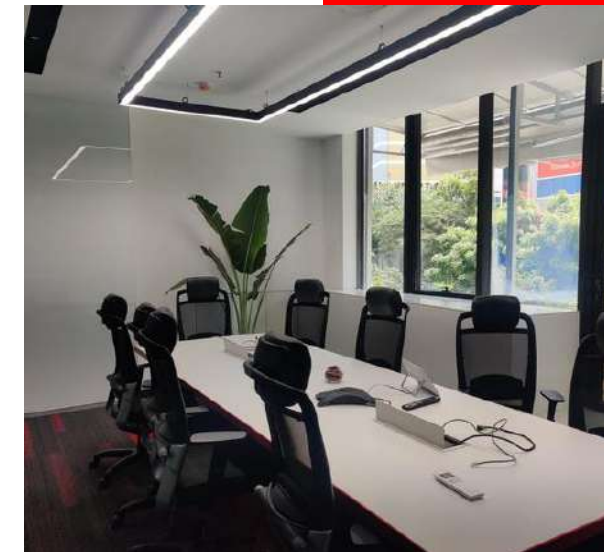
## Strengths of large consulting companies

Independent and no conflicts

Experienced professionals

Deep understanding of businesses

Cultural fit





# Compliance Management & Legal Support Services (Slide 1/2)

## Our Process



- Our Compliance and Legal services are the solution to support our start ups, private equity, Banks / NBFC clients in meeting their objectives of maximizing returns and ensuring compliances.
- 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 by ensuring necessary compliance checks and balances.**

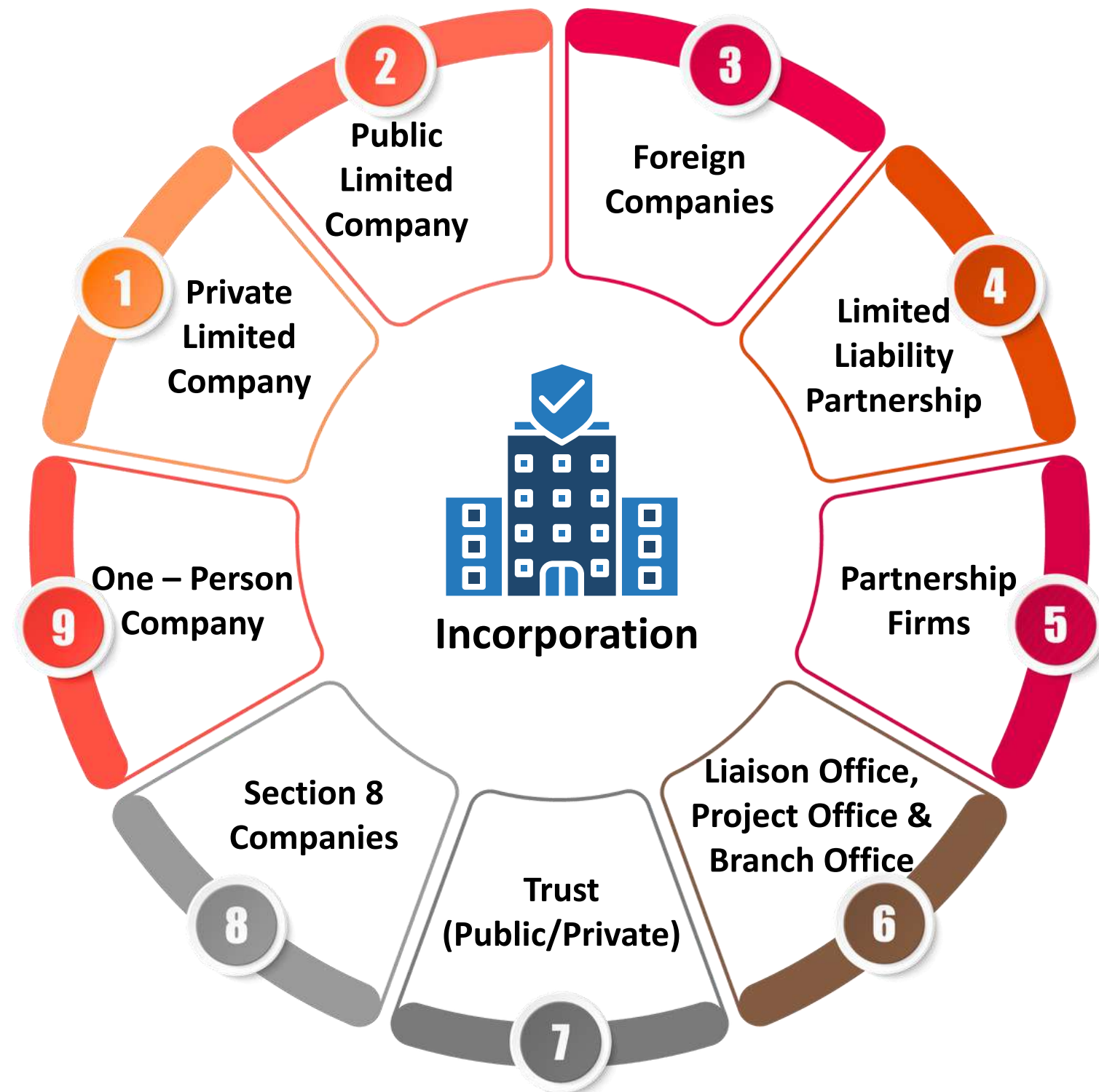
# Compliance Management & Legal Support Services (Slide 2/2)





## Business Initiation - Service Portfolio

When starting a business, one of the most important choices to make is the structure of the entity, since this determines the ease of functioning of business and the nature and quantum of compliances required.



# Corporate Compliance - Service Portfolio

## Corporate Compliance Management

**1**

### Governance

- Ensuring compliance to time bound filings with respect to Companies Act, 2013 and FEMA including fund infusion.
- Setting up of timelines for necessary filings as & when required.

**2**

### Advisory

- Advising on options to initiate business in India by incorporating a legal entity.
- Routes to make Foreign Direct Investment in India (Automatic/Approval).
- Other Company law matters, Trust matters, Corporate restructuring as requisitioned.

**3**

### Inspection and Investigation

- Conducting Corporate Secretarial and Legal Due Diligence, issuing a detailed report and remedial measures, if any required.
- Preparation of ROC search report.
- Public inspection of ROC records.

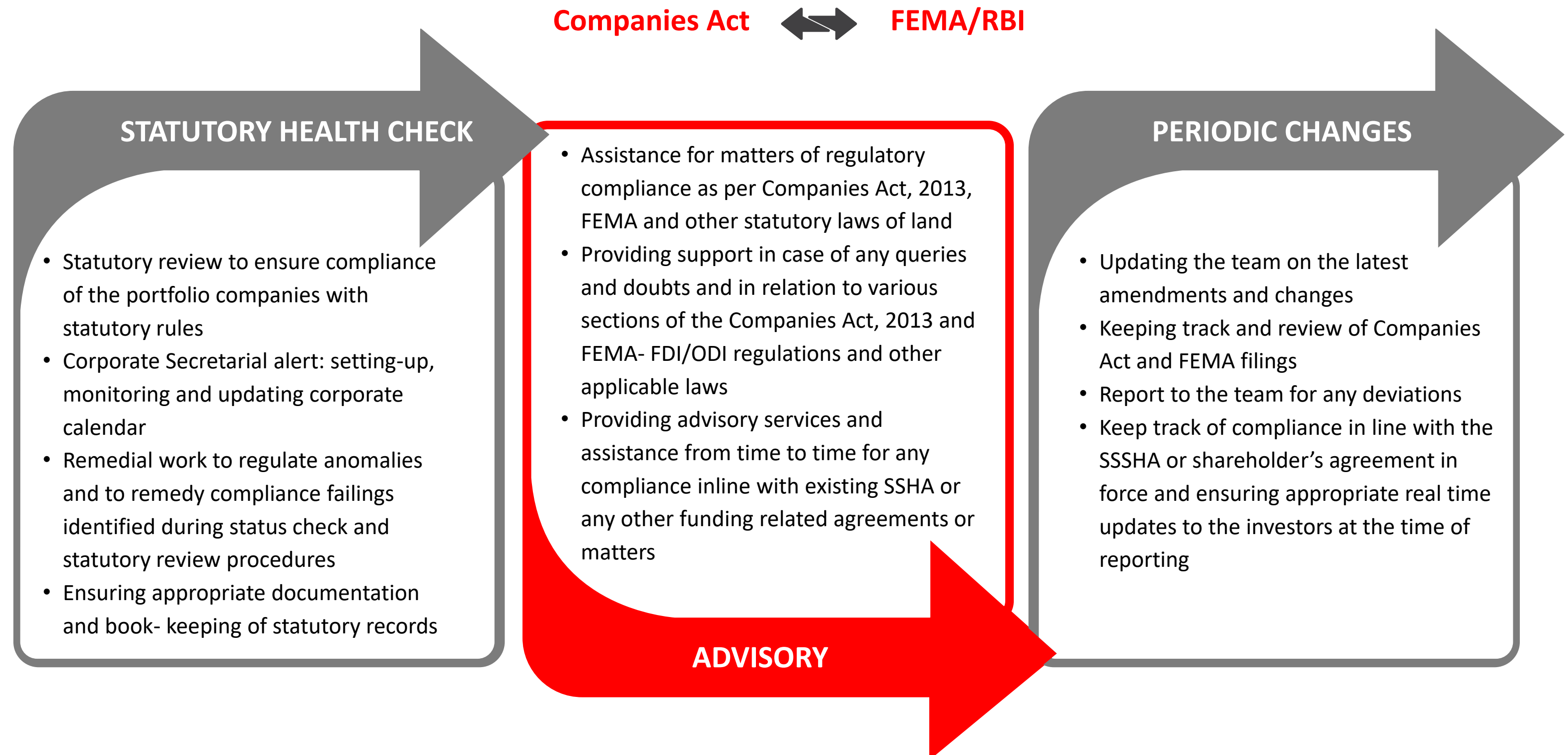
**4**

### Regulatory approvals & Compounding

- Filing & closing of compounding application for any existing noncompliance in respect to Companies Act, 2013 and FEMA/ RBI matters
- Filing of application for regulatory approvals under various applicable sections of Companies Act, 2013 as & when required.

