ACQUISORY

Your Growth, Our Business

Forensics and Investigation Services

www.acquisory.com

Celebrating 15 Years of Learning & Growth

About Our Firm

- ✓ **Acquisory** was incorporated in 2010, by highly credentialed and experienced professionals, bringing in more than 25+ years of individual experience and a cumulative experience of 300+ years.
- ✓ The management team among themselves represent extensive experience in specialized services across M&A Advisory, Investment Banking, Asset Management and Operations & Risk Consulting.

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

250+ professionals

300+ man years of experience of leadership team

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

Acquisory Cyber Consulting LLP

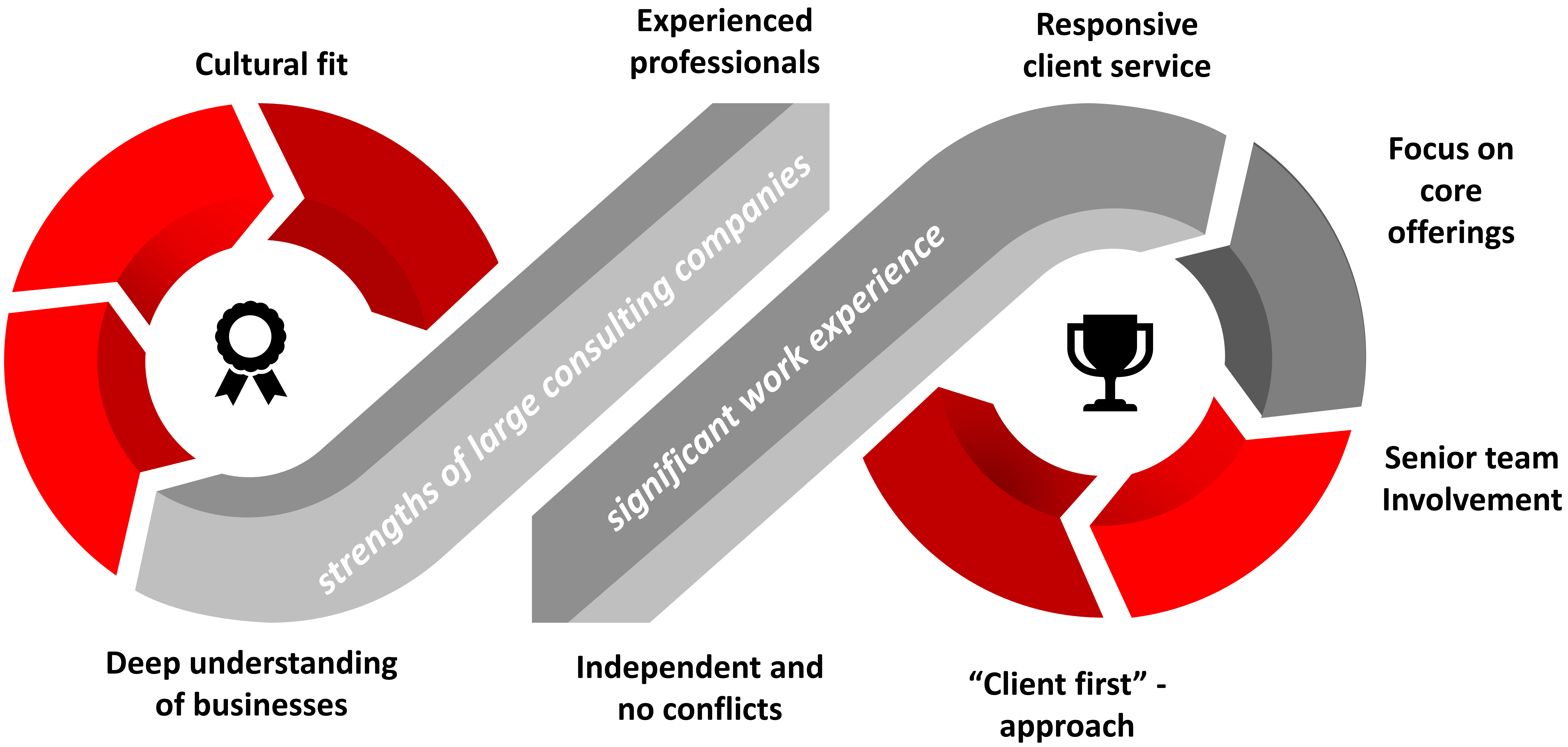
- **Acquisory Cyber Consulting LLP** is a risk management consultancy company created by a team that brings decades of rich expertise in risk management and process engineering across various industry verticals.
- The management team's industry exposure and achievements covers specialized services in Risk Consulting, Audit, Process Re-engineering, M&A Advisory, Operational and Financial Accounting.
- The Acquisory team delivers high-stake projects in key global locations with offices in the major cities of India.
- Acquisory is specialized in mitigating the security risks for its clients, going beyond standards and certifications.

Acquisory achieve this objective in following steps:

1. Analyze business risks associated with information flow, data handling, technology infrastructure, processes, physical access and personal behavior.
2. Design and deliver controls covering process re-engineering, technology implementation and awareness management to reduce risk to an acceptable level
3. On-board skilled personnel to monitor and manage the risk posture
4. Take corrective and preventive steps to ensure that the posture is maintained at the desired levels

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.



