ACQUISORY

Your Growth, Our Business

Internal Audit Services

About The Firm

- ✓ **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.

Our Values

- Effective, Practical and Timely **solutions** for client problems
- Demonstrate deep industry **knowledge**
- Be **proactive** and responsive
- Highest professional **ethics** and standards
- Motivate and retain high **quality** professionals
- Focus on innovation and continuous **improvement**

About The Firm

Locations	4
Directors & Principals	15
Professionals	175+
Clients	500+
Services	25+

OUR FOCUS

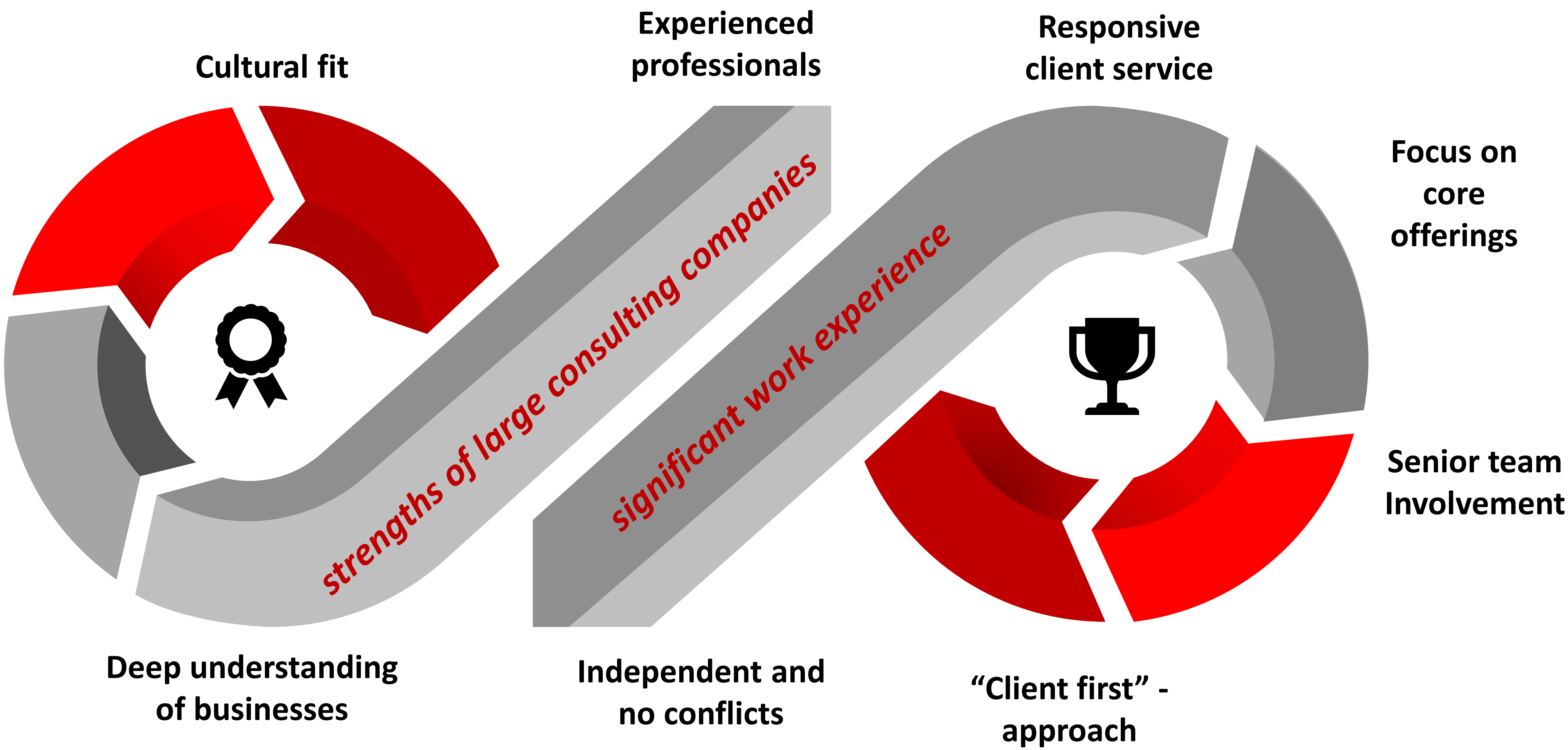
Acquisory assists clients ranging from global enterprises to small and middle market companies that are both publicly held or privately owned, as well as large, mid and small-cap private equity firms, corporate management and boards of directors.