# Corporate Secretarial Advisory - Service Portfolio

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 / environment.





# Routine Corporate Secretarial - Service Portfolio



## Corporate Compliance - Companies Act

- Maintenance of statutory records as per Companies Act 2013 i.e., Board papers (Notice, Agenda) of meetings; Board Minutes; AGM; Filing of Forms with ROC; Annual Returns; Statutory registers; Auditors appointment;
- Event based filings i.e., Change in registered Office within the same state; Issue of share capital; Change in the management (resignation, removal and appointment of directors) etc.
- Preparation and Maintenance of compliance calendar; to review, monitor and update the secretarial compliance on quarterly, half yearly and annual basis of all type of Companies and LLPs
- Keeping check on Secretarial compliances and other related compliances and aiding for regulatory compliance viz; Annual compliance, funding matters, event-based compliance, corporate restructuring, change in management, etc.



## FEMA

- Ensuring compliance to time bound compliances with respect to reporting of foreign direct investment and issue/ transfer of shares in Form FC-GPR and FC-TRS respectively under Automatic/ Approval route;
- Setting up of compliance calendar for due dates with respect to necessary filings as & when required for reporting of allotment/ transfer of shares in respect of foreign direct investment in corporate entities;
- Following up with RBI/ Authorised Dealer Bank for timely approvals with respect to the filings made in order to avoid LSF (Late Submission Fee);
- Assisting in statutory audit for the records required by the statutory auditor for the FEMA compliance done by the Company.
- Ensuring ODI/ ECB compliance and draft documents, file ODI/ ECB Forms, Liaison with AD bank and RBI and filing of monthly, quarterly and annual reports thereof



# Corporate Regulatory - Special Actions



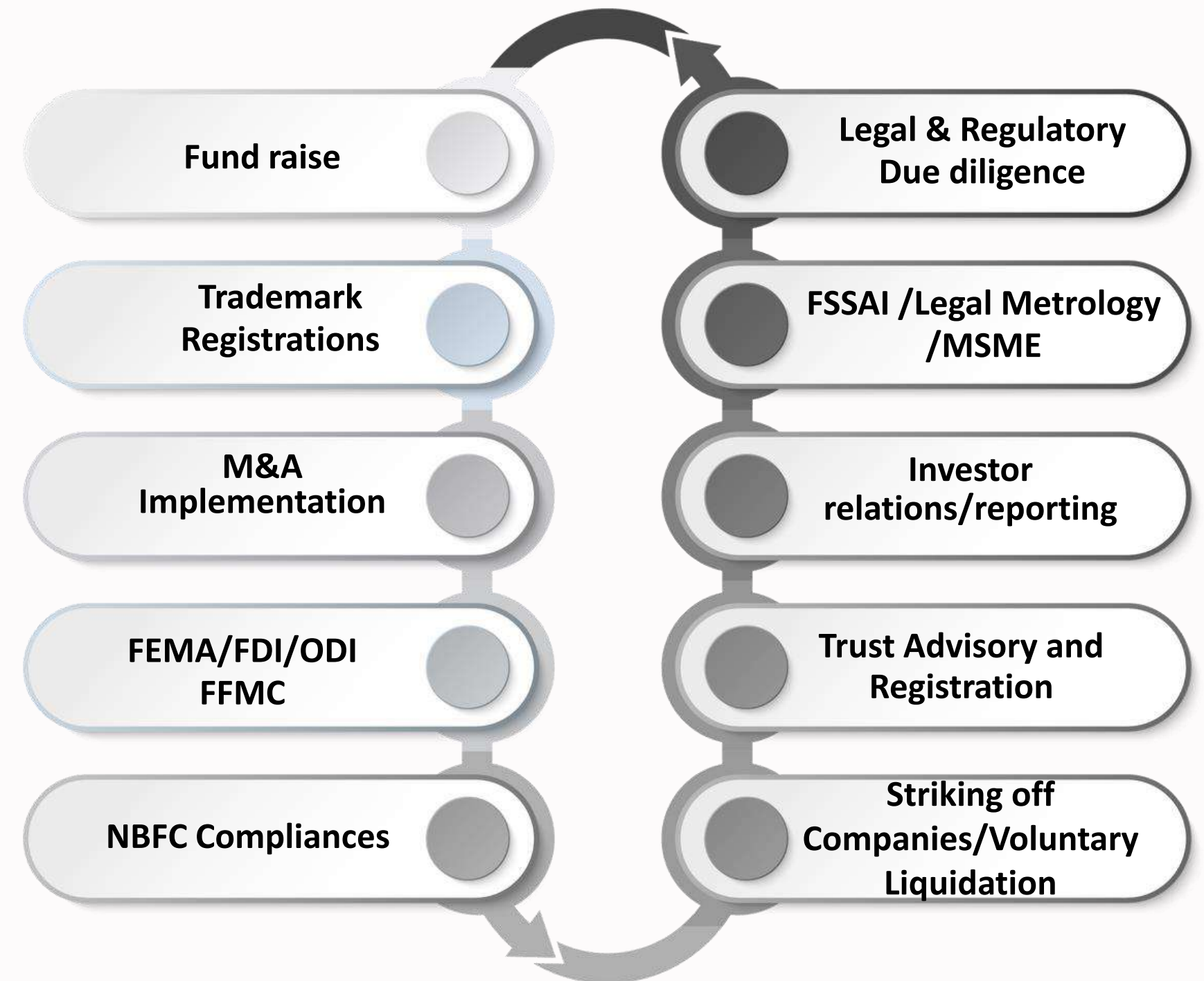
We specialize in advisory and process implementation on all corporate actions including fund raising and investment cycles for startups, NBFC Compliances, Postal ballot transactions for listed companies and Capital structuring matters including ESOP management and advisory



We assist investors and fund houses in making an informed decision while investing in an entity by helping with the entire legal, RBI Compliance (for NBFCs) and regulatory due diligence and commenting on possible risks and advising risk mitigants



We offer end to end solutions for turnkey restructuring exercises and M&A transactions, Fast Track Mergers/Demergers involving NCLTs, RBI, SEBI, Regional Director and MCA involving strategic planning, valuations, documentation and regulatory advisory support and representations





# Legal and Compliance - **Scope of Services**



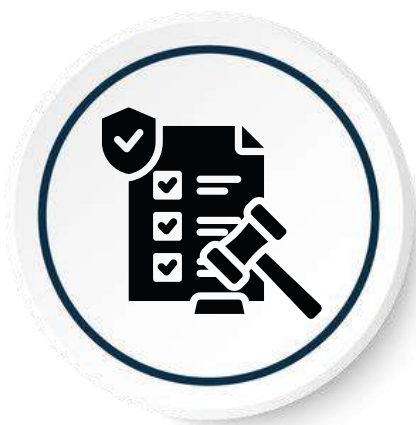
## **Routine Secretarial - Advisory and compliances**

- Assisting in ensuring of Board and Shareholder's Meetings Notice/Agendas of Company with respect to relevant filings and matters in line with the SSSHA/agreements
- Advising and completing the day-to-day compliances of the Company with respect to Companies Act, SEBI and RBI, FEMA and Stamp duty.
- Monitoring Compliances on day-to-day basis and escalating to company about anticipated issues and sharing weekly report on compliance status



## **Investment and Exit Compliances**

- Assisting in ensuring the compliances with regard to the specific transactions with Investee Companies
- Holding timely discussions with the CS/Legal team of the Company in ensuring that the compliance processes are being carried out in timely manner
- Coordinating with the administrator team for documentation of CP's and other documents of investee companies
- Monitoring and ensuring timely FEMA filings like FIRC, ARF & FCGPR filings