ACQUISORY
Your Growth, Our Business

Our Service Portfolio

Transaction Advisory

- **Due Diligence –**
  - ✓ Financial & Tax DD
  - ✓ 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
- Investment Monitoring
- Strategic Advice
- Dispute Resolution
- Litigation Management
- Exit advice & Optimization of Investors return
- Asset Management Software

IT and Process Risk Consulting

IT Risk

- Forensics
- Information Security Management Services
- Technology Risk Solutions

Process Risk

- Internal Audit
- Cost reduction
- Working capital Optimization
- IFC Review
- SOX Compliance
- SOP Development
- Production Audit/DAS Audit

Business Set Up, Financial Reporting & Compliance

Assurance and Regulatory

- Business Set Up Assistance
- Accounting & Reporting
- Financial Audits
- Conversion support for IFRS, IND AS accounting

Compliance

- Secretarial
- Statutory Compliances

Fund Operations

- Fund Set up Assistance
- Fund Accounting
- Returns calculations
- NAV Computation

Taxation Advisory services

Direct Taxes

- Corporate Tax
- Withholding Taxes
- TDS
- Income tax

Indirect Taxes

- GST
- VAT

Tax Compliance

- Assistance in compliance for direct and indirect taxes

ACQUISORY
Your Growth, Our Business

Forensics & Investigation Services

- Fraud Investigation Services
- Anti Money Laundering (AML) Services
- Financial Forensics
- ESI Review – Disk Imaging and Indexing
- Brand Protection & Market Intelligence
- Background Checks / Document Verifications
- Lifestyle Checks

Fraud Investigation Services

- Conduct a structured and methodical investigation exercise to get to the roots of a specific fraudulent incident.
- Apply automated and manual investigation techniques such as cyber and IT forensics, risk profiling, asset tracing, market intelligence and mystery shopping.
- Unearth the truth and identify perpetrator/s of the fraud.
- Gather necessary direct / circumstantial evidences to build a case against the perpetrator/s.
- Conduct investigative enquiries to weigh evidences and take exercise to a logical conclusion.
- Perform an extensive search on public forums and databases to check for any valuable inputs about the target.
- Collate all findings from the above-mentioned activities and provide investigation report to the management for each target individuals / entities.

Whistle-blower Program Management

- Create, approve and disseminate whistle-blower policy.
- Create and maintain various reporting channels such as web portal, telephonic hotline and ethics e-mail ID provisioned to report whistle blower complaints.
- Assess the reported complaints at a primary level and provide updates to governance committee.
- Management reporting and recommendation on future course of actions.
- Create customized content for user trainings and awareness.
- Conduct awareness sessions for Key Business Stakeholders.
- Conduct quarterly management review meetings to assess the success of the program and status of complaints.

Whistle-blower Program Management – Our Approach

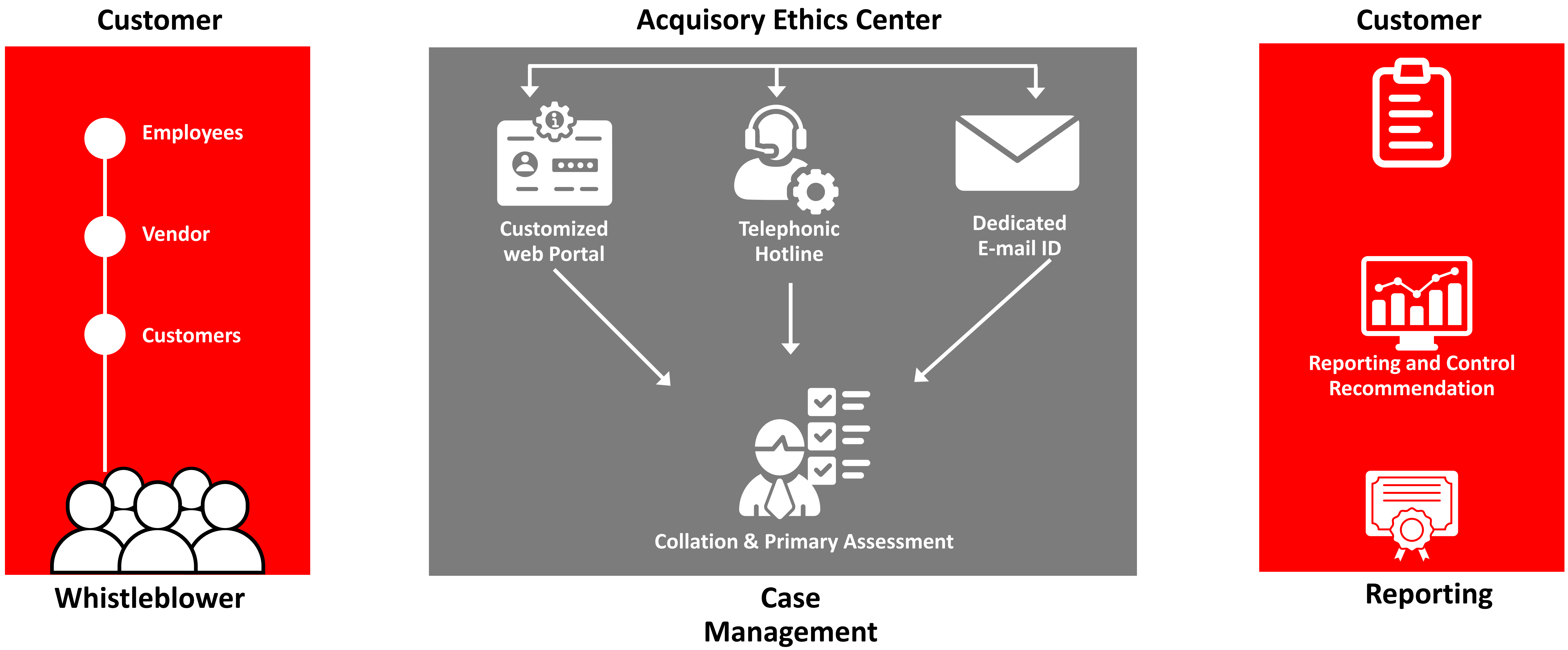
Independent Whistleblowing Solution

- Impartial, transparent, independent, secure and confidential means of reporting improper conduct or fraudulent activities.
- Three interactive reporting Channels.
- Easiest and least expensive means to improve corporate governance.
- Early detection of fraudulent activities to enable prompt action
- Increase in productivity: No manual, labour-intensive collation process.
- Strong deterrence for internal and external wrongdoers.
- Positive assurance on management commitment towards good governance.

