

Celebrating 15 Years of Learning & Growth



M&A Advisory Services



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

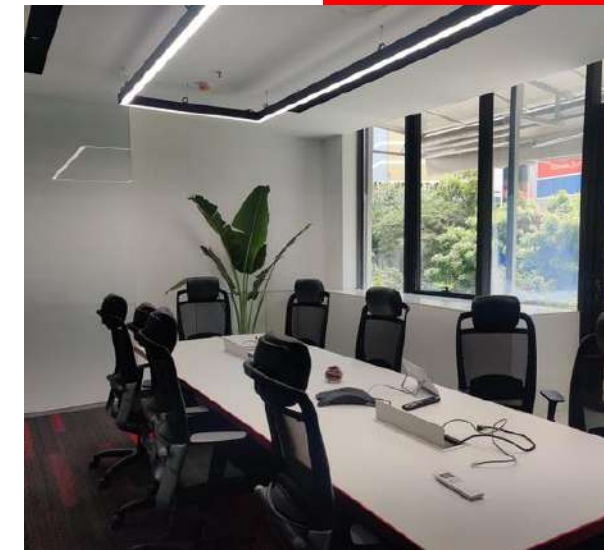
Strengths of large consulting companies

Independent and no conflicts

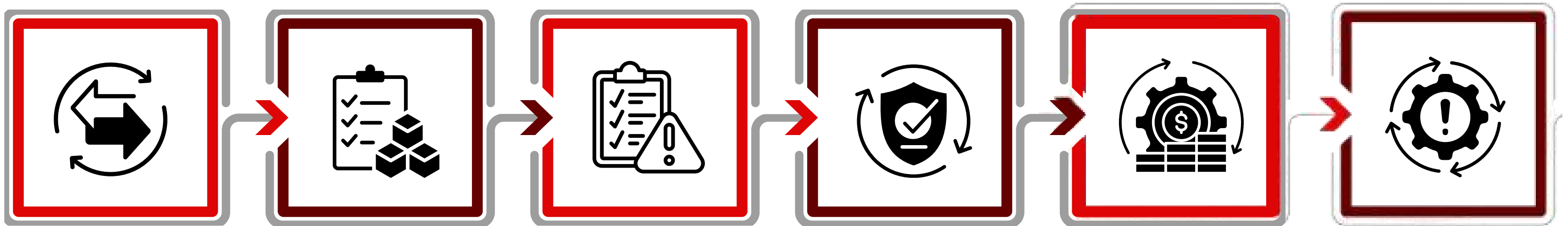
Experienced professionals

Deep understanding of businesses

Cultural fit



Our Service Portfolio



Transaction Advisory

- Due Diligence - FDD/LP GP DD
- Financial Modelling/ Underwriting Support
- Corporate Restructuring
- Buy Side / Sell Side advisory
- Fund Raising (Debt & Equity)
- Valuation
- Deal Structuring / Negotiation
- M&A Integration

Asset Management

- Portfolio Management and Investment Monitoring
- Strategic Advice
- Dispute Resolution and litigation Management
- Exit advice & Maximization of Investors return
- Asset Management Software

Operations Risk & Consulting

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

Assurance & Regulatory

Financial Reporting

- Accounting & Reporting
- Financial Audits
- Conversion support towards IFRS, IND AS accounting

Compliance

- Secretarial
- Statutory Compliances
- Fund Compliances

Fund Operations

- Fund Set up Assistance
- Migration of data
- Transaction Processing
- Fund Accounting
- Portfolio Tracking
- Returns calculations
- NAV Computation

IT Risks & Forensics

- Information Security Management Services
- Forensics
- Technology Risk Solution
- Security Risk Management
- Creative Training Solution
- Brand Protection

Fund and Investor - Focused Solutions

We bring a structured approach to each and every assignment, with a unique set of objectives, requiring specific priorities, designed to deliver the best results. With a widespread and detailed understanding of operations, we are able to rapidly formulate and execute practical solutions in complex business problems / environments by:

- Obtaining in-depth business / industry understanding
- Collating all facts and getting them right
- Analyzing and diagnosing the problem
- Identifying practical solutions
- Planning and partnering
- Supporting and leading
- Establishing a self-sustaining organization