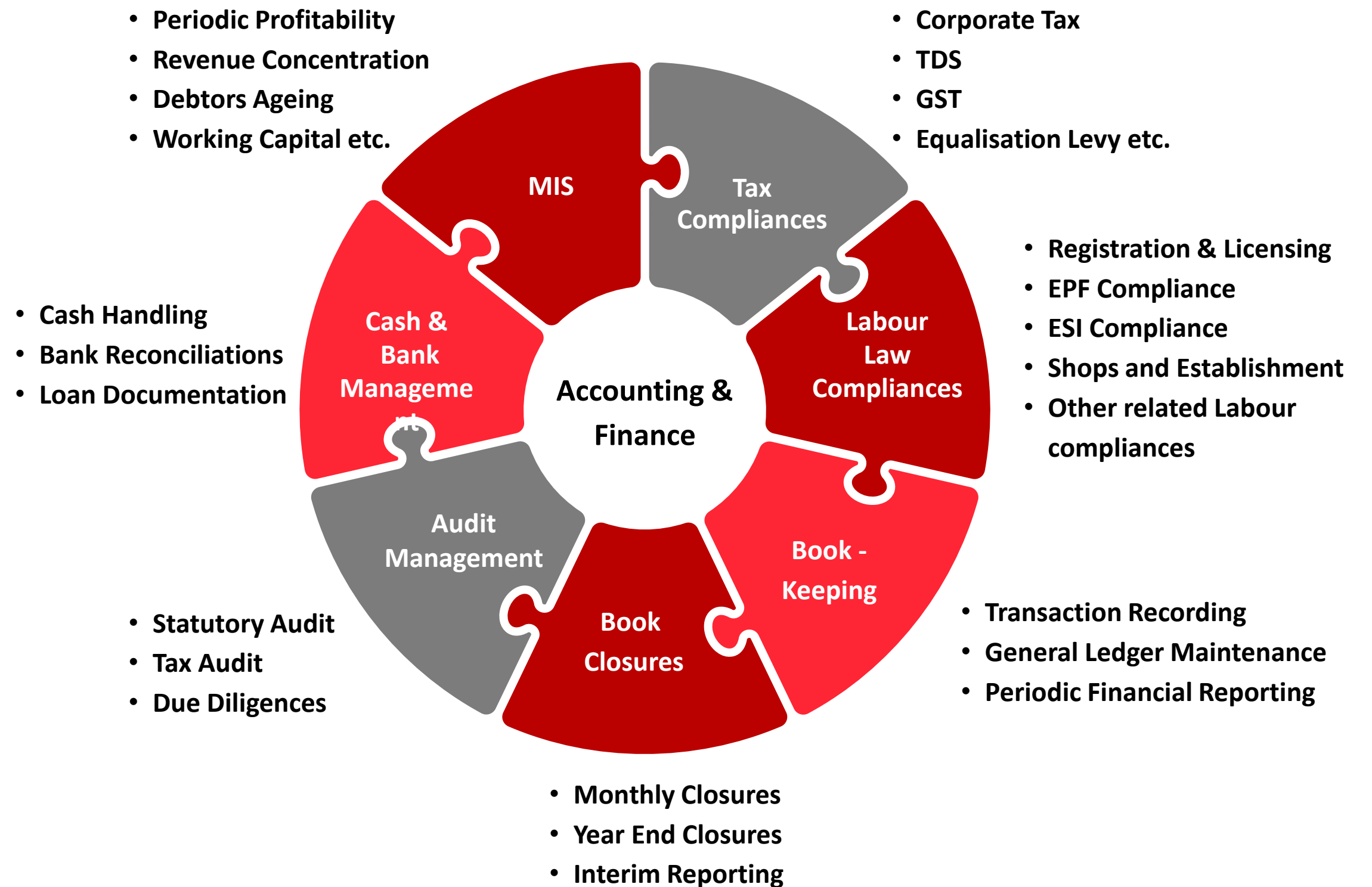


## **Corporate Actions - Legal Compliances**

- Analyzing all the transactional documents (including Shareholders Agreement and all other legal agreements and documents) and enlisting and ensuring compliances arising therefrom
- Evaluating and Advising on compliances on any new deals / transactions from legal and regulatory compliance standpoint
- Assisting in tracking, collating and ensuring compliances on Companies Act, SEBI and RBI/FEMA on event based corporate actions

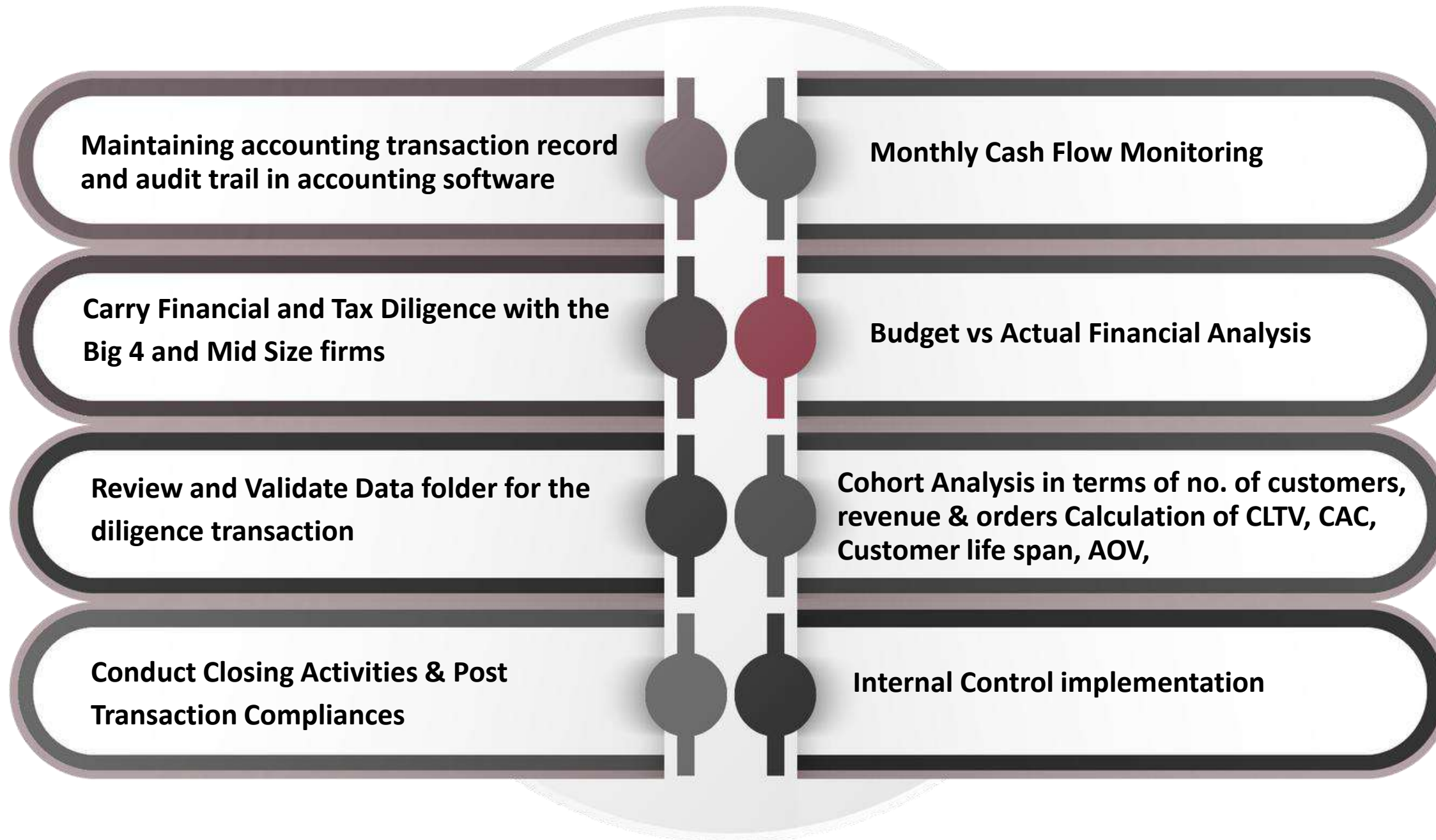
# Financial Reporting and Accounting - Key Focus Areas

For every Business be it a start up or established business, Financial Reporting and Accounts department is the key focus area as almost every other function revolves around it for any information, analysis etc. This makes it more important for this department to have smooth line of function so that information can flow easily through it. The key focus areas of any Financial Reporting and Accounts department are summarized in the graph showing left side:





# Integrated Financial, Tax, and Corporate Compliance Services

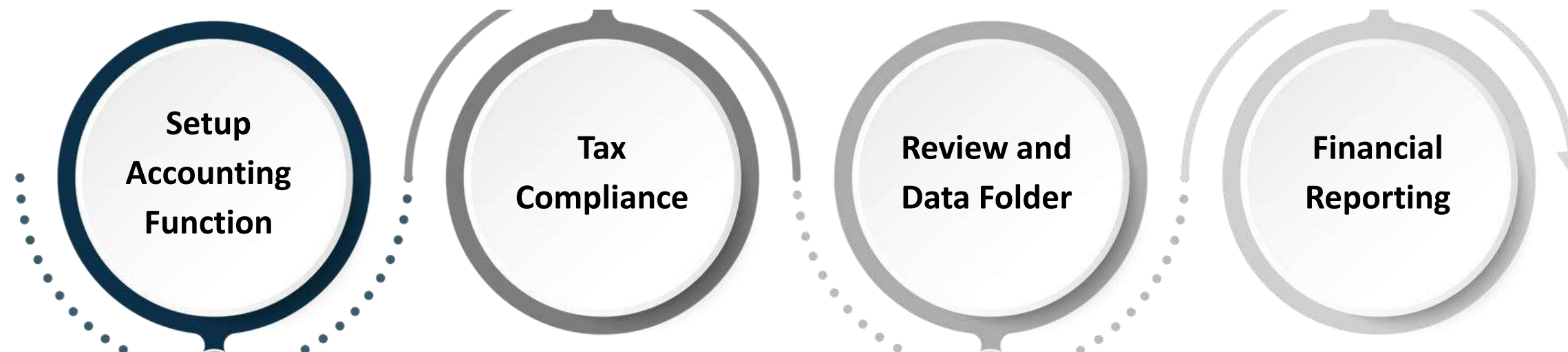


All things based on a good accounting systems that ensures information to be

- Reliable
- Relevance
- Easily understandable
- Comparable across business units and period to identify trends
- Accessible to map plans/budgets for efficiency
- Stored on the cloud accounting software
- Usability of the accounting software