Consulting Engagement

- Collection, collation and synthesis of the information.
- Primary level assessment and credibility check by skilled professionals.
- Management reporting and review to foster intelligent decisions.
- Extended and proven internal investigation capability to provide end-to-end solutions.
- Recommendation on anti-fraud control framework.
- Control implementation assistance and sustenance support.

Service Engagement Model



Anti Bribery & Corruption Compliance

- Help organizations in assessing compliance with various national and international laws and regulations (such as PCA, U.S. FCPA, U.K. Bribery Act and OECD Anti-Bribery Convention) by evaluation of internal controls.
- Design, implementation and sustenance of BS 10500: Anti-Bribery Management System.
- Help organizations in designing Anti-Bribery & Corruption Policy and Procedures and compliance programs.
- Perform U.S. FCPA and U.K. Anti-Bribery Act compliant investigations on confidential and sensitive matters.
- Create a customized training and awareness content for organization wide promotion of compliance program.
- Conduct periodic user awareness programs for key organizational stakeholders.

Financial Forensics

Case assessment and Business Understanding

- Understanding of the key processes including capex spends, operational expenses and revenue model.
- Obtain audited/provisional financial statements, trial balance, detailed ledger accounts for key expenses, cash book, fixed asset register, MIS, loan register, bank statement, salary register for the Review Period to perform additional procedures.

Data Analytics and Fund Trail

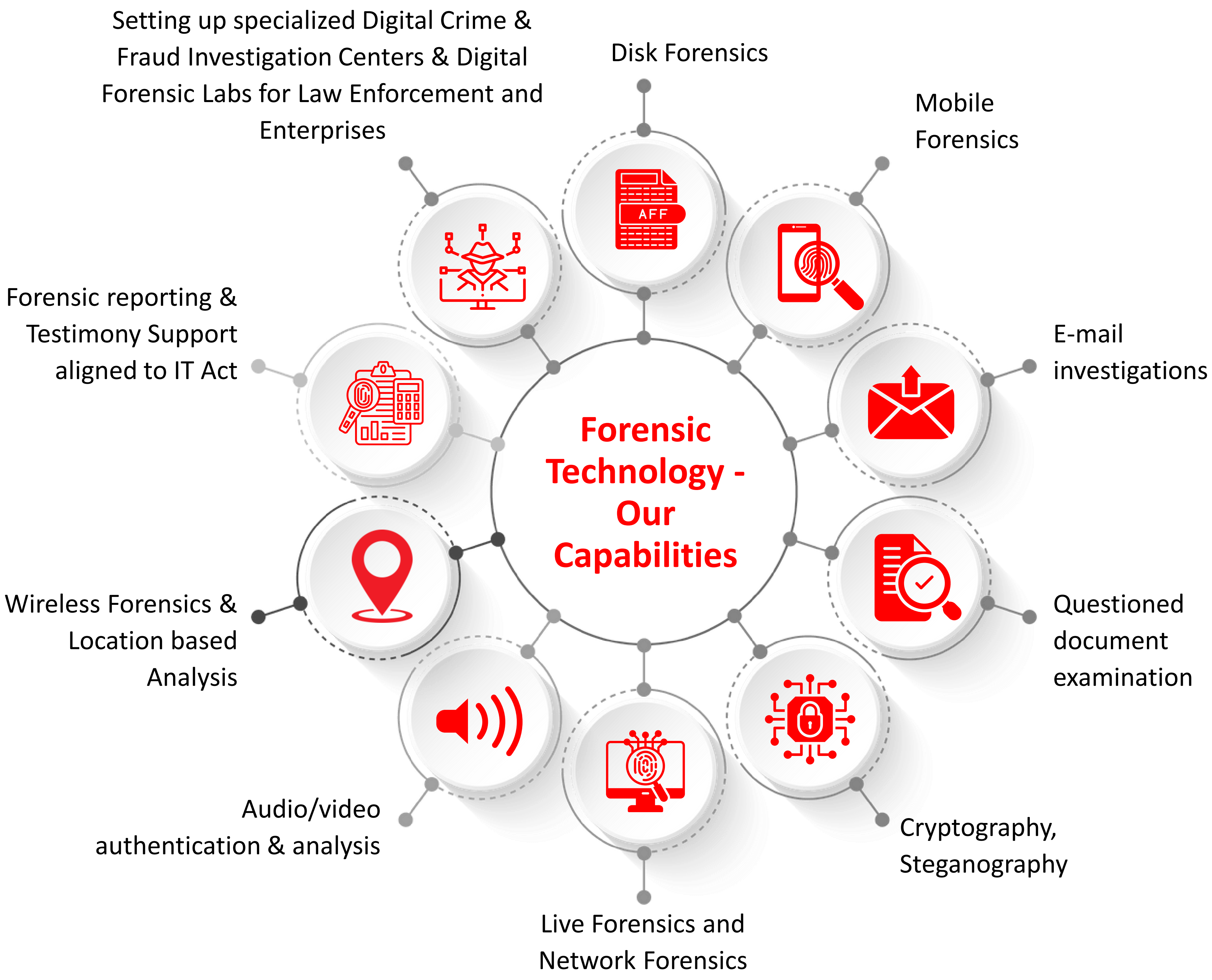
- Detailed data analytics to assess the utilization of funds and procedures on vendor GL, expense GL, sales/income register to identify patterns or red flags indicating price variations, duplicate or expensive payments for services not obtained by the company.
- Analyze bank statements and bank books to ascertain end utilization of funds raised from various sources and revenue from business operations. Also perform a comparison of the beneficiary as per bank statement with bank book to identify mismatches for high value transactions.