Service Offering classified as Deal Cycle

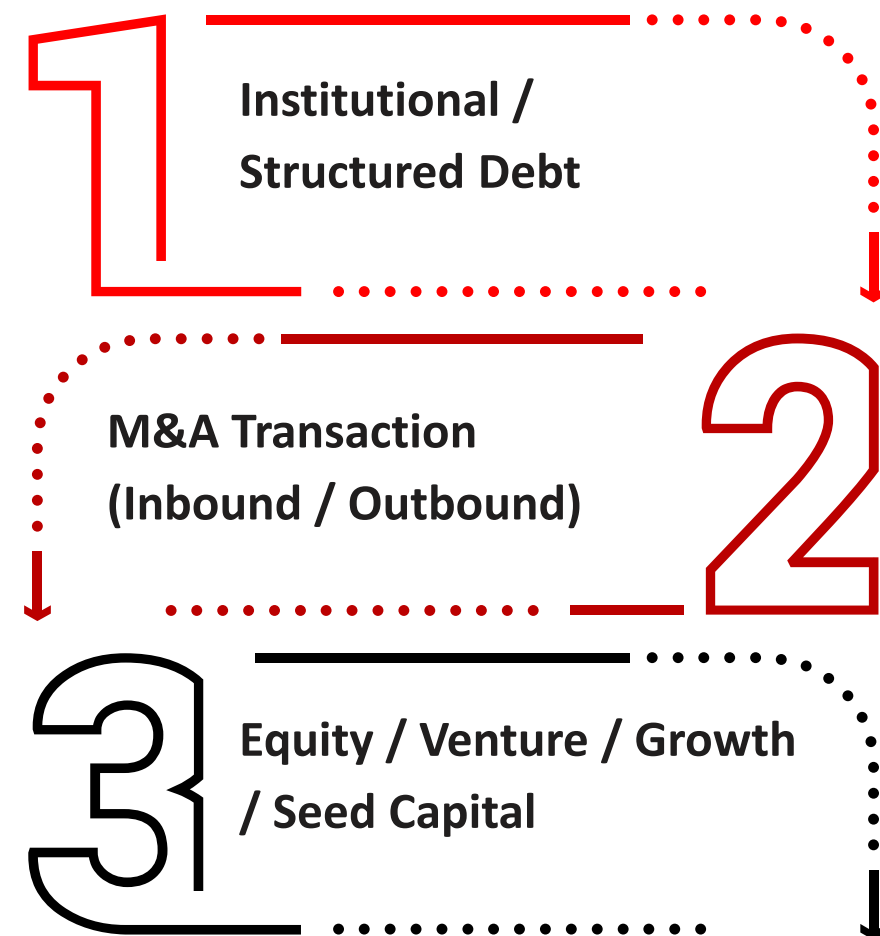


Fund Raising Advisory

We can provide you with access to international financing sources via our network and help you structure and arrange highly customized financial solutions