# Where Acquisory can help? (Slide 1/2)

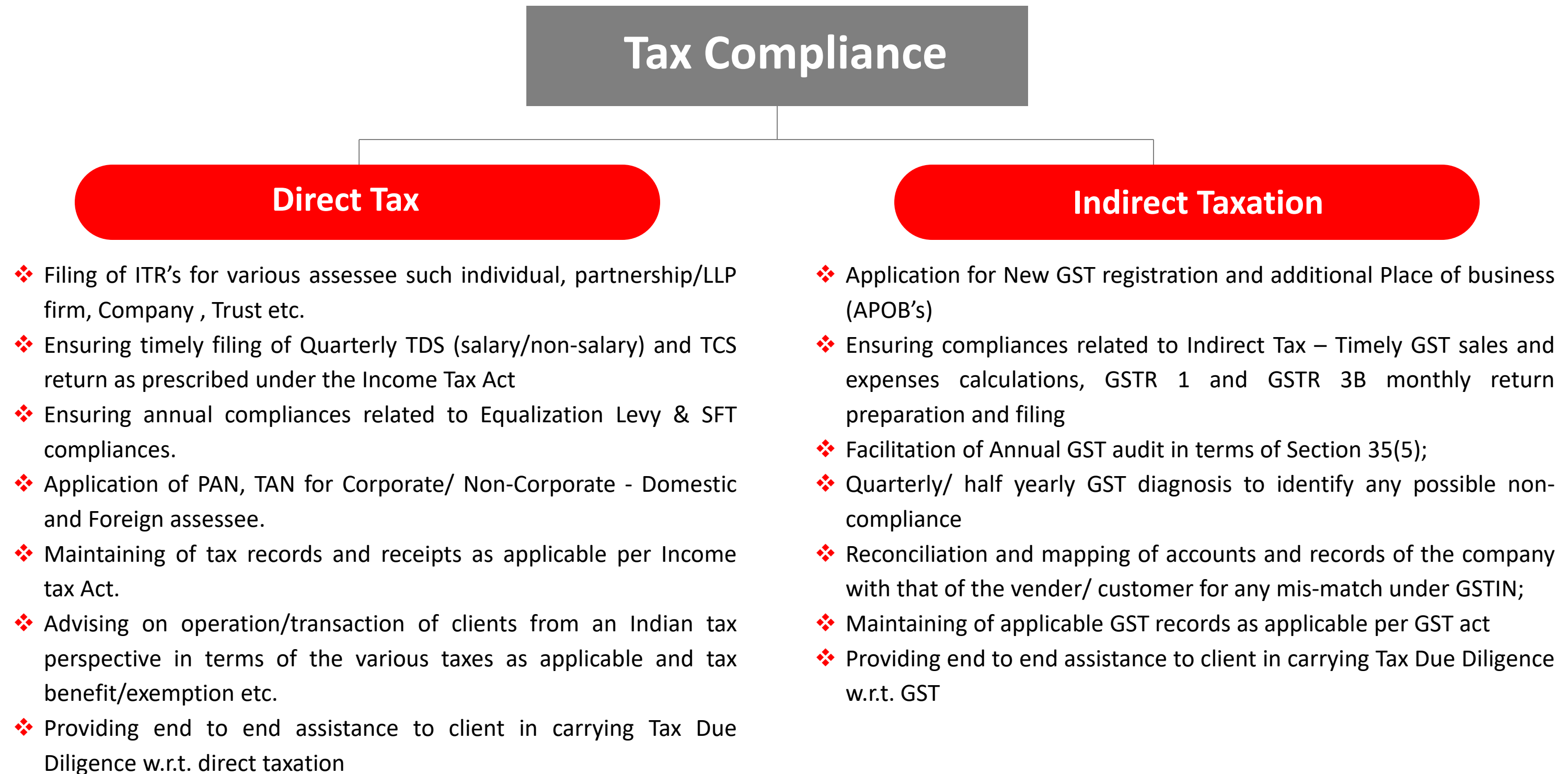
Our Financial Reporting and Accounting Support Services are designed to support clients right from initial set up of finance function, to support routine accounting / reporting requirements and to support any change management due to compliance with regulatory changes like GAAP, Taxation etc.



- We have a three Phased Approach:
  - **DEFINE**
  - **DEVELOP**
  - **IMPROVE**
- Dedicated / Part time accountant at client place
- Book-keeping of income, expenses, receipts and payments
- Bank reconciliation
- Develop and document monthly book closure checklists
- Payroll Processing
- Assistance in developing authority limits for expenses and payments
- Direct Tax Checklists – calculation, payment, return filling
- Indirect Tax - GSTreturn preparation, payment and return filling
- Equalization Levey
- Ensuring processing of PF, ESI, labour welfare fund, PT calculation
- Compliance Checklist
- Assistance in Tax Audit
- Review of accounting transactions
- Monthly Invoice
- Business Agreements
- Inventory list
- Cash flow / working capital monitoring
- Creation of BOM
- Margin Analysis - Mapping of Sales with Purchase
- sku-wise Sales and Purchase file
- Customized MIS
- Visits to client office by designated Manager
- Key Performance Indicators (KPIs)
- Profitability Statement
- Annual Financials per applicable Accounting Standards
- Assistance in statutory Audit
- Debtors Ageing
- Creditors Ageing
- Interim Reporting



# Where Acquisory can help? (Slide 2/2)



# Sample Deliverables of Financial Reporting

- Monthly sales dashboard including KPI's, capturing returns
- Same-store sales incl. discounts
- Take rates, MRR, AOV
- Review of fixed and non-recurring expenses, corporate salaries
- Channel-wise or Product-wise gross margin and contrition margin analysis
- Technical inputs on the MIS
- Monitoring Budget, monthly Cash Flow
- Cohort Analysis, Channel-wise LTV
- Balance sheet, Cash Burn analysis
- Tracking compliances – GST, TDS, PT

Company Name				
Revenue				
80 INR = 1 USD				
S.No	Revenue Type	Revenue Type	Apr-23	FY23
1	Outbound contribution %	Revenue - Outbound Sales	-	-
		Revenue - Outbound Sales - Platform	-	-
		Revenue - Outbound Sales - On-demand	-	-
2	Inbound contribution %	Revenue - Inbound Sales	-	-
		Revenue - Inbound Sales - Platform	-	-
		Revenue - Inbound Sales - On-demand	-	-
3	Account management contribution %	Revenue - Account Management	-	-
		Revenue - Account Management - Platform	-	-
		Revenue - Account Management - On-demand	-	-
Total Revenue			-	-
Other Income/Receipt			-	-
FINANCIAL METRICS				
INR	Monthly Revenue - Platform		-	-
INR	Monthly Revenue - On-demand		-	-
INR	Total Monthly Revenue (Platform + On-demand)		-	-
INR	Monthly Revenue received in the Bank account		-	-
USD	Monthly Retainership Revenue (MRR) - Platform		-	-
USD	Annualized Retainership Revenue (ARR) - Platform		-	-
USD	Annualized Revenue - On-demand		-	-
USD	Total Annualized Revenue (Platform + On-demand)		-	-
USD	Monthly Revenue received in the Bank account (approx.)		-	-
Active Clients				
#	Active Clients - Platform		-	-
#	Active Clients - On-demand		-	-
INR	Avg. Monthly Revenue per client/ (ARPU per month) - Platform		-	-
INR	Avg. Monthly Revenue per client/ (ARPU per month) - On-demand		-	-
Number of Total Employees				
USD	Total Team Cost(Tech+prod+Sales)		-	-

Company Name										
Draft Profitability Statement										
Particulars	Shopify	Shopify Global	Website	Amazon	Flipkart	CRE	Big Basket	Others	Offline	Total
No. of Orders	-	-	-	-	-	-	-	-	-	-
Quantity (Sku's sold)	-	-	-	-	-	-	-	-	-	-
Gross Revenue I	-	-	-	-	-	-	-	-	-	-
Less: Coupon Discounts and Smile Discounts	-	-	-	-	-	-	-	-	-	-
Less: Cancellations of previous months	-	-	-	-	-	-	-	-	-	-
Less: Returns (RTO+Refunds)	-	-	-	-	-	-	-	-	-	-
Current Month	-	-	-	-	-	-	-	-	-	-
Previous Month	-	-	-	-	-	-	-	-	-	-
Previous to Previous Months	-	-	-	-	-	-	-	-	-	-
Gross Revenue II	-	-	-	-	-	-	-	-	-	-
Less: GST	-	-	-	-	-	-	-	-	-	-
Net Revenue	-	-	-	-	-	-	-	-	-	-
CoGS	-	-	-	-	-	-	-	-	-	-
Packaging Cost	-	-	-	-	-	-	-	-	-	-
Total CoGS	-	-	-	-	-	-	-	-	-	-
Gross Margin	-	-	-	-	-	-	-	-	-	-
Market Place / Payment Gateway Charges	-	-	-	-	-	-	-	-	-	-
Commission	-	-	-	-	-	-	-	-	-	-
Logistics (Carriage Outward)	-	-	-	-	-	-	-	-	-	-
Other Direct Expenses, if any	-	-	-	-	-	-	-	-	-	-
Selling & Distribution Expense	-	-	-	-	-	-	-	-	-	-
Contribution Margin 1	-	-	-	-	-	-	-	-	-	-
Digital Marketing-Facebook	-	-	-	-	-	-	-	-	-	-
Digital Marketing-Google	-	-	-	-	-	-	-	-	-	-
Digital Marketing-as per Channels	-	-	-	-	-	-	-	-	-	-
Performance Marketing Expense	-	-	-	-	-	-	-	-	-	-
Contribution Margin 2	-	-	-	-	-	-	-	-	-	-
Personnel Expense	-	-	-	-	-	-	-	-	-	-
Brand Building Expense	-	-	-	-	-	-	-	-	-	-
Admin Fixed Expense	-	-	-	-	-	-	-	-	-	-
EBITDA	-	-	-	-	-	-	-	-	-	-
Finance & Interest Expense	-	-	-	-	-	-	-	-	-	-
Profit Before Tax (PBT)	-	-	-	-	-	-	-	-	-	-