Financial Analysis and Document Review

- Based on the red flags identified from Data analytics we should select expense transactions (including capital expenditure and operational expenses) and income / sales transactions for review of supporting documents which broadly includes contracts / agreements, purchase or sales order, invoice, proof of delivery amongst others.

ESI Review - Disk Imaging and Indexing (Slide 1/3)

- Perform a Digital Forensic Imaging / Cloning of System as per the procedures mentioned in the IT act and which are acceptable in a court of law.
- Deploy standards based Digital Forensic imaging/cloning tools and forensic processes to acquire evidence from digital media.
- Perform forensic analysis of data from CPU, internal and peripheral storage devices such as fixed disks, external hard disks, floppy disk drives and diskettes, tape drives and tapes and network and security devices.
- Do secure collection of computer evidence to guarantee the evidential integrity and security of information and Analysis of the sequence of events.
- Gather and preserve the evidence, which can be analyzed and presented to a court of law to prove inappropriate or illegal activity.
- End to end Digital Forensics lab setup consisting:
- Understand Forensic Lab Certification Requirements
- Determine the Physical Layout of a Computer Forensics Lab
- Select basic Forensic Workstation and Tools
- Identify Physical Security Requirements
- Handholding post setup



ESI Review - Disk Imaging and Indexing (Slide 2/3)

Forensic Technology Tools

Imaging
- Tableau Imager

Data Recovery & Analysis
- Forensic Toolkit (FTK)
- EnCase
- Macquisition

Mobile Forensic
- UFED
- Oxygen Mobile Forensics

Email Forensic
- MaiL Xaminer
- Nuix

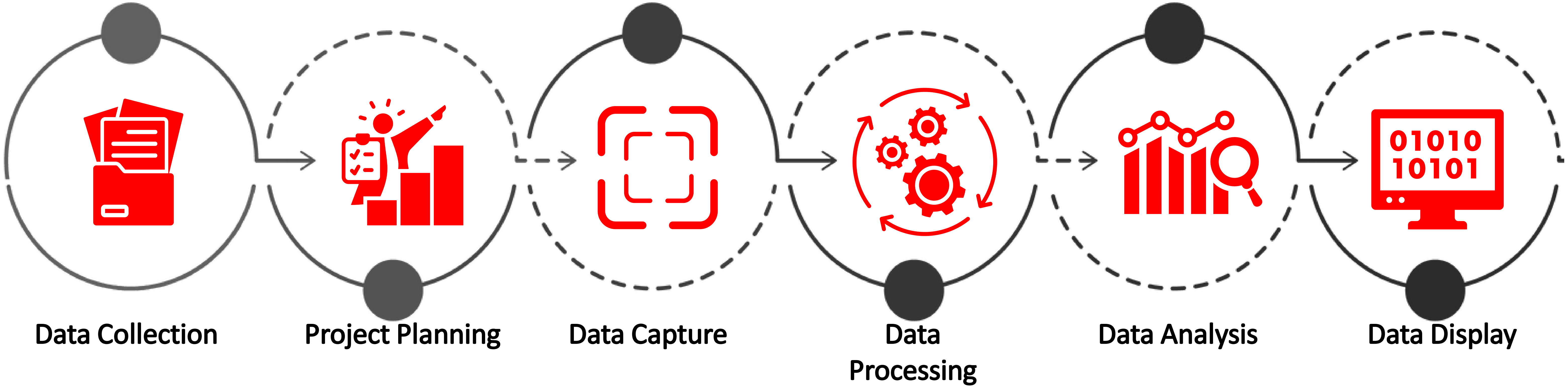
Workstations
- AMD Rizen ThreadRipper (3.0 Ghz) / 128 GB RAM
- FRED Digital Forensics
- Intel i7 128 GB RAM

Others
- TD Write blocker bridge
- Color Printers & Digital Camera

ESI Review - Disk Imaging and Indexing (Slide 3/3)

Digital Forensics Methodology:

- Case creation using digital forensic analysis tool (FTK / Encase) of the imaged data.
- Use standard as well as case specific keywords as per the requirement to extract info/ evidences.
- Create forensic data analysis report along with evidence/s wherever possible.
- Refer below image to understand the methodology of Digital Forensics & Analysis:



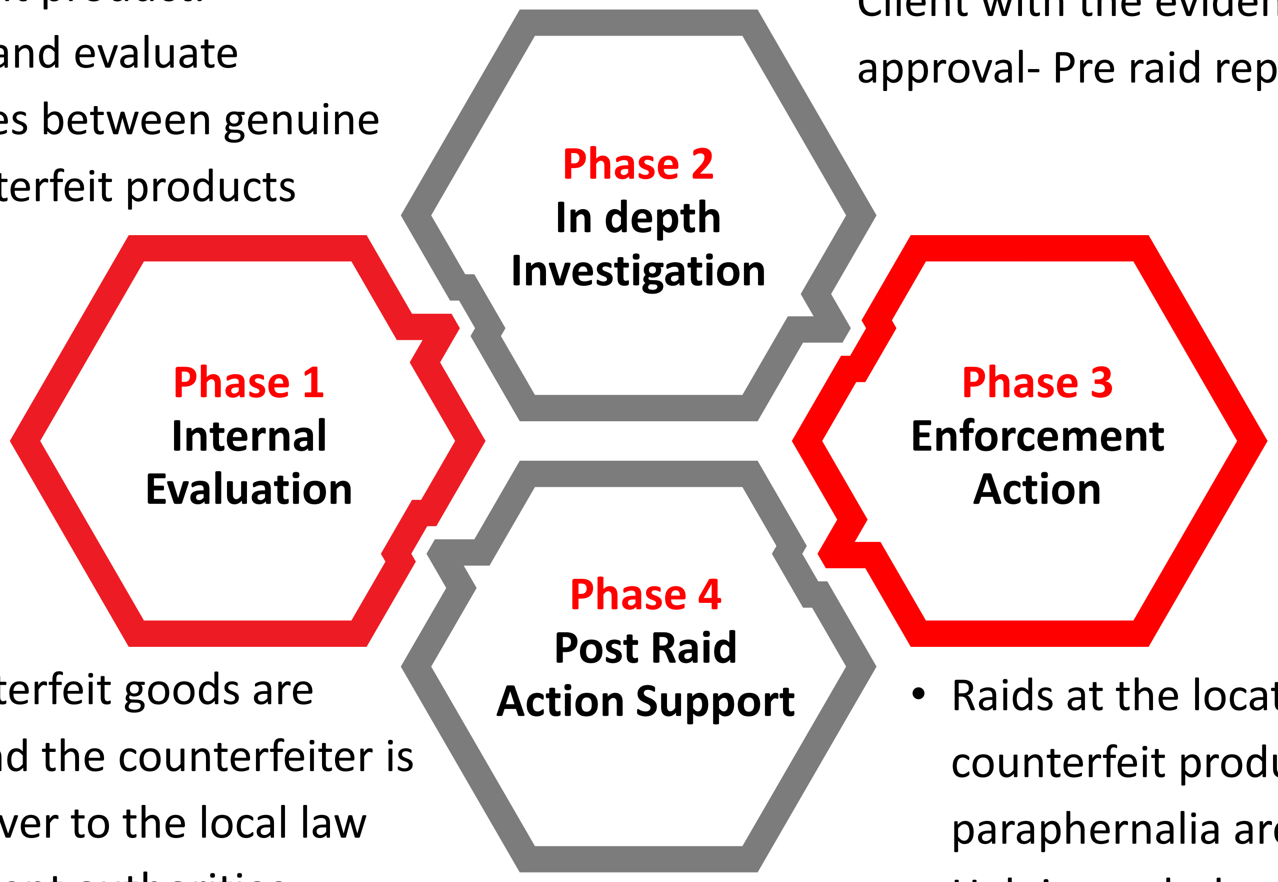
Brand Protection & Market Intelligence

Brand Protection & Market Intelligence

- Intensive market research to determine the suspected market places for counterfeiting.
- Ascertain the gravity and scale of problem and spotting key players in illegal trade.
- Identify supply chain of business including material suppliers, manufacturing locations and methodology, business volume, warehouses and inventory management function.
- Perform political, social and financial profiling of promoters.
- Collaborate with law enforcement agencies to conduct raids.
- Development of a long term brand protection & retention strategy.

- Identify the market selling counterfeit product.
- Examine and evaluate differences between genuine and counterfeit products

- Discreet inquiries and investigation to identify locations where counterfeit products being manufactured & sold
- Identify the supply chain, & present Client with the evidence to get further approval- Pre raid report.



- The counterfeit goods are seized, and the counterfeiter is handed over to the local law enforcement authorities.
- Assistance is provided by Acquisory at court hearings.

- Raids at the location where counterfeit products & paraphernalia are stored or sold. Helping to lodge FIR and other legal actions .

Fraud Risk Assessment & Control Implementation

01 Minimize “delta” between perception and ground reality

02 Study ‘As-Is’ anti-fraud controls: People, Process & Technology

03 Analyze cultural, business, transaction, employee,third party and process vulnerabilities

04 Conduct manual and automated data analytics to identify suspicious patterns andtrends

05 Identify existing and emerging threats, their impact & probability of occurrence

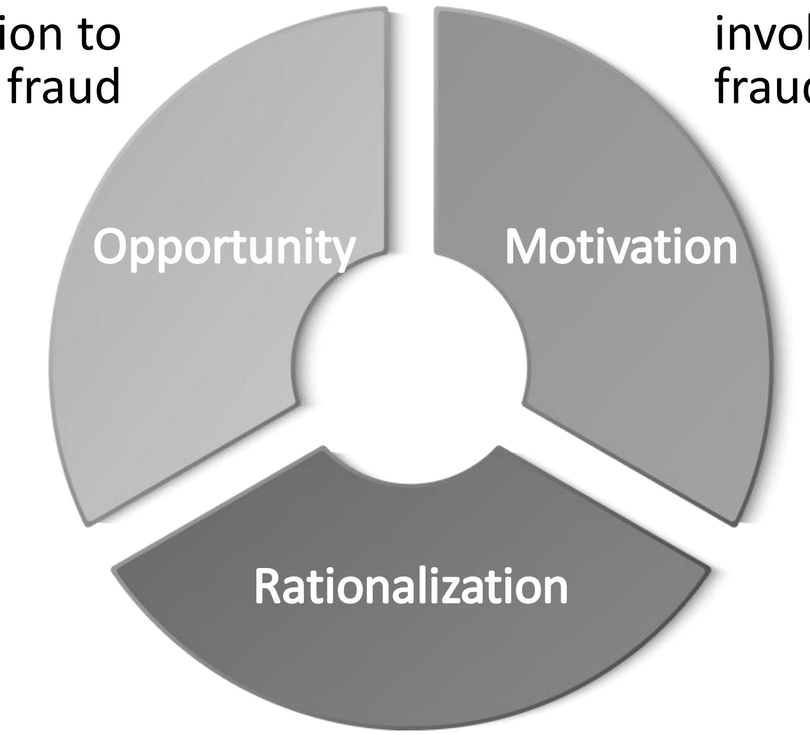
06 Define fraud risk appetite of entity and map the real risk exposure