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

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.



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Our Services Portfolio

M&A – Advisory	Asset Management	Operations & Risk Consulting	Financial Reporting & Compliance	Cyber Consulting & Forensics

✓ Fund Raising (Debt & Equity)
✓ Buy Side / Sell Side advisory
✓ Due Diligence
✓ Valuation
✓ Financial Modelling
✓ Corporate Restructuring
✓ Deal Structuring / Negotiation
✓ M&A Integration
	✓ Portfolio Management and Investment Monitoring
	✓ Strategic Advice
	✓ Dispute Resolution and litigation Management
	✓ Exit advice & Maximization of Investors return
	✓ Asset Management Software
		✓ Internal Audit
		✓ Process Reengineering
		✓ Cost reduction
		✓ Working capital Optimization
		✓ IFC Review
		✓ Sox Compliance
		✓ SOP Development
		✓ Production Audit
		✓ DAS Audit
			✓ Accounting & Reporting
			✓ Financial Audits
			✓ Compliance
			  ✓ Secretarial
			  ✓ FEMA
			✓ Conversion support towards IFRS, IND AS accounting
				✓ Information Security Management Services
				✓ Forensics
				✓ Technology Risk Solution
				✓ Security Risk Management
				✓ Creative Training Solution

Services - Internal Audit

Internal /Management Audit

- Start and run the internal audit on a fully outsourced basis
- Work with an existing internal audit function to supplement the team
- Help CFOs and financial executives strengthen their finance function and manage complex accounting issues.

Risk Management

- Enterprise Risk Management – Develop an integrated framework to manage risks
- Business Risk Assessment - Identify risks, exposure to risks and relative prioritization of the risks

Business Process Improvement

- Process Validation - Collection and evaluation of data, from the process design stage throughout production
- Revenue Assurance - Identifying the source of Problem and facilitate the implantation of preventive processes to ensure future revenue recognition
- Cost Reduction reviews

Sarbanes Oxley Compliance

- Implement SOX 404 compliance
- Ongoing maintenance of SOX 404 compliant environment

Information System Review

- Set up comprehensive and cost effective security programmes covering key information systems
- Review of application controls
- Review of general computer controls
- Review of Segregation of Duties
- Provide cost effective methodology to assist in reviewing or establishing appropriate security policies and measures
- Data migration reviews

Fraud Risk Management

- Fraud Risk Assessment
- Fraud Investigation
- Data Mining/ Digital Analysis
- Anti fraud programs and controls