Goa	FY23	FY23	FY23
Q1	Q2	Q3	
Net Revenues	X	X	
COGS	X	X	
Gross Margin	X	X	
Selling & Distribution Costs	X	X	
Contribution Margin I	X	X	
ATL, BTL, Promotions cost	X	X	
Contribution Margin II	X	X	
Total Retailer & Distributor Margins on MRP	X	X	
Distributor Margin (on Trade)	X	X	
Retailer & Wholesaler Margin (off Trade)	X	X	
Rate of Sale by Store Format (on MRP value terms)	X	X	
Retail	X	X	
Bar & Restaurant	X	X	
Wholesale	X	X	
Retails & Wholesale	X	X	
Hotel	X	X	
Event	X	X	
Distributor (on Trade)	X	X	
Retailer & Wholesaler (off Trade)	X	X	
Brand Marketing Spends	X	X	

Company Name										
Draft Profitability Statement										
Month-->	28-Feb-23	28-Feb-23	28-Feb-23	31-Mar-23	31-Mar-23	31-Mar-23	30-Apr-23	30-Apr-23	30-Apr-23	
Particulars	Platform	On Demand	Total	Platform	On Demand	Total	Platform	On Demand	Total	
No. Of Subscription	-	-	-	-	-	-	-	-	-	-
Gross Revenue I	-	-	-	-	-	-	-	-	-	-
Less: Discounts	-	-	-	-	-	-	-	-	-	-
Gross Revenue II	-	-	-	-	-	-	-	-	-	-
Less: GST	-	-	-	-	-	-	-	-	-	-
Net Revenue	-	-	-	-	-	-	-	-	-	-
Direct Expenses	-	-	-	-	-	-	-	-	-	-
Total Direct Expense	-	-	-	-	-	-	-	-	-	-
Gross Margin	-	-	-	-	-	-	-	-	-	-
GM %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
-Subscription Tools	-	-	-	-	-	-	-	-	-	-
-Sales Incentive Expense	-	-	-	-	-	-	-	-	-	-
-Market Place / Payment Gateway Charges	-	-	-	-	-	-	-	-	-	-
Selling & Distribution Expense	-	-	-	-	-	-	-	-	-	-
Contribution Margin 1	-	-	-	-	-	-	-	-	-	-
CM1 %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Digital Marketing-Facebook	-	-	-	-	-	-	-	-	-	-
Digital Marketing-Google	-	-	-	-	-	-	-	-	-	-
Performance Marketing Expense	-	-	-	-	-	-	-	-	-	-
Contribution Margin 2	-	-	-	-	-	-	-	-	-	-
CM2 %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other Income	-	-	-	-	-	-	-	-	-	-
Personnel Expense	-	-	-	-	-	-	-	-	-	-
Legal, Recruitment & Professional Expenses	-	-	-	-	-	-	-	-	-	-
Admin Fixed Expense	-	-	-	-	-	-	-	-	-	-
EBITDA	-	-	-	-	-	-	-	-	-	-
EBITDA %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Finance & Interest Expense	-	-	-	-	-	-	-	-	-	-
Profit Before Tax (PBT)	-	-	-	-	-	-	-	-	-	-
PBT %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Company Name										
Channel KPI's										
Particulars	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20
Retail	33	-	6	16	34	30	82	108	112	76
Bar & Restaurant	18	-	-	-	1	-	17	39	41	49
Wholesale	3	-	-	-	2	-	8	9	5	7
Retails & Wholesale	3	-	-	-	1	-	1	1	2	1
Hotel	5	-	1	1	1	-	3	8	11	9
Event	-	-	-	-	-	-	-	-	-	-
Goa	62	-	8	17	40	31	110	164	178	139
Bangalore	91	-	40	79	72	44	76	102	120	70
Mumbai	48	-	-	-	-	-	1	1	1	1
Total	201	-	48	96	112	75	187	245	278	260
Goa	-	-	-	-	-	-	-	-	-	-
Bangalore	-	-	-	-	-	-	-	-	-	-
Mumbai	-	-	-	-	-	-	-	-	-	-
Revenue per Outlet	-	-	-	-	-	-	-	-	-	-
Goa	23	-	2	1	2	-	20	47	52	58
Goa	39	-	6	16	38	31	90	117	123	81
Bangalore	4	-	-	-	-	-	1	1	1	-
Bangalore	87	-	40	79	72	44	75	79	101	120
Mumbai	20	-	-	-	-	-	1	1	1	1
Mumbai	28	-	-	-	-	-	1	1	1	1
Total	201	-	48	96	112	75	187	245	278	260
On Trade (Hotel, Bar, Event)	47	-	2	1	2	-	21	48	53	58
Off Trade (Retail & Wholesale)	154	-	46	95	110	75	166	197	225	202
On Trade (Hotel, Bar, Event)	4	-	-	-	-	-	1	1	1	-
Off Trade (Retail & Wholesale)	87	-	40	79	72	44	75	79	101	120
On Trade (Hotel, Bar, Event)	28	-	-	-	-	-	1	1	1	1
Off Trade (Retail & Wholesale)	20	-	-	-	-	-	1	1	1	1
Total	201	-	48	96	112	75	187	245	278	260
On Trade (Hotel, Bar, Event)	47	-	2	1	2	-	21	48	53	58
Off Trade (Retail & Wholesale)	154	-	46	95	110	75	166	197	225	202
Total	201	-	48	96	112	75	187	245	278	260
Unique Outlets (Cohort)-Goa	3	-	-	-	-	-	11	20	31	24
Unique Outlets (Cohort)-Bangalore	-	-	3	9	7	-	9	7	15	12
Unique Outlets (Cohort)-Mumbai	12	-	-	-	-	-	-	-	-	-
Total	15	-	3	9	7	-	20	27	36	26
Revenue per New Outlet	-	-	-	-	-	-	-	-	-	-
Newton Arcade	-	-	-	-	-	-	60	70	125	145
Golden Wine Store	22	-	-	-	-	-	3	39	39	51
Ambar Holdings Pvt Ltd	-	-	3	3	4	5	40	56	63	84
Prampatta Traders	-	-	-	-	-	-	12	50	54	30
Savory Wines	26	-	-	-	5	-	26	23	38	66
Red Rose Wine Store	26	-	-	-	-	-	11	29	23	15
Vat Enterprises	-	-	-	-	5	-	24	22	25	-
Revenue (BRL Lakh)	-	-	-	-	-	-	-	-	-	-
Newton Arcade	-	-	-	-	-	-	0.6	0.7	1.3	1.5
Golden Wine Store	-	-	-	-	-	-	0.4	0.7	0.8	1.1
Ambar Holdings Pvt Ltd	-	-	-	-	-	-	0.7	0.9	1.0	1.3
Prampatta Traders	-	-	-	-	-	-	0.1	0.4	0.4	0.2
Savory Wines	-	-	-	-	-	-	0.1	0.1	0.1	0.2
Red Rose Wine Store	-	-	-	-	-	-	0.1	0.1	0.1	0.1
Vat Enterprises	-	-	-	-	-	-	0.1	0.1	0.1	0.1



# Sample Deliverables Financial Reporting - Offline Business

- Monthly sales dashboard including KPI's, capturing returns, discounts, state-wise
- Same-store sales incl. discounts
- Take rates, MRR, AOV
- Review of fixed and non-recurring expenses, corporate salaries, operational cost – fixed or variable in nature
- Channel-wise or Product-wise gross margin and contrition margin analysis
- Technical inputs on the MIS
- Monitoring Budget, monthly Cash Flow
- Balance sheet, Cash Burn analysis
- Tracking compliances – GST, TDS, PT
- Inventory Management in Tally

Company Name				
Revenue				
80 INR = 1 USD				
S.No	Revenue Type	Revenue Type	Apr-23	FY23
1	Outbound contribution %	Revenue - Outbound Sales Revenue - Outbound Sales - Platform Revenue - Outbound Sales - Ondemand	-	-
2	Inbound contribution %	Revenue - Inbound Sales Revenue - Inbound Sales - Platform Revenue - Inbound Sales - Ondemand	-	-
3	Account management contribution %	Revenue - Account Management Revenue - Account Management - Platform Revenue - Account Management - Ondemand	-	-
Total Revenue			-	-
Other Income/Receipt			-	-
FINANCIAL METRICS				
INR	Monthly Revenue - Platform		-	-
INR	Monthly Revenue - Ondemand		-	-
INR	Total Monthly Revenue (Platform + On-demand)		-	-
INR	Monthly Revenue received in the Bank account		-	-
USD	Monthly Retainership Revenue (MRR) - Platform		-	-
USD	Annualized Retainership Revenue (ARR) - Platform		-	-
USD	Annualized Revenue - Ondemand		-	-
USD	Total Annualized Revenue (Platform + On-demand)		-	-
USD	Monthly Revenue received in the Bank account (approx.)		-	-

Company Name									
Draft Profitability Statement									
Month: 28-Feb-23									
Online									
Platform On Demand Total Platform On Demand Total Platform On Demand Total									
Particulars									
No. Of Subscription									
Gross Revenue I									
Less: Discounts									
Gross Revenue II									
Less: GST									
Net Revenue									
Direct Expenses									
Total Direct Expense									
Gross Margin									
GM %									
-Subscription Tools									
-Sales Incentive Expense									
-Market Place / Payment Gateway Charges									
Selling & Distribution Expense									
Contribution Margin I									
CM1 %									
Digital Marketing-Facebook									
Digital Marketing-Google									
Performance Marketing Expense									
Contribution Margin 2									
CM2 %									
Other Income									
Personnel Expense									
Legal, Recruitment & Professional Expenses									
Admin Fixed Expense									