07 Recommend preventive, detective and corrective anti-fraud controls

08 Control implementation assistance and sustenance support

An inherent flaw or vulnerability in a system which may lead to a possible situation to commit a fraud

A frame of mind or attitude that allows an entity to justify its involvement in a fraudulent activity



Pressure or incentive which motivates an entity to commit a fraudulent act

ACQUISORY
Your Growth, Our Business

Building Blocks - Fraud Risk Assessment

Business Understanding

Understand existing processes in each function from documentation and implementation angle

Risk Assessment

Identify the fraud risk schemes which can exist in each process and review the adequacy of the existing ‘Anti-Fraud’ controls

Risk Treatment

Recommendation of an appropriate framework of ‘Anti-Fraud’ controls to reduce the residual risks to an acceptable level

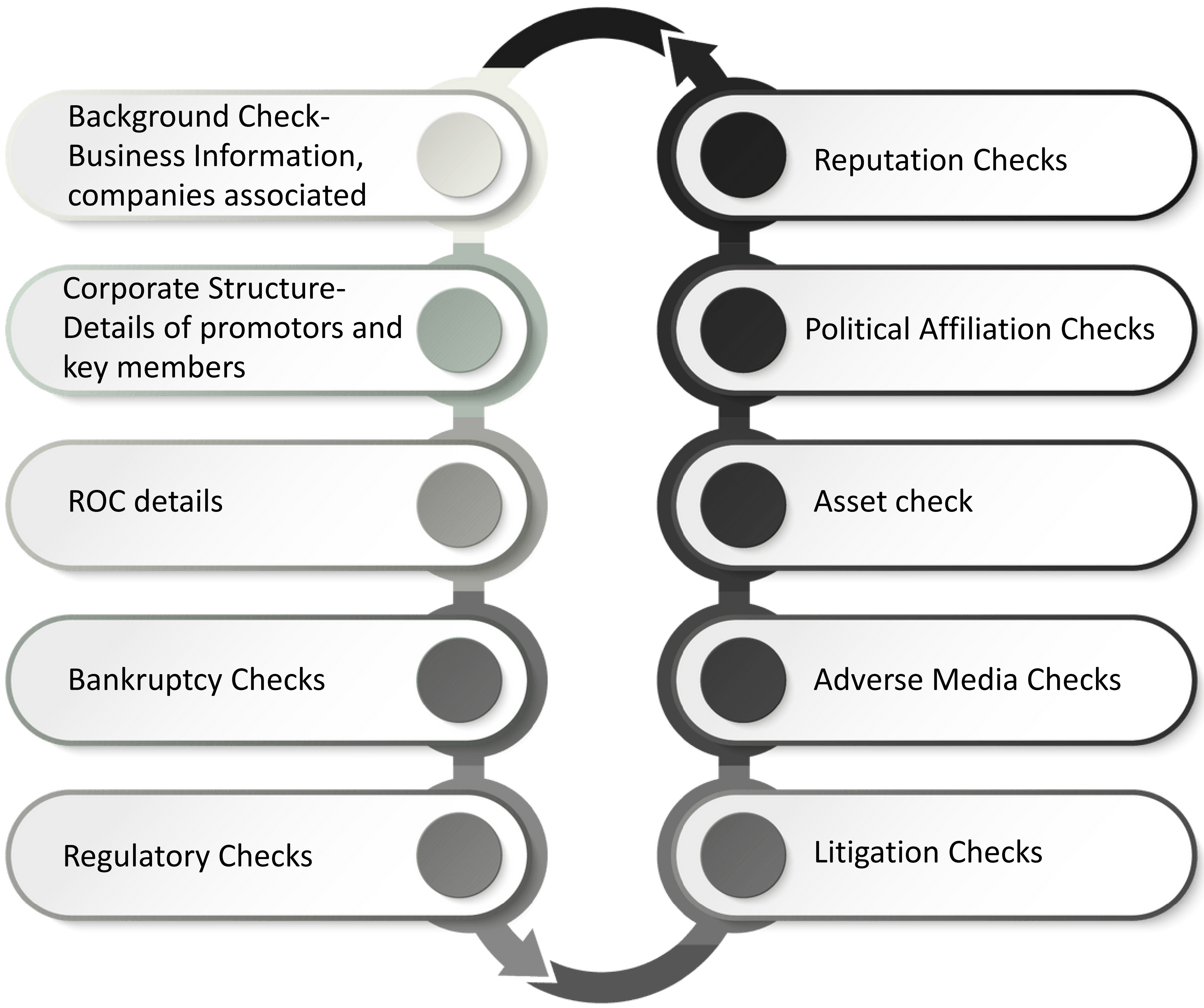
Post Implementation Review

Review adequacy and effectiveness of implemented controls to ensure that the residual risks are kept at appropriate levels

Background Checks / Document Verifications

- Identify fraud risks emerging out of any existing or proposed engagement with an external entity; be it a joint venture, acquisition, merger or a partnership.
- Detailed information resource research: Regulatory, legal, financial, media, public domain.
- Gather market intelligence through trusted sources to depict real time status.
- Take a closer look on potential deal ‘Makers or Breakers’ to effectively manage the areas of risk to ensure an intelligent and informed business decision.
- Design a process customized to business risk exposure through a standardized business risk assessment.
- Encompass standard and case specific checks at corporate and individual level.