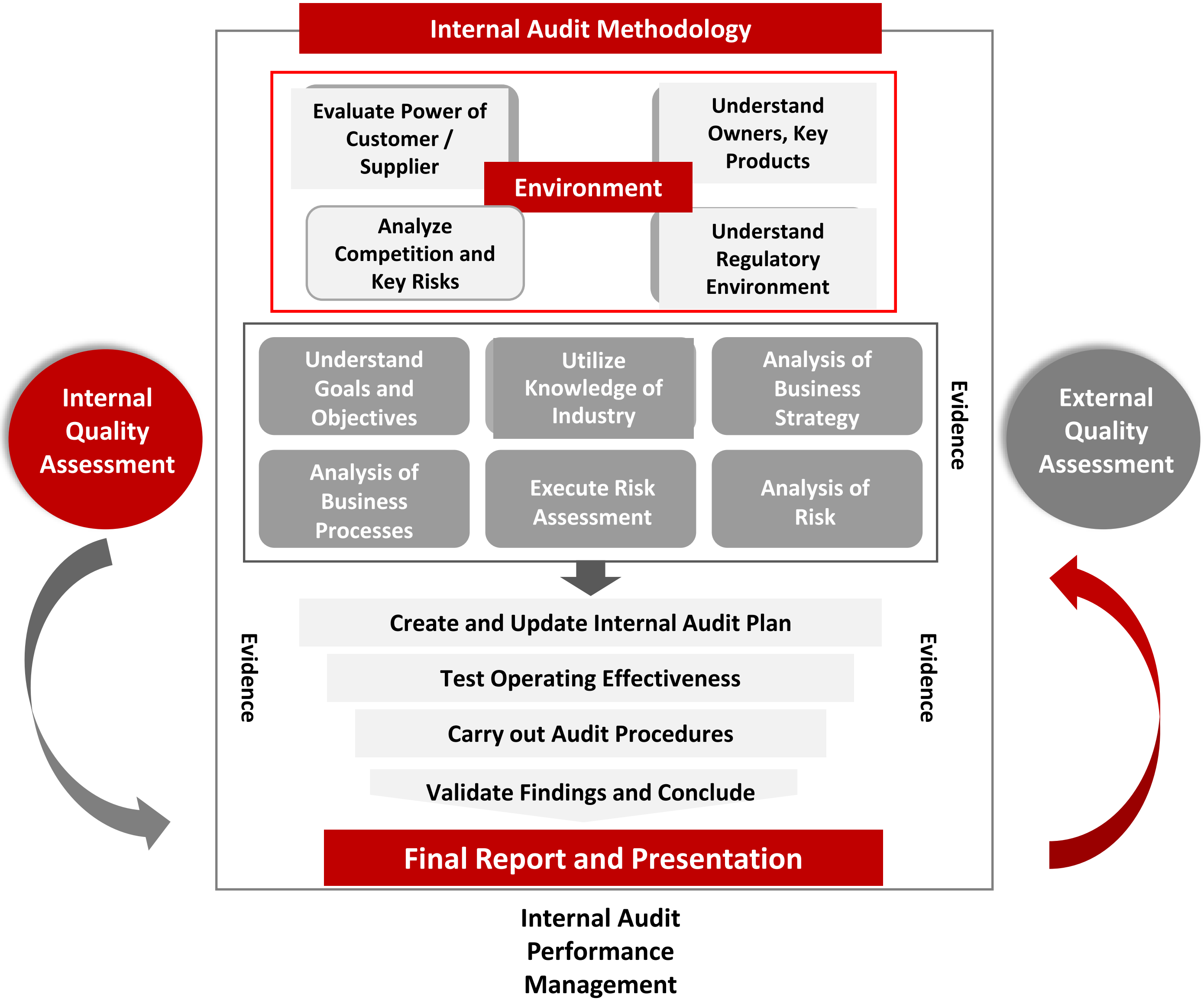
Compliance Review

- Provide review recommendations/ feed back into clients' compliance programs in a cycle of continuous improvement
- Share key knowledge and interpretive guidance produced by our firm's accounting policy professionals