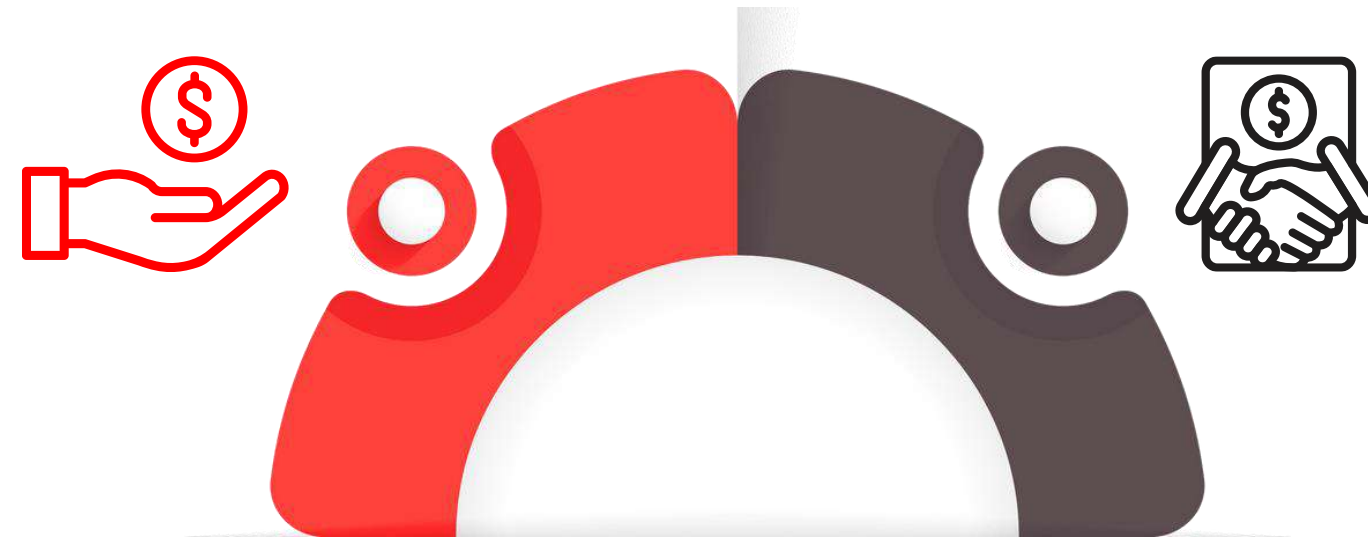


Fund Raising



- Our fundraising strategy includes helping clients identify their funding needs, outlining various available options to raise the required funds through debt and equity and assisting clients in their pursuit to achieve a balance between cost and control
- We are experienced in a wide range of capital raising transactions. From traditional debt and equity growth financing to more complex restructuring or recapitalization transactions
- The debt markets are increasingly complex and rapidly changing. Fluid markets lead to constantly fluctuating institutional appetite, product availability and pricing, making it difficult to keep abreast of and truly up to date with such a dynamic market

Strategic Buy-Side and Sell-Side Advisory



Buy Side

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

- **Identify Opportunity**
- **Due Diligence**
- **Negotiation**
- **Final Documentation**

Sell Side

Seamlessly integrating the firm's deep understanding of operations with finance, accounting, tax & regulatory and business consulting expertise, we work closely with clients to make informed investment / sell decisions

- **Sell Strategy**
- **Financial Models**
- **Buyers Identification**
- **Negotiation**
- **Final Documentation**

Comprehensive Due Diligence Support

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

- **Business and Financial**
- **Tax**
- **Operational**
- **Legal (through tie up with law firms and experts)**

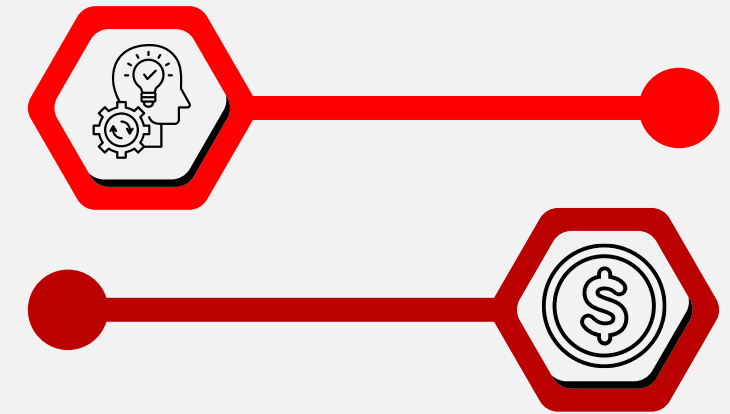
We work with specialists who possess in-depth industry knowledge and market know-how and identify comprehensive key transaction risks and concern areas (value destroyers) along with potential upsides (value enhancers).

Blend transaction, tax, structuring, valuation and legal competencies



Dedicated group of specialists providing end-to-end solutions

Bring industry and geography perspective and knowledge



Transaction specialists with experience on deal size range of USD 1 mn to USD 1 bn

D Deal Issues
Validate strategic rationale

E Evaluation Issues
Informed valuation decision

A Assurance Issues
Identify & mitigate key risks

L Looking Forward
key going concern/ integration issues

Planning



- Financial analysis – get the numbers right
- Quality of earnings and net assets base
- Accounting policies and practices
- Reliability of systems
- Link to audited numbers