Company and Individual checks



ACQUISORY
Your Growth, Our Business

Investigation Support Services

Lifestyle Checks

- Do comprehensive research on target employees to gather information about his lifestyle, any conflict of interest, visible assets, family structure, social and political affiliations etc.
- Conduct investigative analysis of the target individuals' financial records to identify the source of funds (if any) to support lifestyle.
- Perform an extensive search on public forums and databases to check for any valuable inputs about the target employees.

Litigation Facilitation

- Document the gathered evidences during investigations against the suspects and other related individuals / third party.
- Maintain chain of custody (COC) so that the evidences are admissible in the court of law.
- Provide related evidences to lawyers / law officers to facilitate the legal proceedings against the suspected individuals and companies.

Suspect Interview Support

- Conduct admission seeking interviews with the individuals based on the evidences gathered during investigations.
- Document the interview and create detailed report to recommend the future course of action to the management.


CASE
STUDY

Forensic Technology

Client Profile

One of the India's largest producer of textile, with more than 350+ exclusive and 2000+ multi-brand stores across India.

Scope

- Digital Forensics Analysis and Investigation
- Preserve confidential information

Requirements

Digital Forensic analysis of the suspect System:

- System current state analysis
- List of software or external devices
- installed
- Traces of Data sharing
- Deleted data recovery
- System Log
- Event Log

The Solution

Use standard techniques as per industry best practice

- Identification of suspect system
- Bit-by-Bit image of suspect system with HASH verification
- Digital Forensic analysis of imaged media
- Report and presentation

Incorporating corrective approach towards digital media

Recommendation to prevent and protect the organisation from digital frauds.

Benefits

- **Implementation of appropriate strategic, tactical and operational level controls**
- **Prevention of immediate financial and delayed reputational and business losses**
- **Setting up an ethical work culture and disciplinary processes**

Fraud Risk Assessment & Control Recommendation

Client Profile

One of the fastest growing infrastructure enterprises in the country with interests in Airports, Energy, Highways and Urban Infrastructure sectors.

Scope

- Risk Assessment & Control Recommendation of 3 thermal power plants in India.

Requirements

Risk assessment of following functions:

- Procurement
- Contracts & Commercials
- Inventory management
- Finance & Accounts
- HR
- Facility management
- Material Management
- (Fuel & Coal)

Control recommendation

Corporate Investigation

- Risk Profiling
- IT Forensics
- Third party assessment

The Solution

Meet with the key stakeholders and collate the inputs on implementation of the processes

Creation of the process maps

Map each process with

- Industry Specific Fraud Schemes
- Organizational process specific fraud schemes

Identify areas of risk

Recommend a framework of preventive, deterrent, detective, corrective and reparative controls

Investigation of cases by application of proven methodologies to take them to a logical conclusion.

Benefits

- **Implementation of appropriate strategic, tactical and operational level controls**
- **Prevention of immediate financial and delayed reputational and business losses**
- **Setting up an ethical work culture and disciplinary processes**

Fraud Risk Assessment & Control Recommendation

Client Profile

India's largest, most trusted and fastest growing Jewellary brand with more than 160 stores across India and has brought to the market a whole new standard of business ethics and product reliability.

Scope

- Risk Assessment & Control Recommendation

Requirements

Risk assessment of following functions:

- Store control
- Material ordering, transit & receipt
- Governance
- Intelligence & vigilance
- Internal and external audits
- Information control and processing
- Human resources
- Security and accounting

The Solution

Map each process with

- Industry Specific Fraud Schemes
- Organizational process specific fraud schemes

Identify probability of existence of fraud scheme and potential impact

Identify the existing 'Anti-Fraud' controls & map residual risk

Recommend a framework of preventive, deterrent, detective, corrective and reparative controls

Benefits

- **Implementation of appropriate strategic, tactical and operational level controls**
- **Prevention of immediate financial and delayed reputational and business losses**
- **Setting up an ethical work culture and disciplinary processes**

ACQUISORY
Your Growth, Our Business

Brand Protection & Market Intelligence

Client Profile

Client is India's largest Fast Moving Consumer goods company having over 35 brands spanning 20 distinct categories such as soaps, detergents, shampoos, skin care, toothpastes, deodorants, cosmetics, tea, coffee, etc.

Scope

- Market Intelligence, Mystery Shopping and LEA liaison.

Requirements

The client was concerned about High wastage in supply chain especially the cold storage warehouse for premium product and suspected that an organized nexus/racket is present Pan India. Client expected Acquisory to:

- Study & understand the supply chain.
- Collect market intelligence on process manipulations and sale of counterfeits.
- Identify vulnerable elements and perform mystery shopping to collect evidences and know modus operandi.
- Law enforcement liaison to conduct raids and lodge FIR.

The Solution

- Deployment of intelligence agents in the market to gather information on malpractices.
- Identification of promoters, kingpins and vulnerable entities in the supply chain.
- Comprehensive surveillance at warehouse and transporter vehicles to gather evidences.
- Perform Honey Pot transaction to know the modus operandi and gather evidences.
- Liaison with LEA to conduct raid and seize the material.

Benefits

- Prevention of immediate financial and delayed reputational and business losses.
- Protection from legal and reputational risks.

Brand Protection & Market Intelligence

Client Profile

Client is one of India's foremost private sector companies with a market capitalisation of US $ 35 billion and a turnover of US $ 7 billion. The company is rated among the World's Best Big Companies, Asia's 'Fab 50' and the World's Most Reputable Companies by Forbes magazine.