Company Name		Active Clients															
Channel KPI's		Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Particulars		Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Retail		38	4	16	34	30	82	100	112	76	47	54	46	26	23	19	60
Bar & Restaurant		18	-	-	1	-	17	39	41	49	30	39	35	25	1	2	22
Wholesale		3	-	-	3	-	7	8	9	5	7	3	5	4	1	2	5
Retail & Wholesale		3	-	-	1	1	1	1	2	1	3	1	3	1	1	1	1
Hotel		5	-	1	1	1	3	8	11	9	8	9	13	4	-	-	4
Event		-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-
Goa		82	-	8	17	40	31	110	164	175	139	93	108	99	81	25	91
Bangalore		91	-	40	79	72	44	76	60	100	120	70	61	110	82	-	6
Mumbai		48	-	-	-	-	-	1	1	1	1	1	1	1	1	1	1
Total		201	-	48	96	112	75	187	245	278	260	164	190	210	144	26	92
Goa		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Bangalore		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mumbai		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Revenue per Outlet		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Goa		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Bangalore		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mumbai		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
On Trade (Hotel, Bar, Event)		23	-	2	1	2	-	20	47	52	58	38	48	48	29	1	26
Off Trade (Retail & Wholesale)		39	-	6	16	38	31	90	117	123	81	58	60	51	32	24	65
Bangalore On Trade (Hotel, Bar, Event)		4	-	-	-	-	-	1	1	1	-	-	1	2	-	-	-
Bangalore Off Trade (Retail & Wholesale)		87	-	40	79	72	44	75	79	101	120	70	80	108	82	-	6
Mumbai On Trade (Hotel, Bar, Event)		20	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mumbai Off Trade (Retail & Wholesale)		28	-	-	-	-	-	1	1	1	1	1	1	1	1	1	1
Total		201	-	48	96	112	75	187	245	278	260	164	190	210	144	26	92
On Trade (Hotel, Bar, Event)		47	-	2	1	2	-	21	48	53	58	38	48	48	29	1	26
Off Trade (Retail & Wholesale)		154	-	46	95	110	75	166	197	225	202	126	141	160	114	24	65
Total		201	-	48	96	112	75	187	245	278	260	164	190	210	144	26	92
Addition Unique Outlets (Cohort)-Goa		3	-	-	-	-	-	11	20	31	24	12	3	6	7	8	1
Addition Unique Outlets (Cohort)-Bangalore		-	-	3	9	7	-	9	7	15	12	8	4	8	-	-	-
Addition Unique Outlets (Cohort)-Mumbai		12	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total		15	-	3	9	7	-	11	29	38	39	24	11	10	15	8	1
Revenue per New Outlet		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Same Store Net Revenue (Goa Market)		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Newton Arcade		-	-	-	-	-	-	60	70	125	145	10	70	25	-	20	-
Golden Wine Store		22	-	-	-	-	-	3	39	39	11	1	38	-	-	6	-
Amicus Holdings Pvt Ltd		-	-	3	3	-	5	40	56	63	55	34	30	50	10	37	16
Premdata Traders		-	-	-	-	5	-	12	50	14	-	-	-	-	-	-	-
Savory Wines		26	-	-	-	-	-	5	26	23	38	66	15	49	27	-	5
Red Rose Wine Store		26	-	-	-	-	-	11	29	23	-	-	-	-	-	-	5
Vai Enterprises		-	-	-	-	5	-	24	22	25	-	-	-	-	-	-	15
Revenue (INR Lakh)		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Revenue (USD Lakh)		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Goa			
FY23			
Q1			
Q2			
Q3			
Net Revenues			
COGS			
Gross Margin			
Selling & Distribution Costs			
Contribution Margin I			
ATL, BTL, Promotions cost			
Contribution Margin II			
Total Retailer & Distributor Margins on MRP			
Distributor Margin (on Trade)			
Retailer & Wholesaler Margin (off Trade)			
Rate of Sale by Store Format (on MRP value terms)			
Retail			
Bar & Restaurant			
Wholesale			
Retail & Wholesale			
Hotel			
Event			
Distributor (on Trade)			
Retailer & Wholesaler (off Trade)			
Brand Marketing Spends			

Budget		Actual	Actual	March-23	April
Particulars		Actual	Actual	Actual	Actual
Retail-B2C					
Online Traffic		1,74,705	1,74,705	1,94,228	1,09,340
Forms Filled		6,754	6,754	9,406	10,340
Total Registration #		477	477	411	411
Total Claim Amount		100000	100000	100000	100000
No. of Customer Registration #		262	332	347	347
Total Registration Fee (Gross)		500	1,36,000	1,61,000	1,61,000
Resolved Cases		240	281	299	299
Total Claim Amount resolved		100000	100000	100000	100000
Total Revenue for resolved cases		3,00,000	93%	100000	100000
Resolved Cases-Billed (Net of Credit Note)		200	206	262	262
Total Claim Amount resolved-Billed (Net of Credit Note)		200	2,21,63,406	100000	100000
Total Billed Revenue for Resolved cases (Gross) (Net of Credit Note)		23,17,885	26,86,232	100000	100000
Adv./Partners					
Hospital					
Institutional-B2B					
No. of Leads		-	-	-	-
Claim amount in Leads		-	-	-	-
Total Revenue for resolved cases		-	-	-	-
Resolved Cases-Billed (Net of credit Note)		-	-	-	-
Total Claim Amount resolved-Billed (Net of Credit Note)		-	-	-	-
Total Billed Revenue for Resolved cases (Gross) (Net of Credit Note)		-	-	-	-
Polifix					
Total		582	681	559	559
Total Registration		1,36,000	1,36,000	1,61,000	1,61,000
Registration Amount total		277	340	362	362
Total Resolve Cases		100000	100000	100000	100000
Total Claim Resolved cases		-	-	-	-
Total Discount given		1,28,468	1,36,000	1,61,000	1,61,000
Registration Fees		27,83,795	31,68,802	41,61,530	35,26,126
Commission Fees		-	-	-	-
Other Income/Receipt		1,21,319	1,78,361	2,50,499	2,80,499
Advisor Reimbursements		100000	100000	100000	100000
Gross Revenue		100000	100000	100000	100000
Less: GST		100000	100000	100000	100000
Net Revenue		100000	100000	100000	100000
A) Salary & HR		34,93,620	34,60,385	35,83,233	36,71,385
Salary & HR		64,788	4,773	59,490	35,788
Insurance & Team building Budget		100000	100000	100000	100000
B) Business Development & Marketing		42,096	3,45,425	1,46,747	1,46,747
Travel & Conveyance Expense		-	-	-	-



# Sample Deliverables Financial Reporting - Online Business

- Monthly sales dashboard including KPI's, capturing returns, discounts
- Cohort Analysis, Channel-wise LTV
- AOV, CAC, CLTV, Customer life span
- Review of fixed and non-recurring expenses, corporate salaries
- Channel-wise or Product-wise gross margin and contrition margin analysis
- Technical inputs on the MIS
- Monitoring Budget, monthly Cash Flow
- Balance sheet, Cash Burn analysis
- Tracking compliances – GST, TDS, PT
- Inventory Management in Tally

Online Channel	Apr-20	May-20	Jun-20	Jul-20
Monthly cohort Retention - Website	100%	100%	100%	100%
Monthly cohort Retention - Amazon	100%	100%	100%	100%
Customer LTV - Website	-	-	-	-
Customer LTV - Amazon	-	-	-	-
GM % (post COGS)	0.0%	0.0%	0.0%	0.0%
CM 1% (GM - logistics, marketplace, mtr commissions)	0.0%	0.0%	0.0%	0.0%
CM2 % (CM1-performance marketing)	0.0%	0.0%	0.0%	0.0%
Returns (%)	0%	0%	0%	0%

Online Channel	Apr-20	May-20	Jun-20	Jul-20
Website-Total Revenue	0.0	0.0	0.0	0.0
Website-Performance marketing	0.0	0.0	0.0	0.0
Website-AOV	-	-	-	-
Website-CAC	-	-	-	-
Website-ROAS	-	-	-	-
Amazon-Total Revenue	0.0	0.0	0.0	0.0
Amazon-Performance marketing	0.0	0.0	0.0	0.0
Amazon-AOV	-	-	-	-
Amazon-CAC	-	-	-	-
Amazon-ROAS	-	-	-	-
Flipkart, online reseller and Others	0.0	0.0	0.0	0.0
Flipkart, online reseller and Others-Performance marketing	-	-	-	-
Flipkart, online reseller and Others-AOV	na	na	na	na
Flipkart, online reseller and Others-CAC	na	na	na	na

Company Name	0.00%	0.00%	0.00%	0.00%	0.00%
Draft MIS					
Particulars	Apr-21	May-21	Jun-21	Jul-21	Aug-21
Sales	-	-	-	-	-
Other Income	-	-	-	-	-
Total Income	-	-	-	-	-
Change in Inventory	-	-	-	-	-
Opening Stock	-	-	-	-	-
Closing Stock	-	-	-	-	-
Purchases	-	-	-	-	-
-Raw Material-Domestic	-	-	-	-	-
-Raw Material-Import (incl. Custom Duty)	-	-	-	-	-
-Logistics / Forwarding Charges	-	-	-	-	-
-Carriage Inward	-	-	-	-	-
-Packing Material	-	-	-	-	-
-Sample Distribution	-	-	-	-	-
Employee Benefit Cost	-	-	-	-	-
-Salary Expense	-	-	-	-	-
-Director's Salary	-	-	-	-	-
-Director's Salary	-	-	-	-	-
-Staff Welfare	-	-	-	-	-
Marketing & Selling Expense	-	-	-	-	-
-Digital Advertisements - Website	-	-	-	-	-
-Digital Advertisements - Amazon	-	-	-	-	-
-Digital Advertisements - Flipkart	-	-	-	-	-
-Digital Advertisements - Other Online	-	-	-	-	-
-Shipping Charges	-	-	-	-	-
-Market Place / Payment Gateway Charges	-	-	-	-	-
-Commission	-	-	-	-	-
-Brand Building expenses	-	-	-	-	-
Legal, Recruitment & Professional Expense	-	-	-	-	-
-Professional Charges	-	-	-	-	-
-Professional Charges-Accounting	-	-	-	-	-
-Recruitment Expense	-	-	-	-	-
Office & Admin Expense	-	-	-	-	-
-Office Rent	-	-	-	-	-