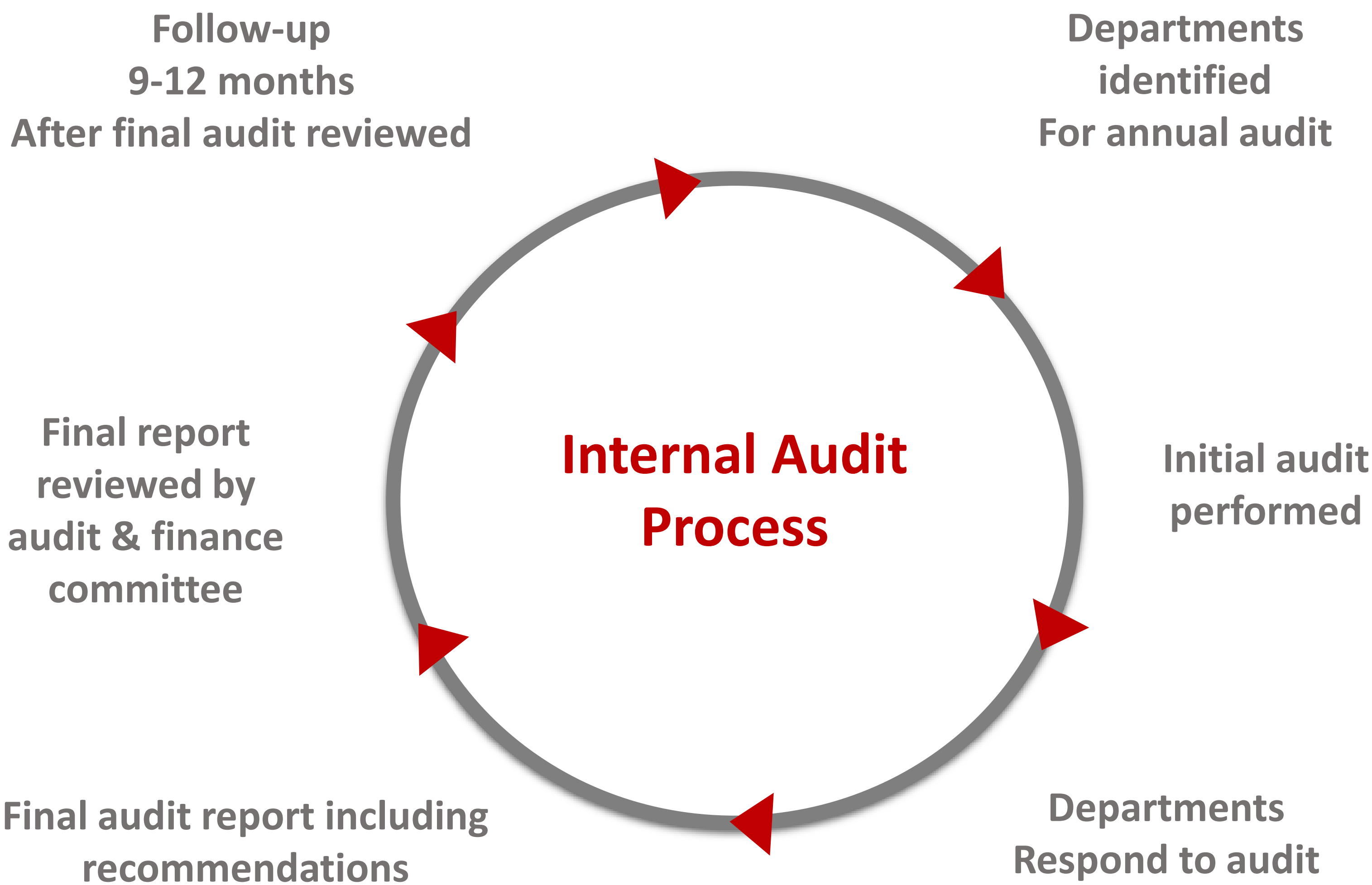
Standard Operating Procedures

- Prepare SOPs/ accounting manuals highlighting key controls and processes to be followed across functions

Internal Audit Methodology



Our Internal Audit services are based on field tested methodologies which are consistent with the International Standards for the Professional Practice of Internal Auditing. We adapt our IA methodology and leverage our proprietary knowledge database for IA assignments


Departments identified For annual audit
Initial audit performed
Departments Respond to audit
Final audit report including recommendations
Final report reviewed by audit & finance committee
Follow-up 9-12 months After final audit reviewed
Internal Audit Process

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.

UNDERSTANDING & SCOPE → PLAN & ANALYSE → EXECUTION → REPORTING

Understanding Business Context

- Understand the objectives for the process and understand how these link to the organization’s overall objectives.
- Understand the organization structure , business processes, policies and processes, management reports, systems and data used, regulatory framework and overall environment.
- Conduct interviews with various senior stakeholders.

Understanding Current State As Is

- Understand operations of the company. Obtain understanding of the existing process.
- Conduct interviews with the process owners to understand As-is processes.
- Identify key concern areas based on discussion with the process owners and management.
- Document the process and validate understanding.
- Prepare audit work programs for all the areas.

Approach to Internal Audit

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UNDERSTANDING & SCOPE → PLAN & ANALYSE → EXECUTION → REPORTING

Formulate Approach and Project Plan

- Create detailed internal project plan.
- Identify preliminary information requirement.
- Clearly identify areas to be covered by MGB and obtain by-in of the management.
- Post identification and prioritizing of areas to be covered develop an audit plan.

Analyze Process, Risk and Evaluate Control

- Review the processes, identify and source risks associated with the process.
- Prioritize the risks based on likelihood of occurrence & significance of impact.
- Evaluate at inherent and residual risk levels.
- Evaluate design for efficiency and effectiveness.
- Evaluate design for control.

Analyze Gaps

- Review the process and the risk and benchmark with the leading practices/regulatory standards.
- Identify gaps.
- Prioritize these gaps / weakness with respect to business, relevance and quantify potential business impact of the same.

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UNDERSTANDING & SCOPE → PLAN & ANALYSE → EXECUTION → REPORTING

Formulate and Recommend Actions

- Prepare remediation action plan for identified weakness.
- Finalize form and content of presenting recommendations.
- Prepare draft recommendations.
- Evaluate implications of/on business infrastructure and landscape.
- Support recommendations with findings and conclusions.

Design Solution

- Define remediation plan for gaps.
- Evaluate and select solution option.
- Finalize the solution design with the client.
- Articulate implementation roadmap.

Formulate Conclusions

- Articulate exceptions and deficiencies.
- Quantify impacts.
- Prioritize exceptions and deficiencies.