Understand Future



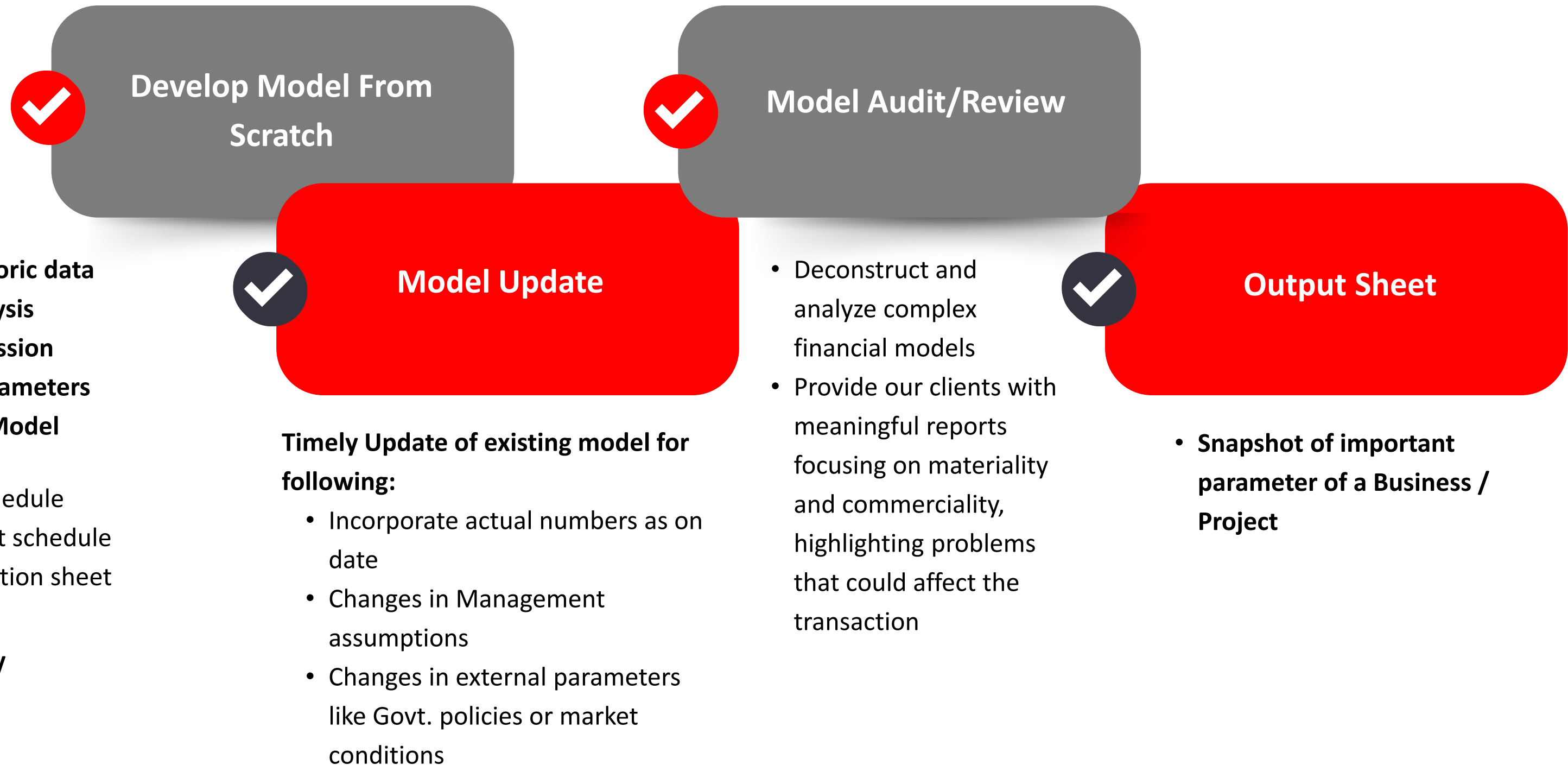
- Understand the business
- Understand the deal drivers
- Agree on expectation
- Desktop research
- Develop information requirement checklists

Analyze History



- Understand assumptions
- Analysis of business drivers
- Consider market research
- Compare with historical data
- Ensure projections are integrated
- Discuss with management