Company Name	0.00%	0.00%	0.00%	0.00%	0.00%
Draft MIS					
Particulars	Apr-21	May-21	Jun-21	Jul-21	Aug-21
Sales	-	-	-	-	-
Other Income	-	-	-	-	-
Total Income	-	-	-	-	-
Change in Inventory	-	-	-	-	-
Opening Stock	-	-	-	-	-
Closing Stock	-	-	-	-	-
Purchases	-	-	-	-	-
-Raw Material-Domestic	-	-	-	-	-
-Raw Material-Import (incl. Custom Duty)	-	-	-	-	-
-Logistics / Forwarding Charges	-	-	-	-	-
-Carriage Inward	-	-	-	-	-
-Packing Material	-	-	-	-	-
-Sample Distribution	-	-	-	-	-
Employee Benefit Cost	-	-	-	-	-
-Salary Expense	-	-	-	-	-
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-Director's Salary	-	-	-	-	-
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Marketing & Selling Expense	-	-	-	-	-
-Digital Advertisements - Website	-	-	-	-	-
-Digital Advertisements - Amazon	-	-	-	-	-
-Digital Advertisements - Flipkart	-	-	-	-	-
-Digital Advertisements - Other Online	-	-	-	-	-
-Shipping Charges	-	-	-	-	-
-Market Place / Payment Gateway Charges	-	-	-	-	-
-Commission	-	-	-	-	-
-Brand Building expenses	-	-	-	-	-
Legal, Recruitment & Professional Expense	-	-	-	-	-
-Professional Charges	-	-	-	-	-
-Professional Charges-Accounting	-	-	-	-	-
-Recruitment Expense	-	-	-	-	-
Office & Admin Expense	-	-	-	-	-
-Office Rent	-	-	-	-	-

Online Channel	Apr-20	May-20	Jun-20	Jul-20
Monthly cohort Retention - Website	100%	100%	100%	100%
Monthly cohort Retention - Amazon	100%	100%	100%	100%
Customer LTV - Website	-	-	-	-
Customer LTV - Amazon	-	-	-	-
GM % (post COGS)	0.0%	0.0%	0.0%	0.0%
CM 1% (GM - logistics, marketplace, mtr commissions)	0.0%	0.0%	0.0%	0.0%
CM2 % (CM1-performance marketing)	0.0%	0.0%	0.0%	0.0%
Returns (%)	0%	0%	0%	0%

Company Name	0.00%	0.00%	0.00%	0.00%	0.00%
Draft MIS					
Particulars	Apr-21	May-21	Jun-21	Jul-21	Aug-21
Sales	-	-	-	-	-
Other Income	-	-	-	-	-
Total Income	-	-	-	-	-
Change in Inventory	-	-	-	-	-
Opening Stock	-	-	-	-	-
Closing Stock	-	-	-	-	-
Purchases	-	-	-	-	-
-Raw Material-Domestic	-	-	-	-	-
-Raw Material-Import (incl. Custom Duty)	-	-	-	-	-
-Logistics / Forwarding Charges	-	-	-	-	-
-Carriage Inward	-	-	-	-	-
-Packing Material	-	-	-	-	-
-Sample Distribution	-	-	-	-	-
Employee Benefit Cost	-	-	-	-	-
-Salary Expense	-	-	-	-	-
-Director's Salary	-	-	-	-	-
-Director's Salary	-	-	-	-	-
-Staff Welfare	-	-	-	-	-
Marketing & Selling Expense	-	-	-	-	-
-Digital Advertisements - Website	-	-	-	-	-
-Digital Advertisements - Amazon	-	-	-	-	-
-Digital Advertisements - Flipkart	-	-	-	-	-
-Digital Advertisements - Other Online	-	-	-	-	-
-Shipping Charges	-	-	-	-	-
-Market Place / Payment Gateway Charges	-	-	-	-	-
-Commission	-	-	-	-	-
-Brand Building expenses	-	-	-	-	-
Legal, Recruitment & Professional Expense	-	-	-	-	-
-Professional Charges	-	-	-	-	-
-Professional Charges-Accounting	-	-	-	-	-
-Recruitment Expense	-	-	-	-	-
Office & Admin Expense	-	-	-	-	-
-Office Rent	-	-	-	-	-

Company Name	0.00%	0.00%	0.00%	0.00%	0.00%
Draft MIS					
Particulars	Apr-21	May-21	Jun-21	Jul-21	Aug-21
Sales	-	-	-	-	-
Other Income	-	-	-	-	-
Total Income	-	-	-	-	-
Change in Inventory	-	-	-	-	-
Opening Stock	-	-	-	-	-
Closing Stock	-	-	-	-	-
Purchases	-	-	-	-	-
-Raw Material-Domestic	-	-	-	-	-
-Raw Material-Import (incl. Custom Duty)	-	-	-	-	-
-Logistics / Forwarding Charges	-	-	-	-	-
-Carriage Inward	-	-	-	-	-
-Packing Material	-	-	-	-	-
-Sample Distribution	-	-	-	-	-
Employee Benefit Cost	-	-	-	-	-
-Salary Expense	-	-	-	-	-
-Director's Salary	-	-	-	-	-
-Director's Salary	-	-	-	-	-
-Staff Welfare	-	-	-	-	-
Marketing & Selling Expense	-	-	-	-	-
-Digital Advertisements - Website	-	-	-	-	-
-Digital Advertisements - Amazon	-	-	-	-	-
-Digital Advertisements - Flipkart	-	-	-	-	-
-Digital Advertisements - Other Online	-	-	-	-	-
-Shipping Charges	-	-	-	-	-
-Market Place / Payment Gateway Charges	-	-	-	-	-
-Commission	-	-	-	-	-
-Brand Building expenses	-	-	-	-	-
Legal, Recruitment & Professional Expense	-	-	-	-	-
-Professional Charges	-	-	-	-	-
-Professional Charges-Accounting	-	-	-	-	-
-Recruitment Expense	-	-	-	-	-
Office & Admin Expense	-	-	-	-	-
-Office Rent	-	-	-	-	-

Company Name	0.00%	0.00%	0.00%	0.00%	0.00%
Draft MIS					
Particulars	Apr-21	May-21	Jun-21	Jul-21	Aug-21
Sales	-	-	-	-	-
Other Income	-	-	-	-	-
Total Income	-	-	-	-	-
Change in Inventory	-	-	-	-	-
Opening Stock	-	-	-	-	-
Closing Stock	-	-	-	-	-
Purchases	-	-	-	-	-
-Raw Material-Domestic	-	-	-	-	-
-Raw Material-Import (incl. Custom Duty)	-	-	-	-	-
-Logistics / Forwarding Charges	-	-	-	-	-
-Carriage Inward	-	-	-	-	-
-Packing Material	-	-	-	-	-
-Sample Distribution	-	-	-	-	-
Employee Benefit Cost	-	-	-	-	-
-Salary Expense	-	-	-	-	-
-Director's Salary	-	-	-	-	-
-Director's Salary	-	-	-	-	-
-Staff Welfare	-	-	-	-	-
Marketing & Selling Expense	-	-	-	-	-
-Digital Advertisements - Website	-	-	-	-	-
-Digital Advertisements - Amazon	-	-	-	-	-
-Digital Advertisements - Flipkart	-	-	-	-	-
-Digital Advertisements - Other Online	-	-	-	-	-
-Shipping Charges	-	-	-	-	-
-Market Place / Payment Gateway Charges	-	-	-	-	-
-Commission	-	-	-	-	-
-Brand Building expenses	-	-	-	-	-
Legal, Recruitment & Professional Expense	-	-	-	-	-
-Professional Charges	-	-	-	-	-
-Professional Charges-Accounting	-	-	-	-	-
-Recruitment Expense	-	-	-	-	-
Office & Admin Expense	-	-	-	-	-
-Office Rent	-	-	-	-	-

Company Name	0.00%	0.00%	0.00%	0.00%	0.00%
Draft MIS					
Particulars	Apr-21	May-21	Jun-21	Jul-21	Aug-21
Sales	-	-	-	-	-
Other Income	-	-	-	-	-
Total Income	-	-	-	-	-
Change in Inventory	-	-	-	-	-
Opening Stock	-	-	-	-	-
Closing Stock	-	-	-	-	-
Purchases	-	-	-	-	-
-Raw Material-Domestic	-	-	-	-	-
-Raw Material-Import (incl. Custom Duty)	-	-	-	-	-
-Logistics / Forwarding Charges	-	-	-	-	-
-Carriage Inward	-	-	-	-	-
-Packing Material	-	-	-	-	-
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Legal, Recruitment & Professional Expense	-	-	-	-	-
-Professional Charges	-	-	-	-	-
-Professional Charges-Accounting	-	-	-	-	-
-Recruitment Expense	-	-	-	-	-
Office & Admin Expense	-	-	-	-	-
-Office Rent	-	-	-	-	-