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Approach to Internal Audit

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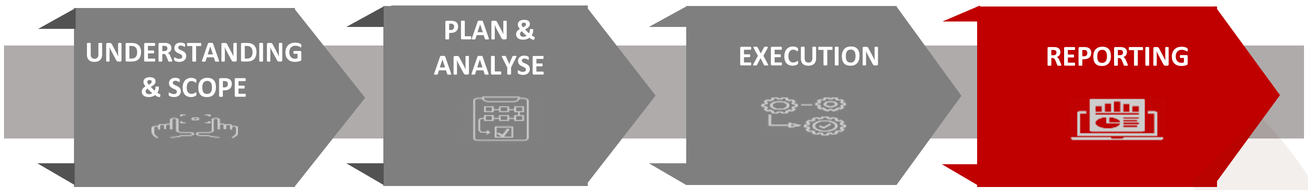

- *We are committed to exceeding Company's expectations for their internal audit department. To do that, we want to ensure we understand your expectations.*
- *We believe that Acquisory can assist the company in meeting their needs using our proven methodologies and frameworks as well our experienced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

Sample Deliverables

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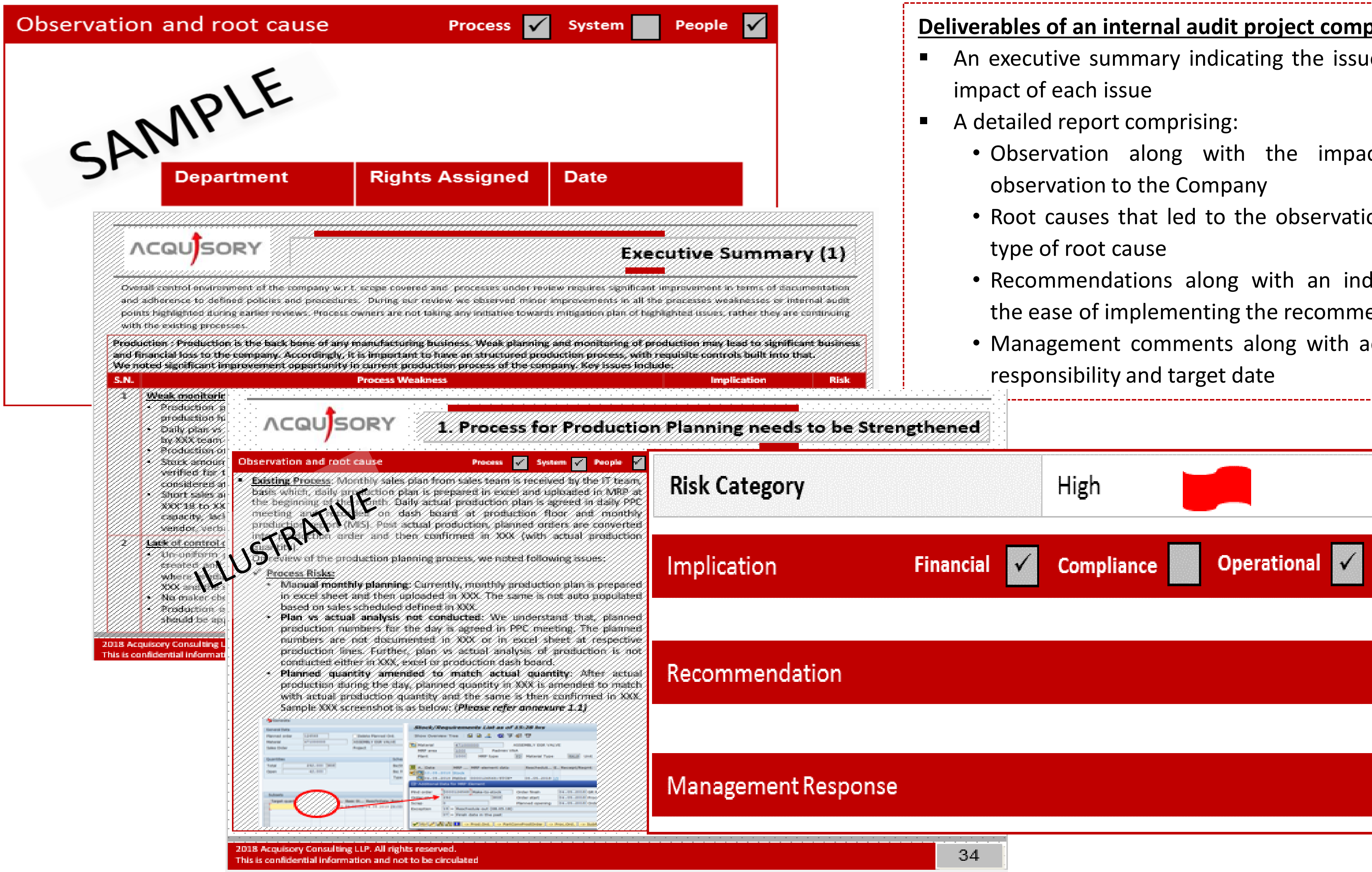