Scope

- Market Intelligence, Mystery Shopping and LEA liaison.

Requirements

Client was noticing a presence of unscrupulous/illegal market forces, which were compromising on ethical business practices Study & understand the supply chain and intended Acquisory to conduct an enhanced corporate intelligence exercise on unscrupulous market players.

The Solution

After understanding the impact of unscrupulous market players on the industry and entire business ecosystem, Acquisory investigation team followed a multipronged and a structured approach involving following activities:

- Market survey.
- Social engineering.
- Intelligence gathering.
- Surveillance and trailing.
- Document collection from various sources.

Benefits

- Prevention of immediate financial and delayed reputational and business losses.
- Protection from legal and reputational risks.
- Simultaneous raids at all illegal manufacturing locations to expose entire fraudulent scheme.
- Development of a risk-based model for conducting continual market assessments and proactively disrupting unscrupulous in the initial stages only.

Whistleblower Program Management

Client Profile

Client is India's largest denim manufacturer, apart from being world's fourth-largest producer and exporter of denim.

Scope

- Creation of whistleblower policy, Management of whistleblower program, Investigation of complex case.

Requirements

- The client was concerned about the effectiveness with which the whistleblower management program for reporting unethical practices was implemented in the organization.
- Client intended a support from Acquisory to implement a robust whistleblower program.

The Solution

- Creation, approval and dissemination of whistleblower policy.
- Creation and maintenance of web portal, telephonic hotline and ethics e-mail ID to report the whistle blower complaints.
- Primary level of assessment of reported cases.
- Management reporting and recommendation on future course of actions.
- Creation of customized content for user trainings and awareness.
- Conducting awareness sessions for Key Business Stakeholders.
- Quarterly review meetings with management team.

Benefits

- Enhanced employee, customer and business partner confidence in the whistleblower system.
- Effective management decision making.

ACQUISORY
Your Growth, Our Business

Awards & Certifications

Venture Intelligence Ranking – 2024-25

Indian Achievers Forum Award 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

Select Clientele

DRDO
National Investigation Agency
cert-in
Indian Computer Emergency Response Team, under Ministry of Electronics and Information Technology
STQC
Standardisation Testing and Quality Certification (STQC)
Delhi Police
Greater Mumbai Police
High Court of Bombay
भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA
Madhya Pradesh Agency For Promotion of Information Technology
HARTRON- Haryana State Electronics Development Corporation Limited
NPCI
भारतीय राष्ट्रीय भुगतान निगम
NATIONAL PAYMENTS CORPORATION OF INDIA
ESIC
AERZEN
BIRLA CORPORATION LIMITED
GHARDA CHEMICALS LIMITED
SBI MUTUAL FUND
A PARTNER FOR LIFE
Ashapura Group of Industries
Leo Burnett
elior
WHEELS INDIA LIMITED
You Name it... We Make it
Aga Khan Education Services
BAJAJ AUTO FINANCE
NIIF
BIRLA ESTATES
CABLE CORPORATION OF INDIA LTD.
Bringing Power to the People
HATHI CEMENT Saurashtra Cements Ltd.
Sterlite Tech
WELSPUN GROUP
LEADING TOMORROW TOGETHER
mercury rent-a-car
हिन्दुस्तान पेट्रोलियम HP
nexus MALLS
RPG LIFE SCIENCES LIMITED
PRESTO
SBICAP VENTURES LTD.
truenorth

Select Clientele

kotak Kotak Mahindra Bank
SBI Life INSURANCE With Us, You're Sure
HDFC BANK We understand your world
SBI General INSURANCE
TATA TATA POWER
SONY ENTERTAINMENT TELEVISION
RBL BANK
TITAN COMPANY
LARSEN & TOUBRO
Fullerton India
BKT GROWING TOGETHER
HOME CREDIT
ZEE
KEC
Infosys
RELIANCE
IndusInd Bank
Cipla
TATA TATA POWER SOLAR
ICICI PRUDENTIAL LIFE INSURANCE
TVS TYRES
Mahindra Rise.
vodafone Idea
PRUDENT
SANMAR
Dalmia Bharat Group
legasis beyond the horizon
STEP BY STEP SCHOOL
ADITYA BIRLA UltraTech
RPG
GREAVES SINCE 1859
WNS Extending Your Enterprise
Godrej | FUND MANAGEMENT
L&T Infotech
VOLKSWAGEN FINANCE PRIVATE LIMITED
AEGON Life
YES BANK
BARC BROADCAST AUDIENCE RESEARCH COUNCIL INDIA

ACQUISORY
Your Growth, Our Business

Highly Credentialed Team

Sumchit Anand
(Managing Director)
Qualification - CA
Experience - 30+ Years
Registered Valuer- IBBI

Ashish Shandilya
(Principal - Cyber Forensics & Investigation)
Qualification – MBA, B.Tech (Computer Sci.& Engg)
Experience - 17+ Years| CFE | ISO 27001 LA: LI | ISO 22301 LA | Access Data Certified Examiner

Manpreet Singh
(Lead - Brand Protection)
Qualification – B.Tech (Electronics & Communication Engg.)
Experience -12+ Years | ISO 27001 LA | Digital Evidence Analyst | Diploma in Cyber Law

Fateh Yadav
Cyber Forensics & Investigation)
Qualification – B.Tech (IT)
Experience – 10+ Years

Our Offices

INDIA

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, 560025

UAE

Dubai

Office 604, Bay Square 11,
Business Bay, P.O. Box: 118767,
Dubai, UAE
T: + 971 4576 5098

Celebrating 15 Years of Learning & Growth

www.acquisory.com

info@acquisory.com