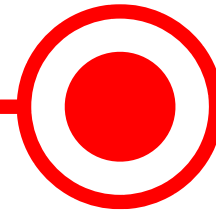
Company Name	0.00%	0.00%	0.00%	0.00%	0.00%
Draft MIS					
Particulars	Apr-21	May-21	Jun-21	Jul-21	Aug-21
Sales	-	-	-	-	-
Other Income	-	-	-	-	-
Total Income	-	-	-	-	-
Change in Inventory	-	-	-	-	-
Opening Stock	-	-	-	-	-
Closing Stock	-	-	-	-	-
Purchases	-	-	-	-	-
-Raw Material-Domestic	-	-	-	-	-
-Raw Material-Import (incl. Custom Duty)	-	-	-	-	-
-Logistics / Forwarding Charges	-	-	-	-	-
-Carriage Inward	-	-	-	-	-
-Packing Material	-	-	-	-	-
-Sample Distribution	-	-	-	-	-
Employee Benefit Cost	-	-	-	-	-
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-Digital Advertisements - Flipkart	-	-	-	-	-
-Digital Advertisements - Other Online	-	-	-	-	-
-Shipping Charges	-	-	-	-	-
-Market Place / Payment Gateway Charges	-	-	-	-	-
-Commission	-	-	-	-	-
-Brand Building expenses	-	-	-	-	-
Legal, Recruitment & Professional Expense	-	-	-	-	-
-Professional Charges	-	-	-	-	-
-Professional Charges-Accounting	-	-	-	-	-
-Recruitment Expense	-	-	-	-	-
Office & Admin Expense	-	-	-	-	-
-Office Rent	-	-	-	-	-

# Our Customised Approach - Special Events



## Review of Historical Records

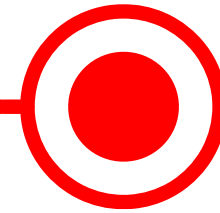
- Understand and discuss the process of record to report (R2R)
- Preparation of check list for documents and information to be reviewed
- Collection of data and information from client
- Review of data and documents
- Identify the Gaps in records and compliances
- Discussion with Management with respect to Gaps and discrepancies noted
- Prepare a checklist for corrective steps to be taken
- Define a timeline for corrections to be completed
- Execute the steps and solutions required to bridge the Gaps and rectify the discrepancies
- Regular status update to Management



## ROC Filings for Specific Events

Filing of necessary forms based on specific events basis the executed documents provided by the management :

- Constitutional changes, e.g. change of company name, registered office, business, allotment of shares
- Change in the management (resignation, and appointment of directors)



## Further infusion of equity & Valuations, for each funding

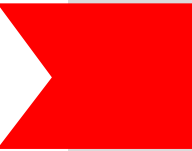
Drafting & Filing of documents for further equity infusion and compliances thereafter:

- Drafting of Offer papers for equity Right/preferential offer
- Drafting of Board Meeting papers for offer and allotment of shares
- Filing of necessary forms with ROC
- Drafting & filing of reporting documents with RBI
- Valuation of equity for further infusions
- FEMA compliances
- Vetting of Investment contracts and agreements




## Our Customised Approach - ESOPS (Slide 1/2)


Employee stock options (ESOPs) are a fantastic tool to integrate teams into a company. ESOPS assists in creating teams who view organisations through a wealth creation and long-term perspective. It serves as a tool for compensation as well as for employee retention. These are frequently used by startups because they are always in need of qualified personnel.



Designing and implementing ESOP programmes.



Customising ESOPs to take into account the requirement of shareholder agreements.



Advising on the size of ESOP pools, vesting provisions, exercise periods, and taxation aspects

For all your ESOP-related needs, including advisory, preparation, and implementation, Acquisory is the go-to place. Building long-term incentive programmes that are best suited to a specific company and its employees is what "ESOP support" under our umbrella strives to do. Competencies of our Professionals, which include Company Secretaries, Chartered Accountants, and Lawyers, along with their in-depth subject knowledge, will assist you from advisory and preparation through implementation of an ESOP plan, increasing the organization's overall productivity.

With our solid foundation and steady expansion, we have become one of the preferred leading corporate advisers, giving us an advantage in offering services that are on par with those offered elsewhere in India.

# Our Customised Approach - ESOPS (Slide 2/2)

## ESOP Support Structuring and Implementation

Acquisory offer composite package services under ESOPs as well as independent services also. We offer complete solutions for setting up and running ESOP schemes. Beginning with the design of the scheme and continuing through its implementation, our responsibility can also include its management. Both packaged modules and standalone services are available from us.



### **BUILDING THE STRUCTURE AND PLANNING**

We create, put together, and record the best ESOP strategy in accordance with corporate goals and management viewpoints. Enhance existing ESOP schemes to improve their effectiveness through strategic assessment and analysis and analyse and update them for effective implementation, provide the ESOP Administrative Manual, Letters and Agreements between Employees and the Company, and Impact of Corporate Actions on the ESOPs Granted.



### **ESOP MANAGEMENT**

We assist to manage varied ESOP Plans for 'n' number of Employees of the company through our in Web-Based Comprehensive System. It automates the process, saves cost & time and brings transparency.



### **ESOP MANAGEMENT**

The ESOP valuation services are handled by Acquisory's team of professionals, which includes CAs, MBAs, and CFAs. Both Accounting and Tax are supported by well-reasoned valuation reports and the necessary certifications provided by a strong in-house team.



### **ESOP ADVISORY**

We offer Legal, Procedural, implementation and advisory services to several Corporates as per their requirements.



### **STATUTORY COMPLIANCES AND APPROVALS**

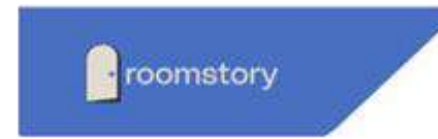
We offer all required legislative assistance, starting with the rollout of the Scheme in the Company and continuing through its post-implementation, in accordance with the Companies Act, SEBI, FEMA, Income Tax, and any other applicable laws that may be in force.



### **ESOP TRUST FORMATION**

We offer complete support from Legal Documentation perspective for the purpose of establishment of ESOP Trusts and further assistance in its registration in respective jurisdictions and authorities.

# Select Clientele for Financial Reporting & Compliance Services



VISIOAPPS

adfluence



powerhouse91

THE BREAD COMPANY

O&M ROBOTICS

TRUE NORTH INTERNATIONAL



Solar Ladder.

KNYAMED

MOBIQUIRE

devnagri

NUTROVA  
Simplifying Good Health



SAIETTA VNA  
ELECTRIC DRIVE INDIA

relata THEATER

SLEEPYCAT

INSURANCE SAMADHAN

PADMINI VNA  
MECHATRONICS

GLS

Gigatel Solutions

CapHive  
Supercharge Private Capital Markets

icare  
The Ultimate Educational Destination

FAE  
BEAUTY

Emerys  
Security, for Life

curl VANA

FUNCTIONAL MEDICINE CLINIC  
PREVENTING THE PREVENTABLE

Dream of Healthy India  
NOVA  
DAIRY PRODUCTS

LAMBDA  
BUILDTECH  
BUILDING NATION

Shaastram  
The REAL Revolution

NOVALEAD  
PHARMA

DBH

supertails  
eazydiner

Super Bottoms®  
CHAI POINT

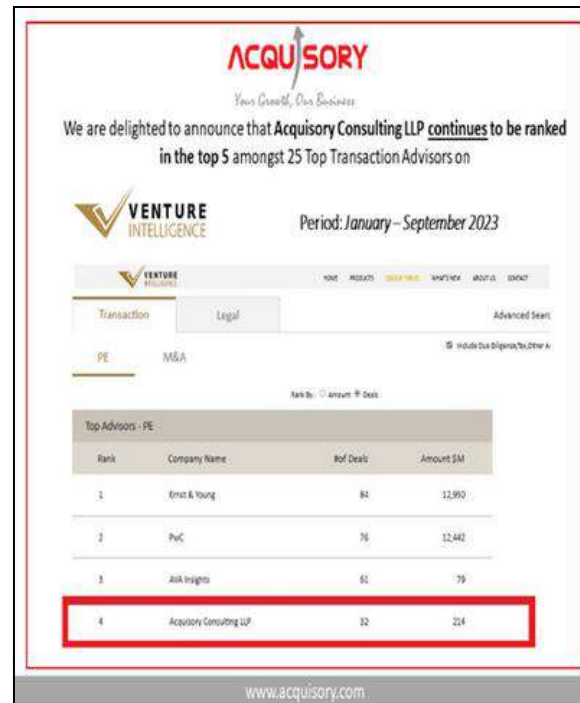


## Select Clientele





# Awards & Certifications



**Venture Intelligence Ranking –  
2024-25**



**Promising MSME –  
2022**



**Best M&A Advisory Firm -  
2018**



**Due Diligence Experts -  
2014**



**M&A Advisory Firm of  
the year 2013**



**ISO 9001:2015**



**ISO/IEC 27001:2022**





# Highly Credentialed Team



**Divya Vij**

Qualification - CA  
Experience – 30+ Years



**Adarika Ghose**

Qualification – ACS, LLM  
Experience – 17+ Years



**Shashank Goyal**

Qualification – FCA  
Experience – 17+ Years



**Sunaina Jhingan**

Qualification - CS, CFA/MFA  
Experience - 12+ Years



**Rajiv Sharma**

Qualification - CS  
Experience - 6+ Years



**Swati Jain**

Qualification - CS  
Experience - 5+ Years



**Radhika Chhag**

Qualification - CS  
Experience - 5+ Years



**Gaurav Bhatnagar**

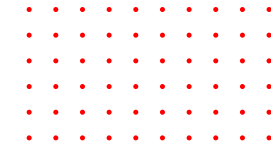
Qualification - MBA (Finance)  
Experience - 10+ Years



**Saurav Kumar**

Qualification - MBA (Finance)  
Experience - 7+ Years





## Our Office Network

### Delhi-NCR

1116, 11th Floor, WTT, C-1,  
Sector 16, DND Flyway, Noida –  
201301

**T:** +91 120 614 300

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MMRDA Parking, Bandra East, Mumbai  
City, Maharashtra, 400051

**T:** +91 22 68648100

**Fax:** +91 22 68648132

### Bengaluru

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Meridian - II, Mahatma Gandhi Rd,  
Ashok Nagar, Bengaluru, Karnataka,  
Bengaluru, Karnataka 560025

### Dubai

Office 604, Bay Square 11,  
Business Bay, Dubai, UAE