Deliverables of an internal audit project comprises:

- An executive summary indicating the issues and the impact of each issue
- A detailed report comprising:
  - Observation along with the impact of the observation to the Company
  - Root causes that led to the observation and the type of root cause
  - Recommendations along with an indication on the ease of implementing the recommendation
  - Management comments along with action plan, responsibility and target date

Risk Matrix

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	• 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

Select Clientele

Reckitt Benckiser

SONY ENTERTAINMENT TELEVISION

FUN CINEMAS

dishtv

DNA DAILY NEWS & ANALYSIS

EXITO GOURMET

IndiaCast a TV18 & Viacom18 Venture

Essel

KEYS

CarWale®

ItzCashworld

JINDAL D.P. JINDAL GROUP

cogencis tracks what matters

SIERRA VENTURES

ARISTO Realtors

TATA HOUSING

A2Z GROUP

Arshiya There's a way

EKTA world

MANJEERA Life Elevated

KUONI

MAHARASHTRA SEAMLESS LIMITED

gro ax

GoldenSource

LARGE AIRCON COMPANY

The Phoenix Mills Limited

janoschka

UB

khyatifoods

GEAR Perform › Better › Higher ›

chhaya prakashani pvt. ltd. infinite knowledge

9X

WELSPUN Dare to Commit

TATA TELESERVICES

Saraf

RELIANCE

JLT

airtel

citi

CBRE CB RICHARD ELLIS

PADMINI

Flamingo Pharmaceuticals Ltd.

BIOGENOMICS

FDC

SecureNow Insurance Broker Pvt. Ltd.

Riya the travel expert!

<seedfund>

SARE HOMES

KANAKIA

INTERGLOBE AVIATION

VBHC

KALPA-TARU

TATA REALTY AND INFRASTRUCTURE LIMITED

Haffkine

Actavis

APODIS

FURTADOS

Real I.S.

MPC

SAMENA CAPITAL

SAMARA CAPITAL

kotak

Morgan Stanley

Deutsche Bank

BERGGRUEN HOLDINGS

CERESTRA EDU INFRA FUND

SachsenFonds KanAm-Gruppe

Hines

DSG CONSUMER PARTNERS

Ivanhoé Cambridge Caisse de dépôt et placement du Québec

KKR KKR Financial Holdings LLC

UNILAZER

Essel infra

MILESTONE PRIVATE EQUITY ADVISORY

Select Clientele

Select Clientele

Confidential

Share Care
ampm
Anjuman-E-Shiate-Ali
HCL Infosystems
northstar
Gibson Dunn
CarWale
Veeba
Toshvin Analytical
Swift
Purple Seas Sports & Technology
TVH
Suzette
Radox
CJ Porcelain
Midea Carrier
Green Light
Umang
La Residentia
Ansal Buildwell
Guardian Pharmacy
DEN
yumist
ICSI
Vanity on Wheels
Lexcompli
Piyush Group
YB
Shree Vardhman
Bharat Exports
Everlinvest
Drums Food
supertech
Akme Projects Limited
ecity
Saya
M3M
bakers circle
sikka
Georgia-Pacific
iap
Casa Grande Private Limited
Medicover Fertility
Dalmia Continental
DBS
Wild vitamin drink
Tricone
CHD Developers Ltd.
Sony MSM Network
Star India
Lake District Estates
BAU
PESS Physical Education & Sports' Solutions Pvt. Ltd.
VIBGYOR High

Highly Credentialed Team

Divya Vij
Qualification - CA
Experience – 20+ Years

Kinnari Gandhi
Qualification – CA
Experience – 18+ Years

Krishan Goyal
Qualification - CA
Experience – 18+ Years
Registered Valuers- IBBI

Puneet Batra
Qualification - CA
Experience – 15+ Years

Contact us

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