Financial Forecasting and Modelling Solutions



Business Valuation Advisory



Commercial Valuation

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



Ind AS Valuation

- Purchase Price Allocation
- Impairment Testing
- Fair Valuation Of Investments



Corporate valuation

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



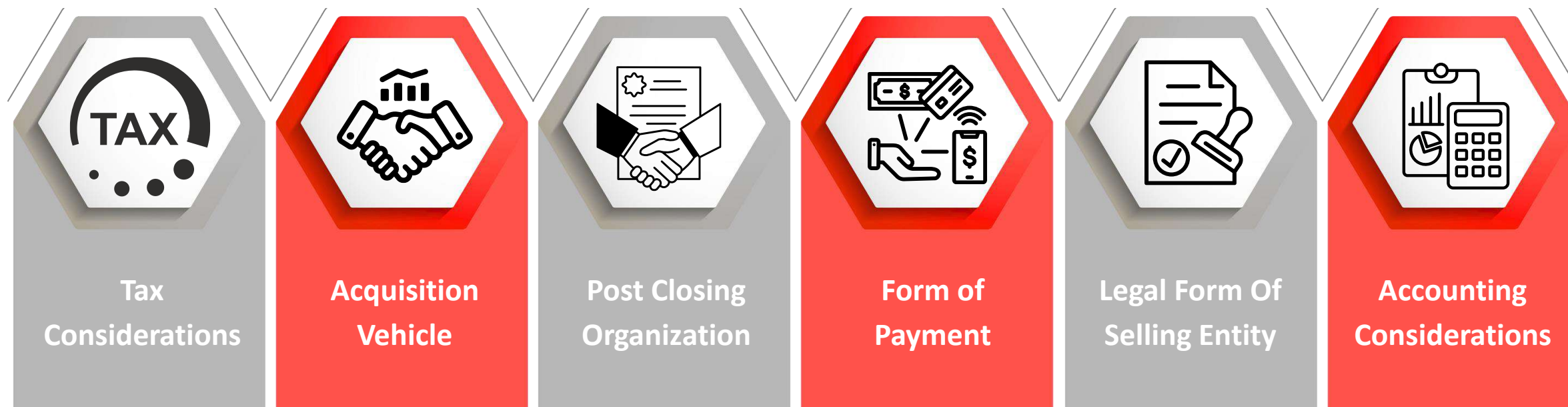
Regulatory Valuation

- Foreign Exchange Management
- Income Tax
- Transfer Pricing
- Corporate Compliances
- IBC Compliances

Deal Advisory and Negotiation Support

Our focused approach to structuring deals encompasses all fiscal, regulatory, tax and commercial considerations in order to be able to recommend the most optimal structure for the transaction.

Key Components Considered While Deal Structuring



M&A Integration Support

Our post merger integration solutions cover multiple areas around - strategy, operations, infrastructure, policy & procedures. Our solutions help client's move towards an integrated environment in a phased / structured manner, while achieving the objectives of integration:

- Seamless integration of operations
- Cost optimization
- Consolidation / Rationalization of assets
- Optimization of resources

Post-Merger Integration



Our Solution

- Setup and operate a project management office for integration
- Portfolio analysis – consolidation, rationalization, management etc.
- HR Organization structure design and review
- Policy and procedure integration
- Vendor consolidation / service level review
- IT Enterprise architecture design and review

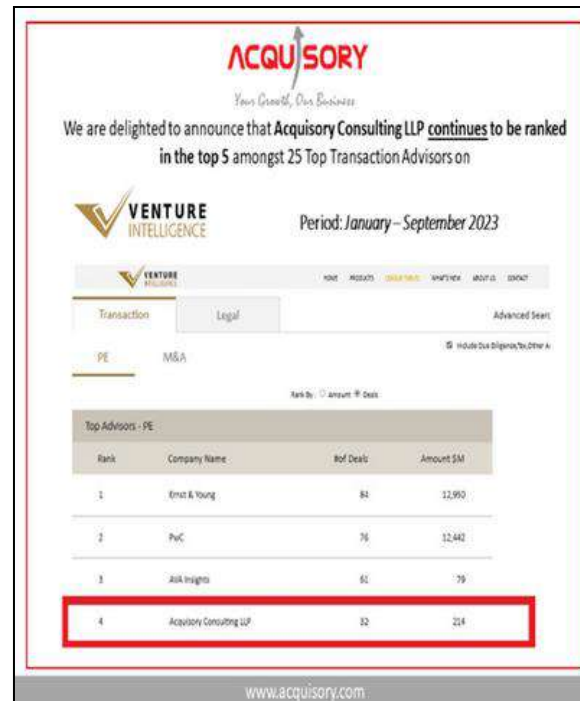
Our Clients



Our Clients



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



Sumchit Anand

Qualification - CA
Experience - 30+ Years
Registered Valuer- IBBI



Krishan Goyal

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



Kinnari Gandhi

Qualification – CA
Experience - 20+ Years



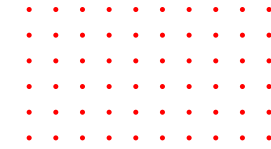
Varun Kohli

Qualification - CA
Experience - 18+ Years



Puneet Batra

Qualification - CA
Experience - 17+ Years



Our Office Network

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