

Celebrating 15 Years of Learning & Growth



Asset Management Capability Statement



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

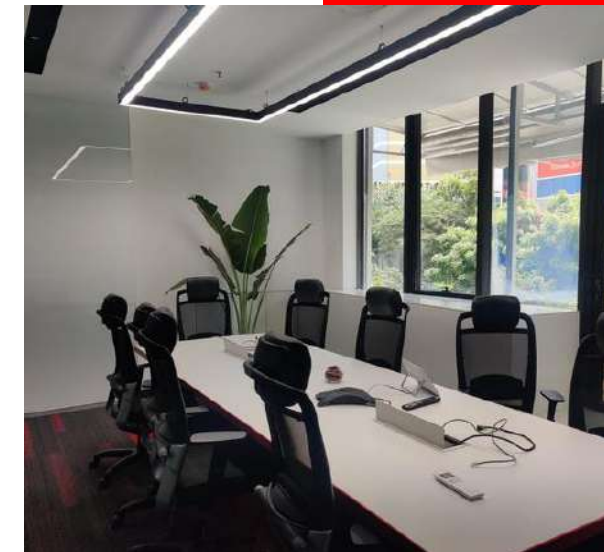
Strengths of large consulting companies

Independent and no conflicts

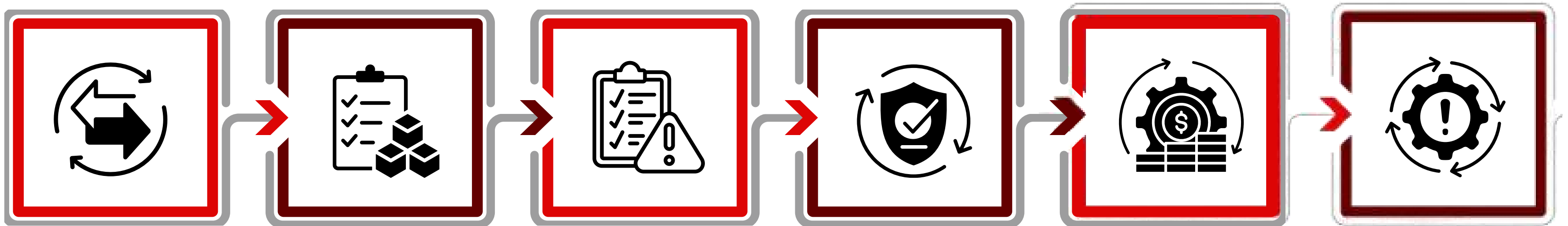
Experienced professionals

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

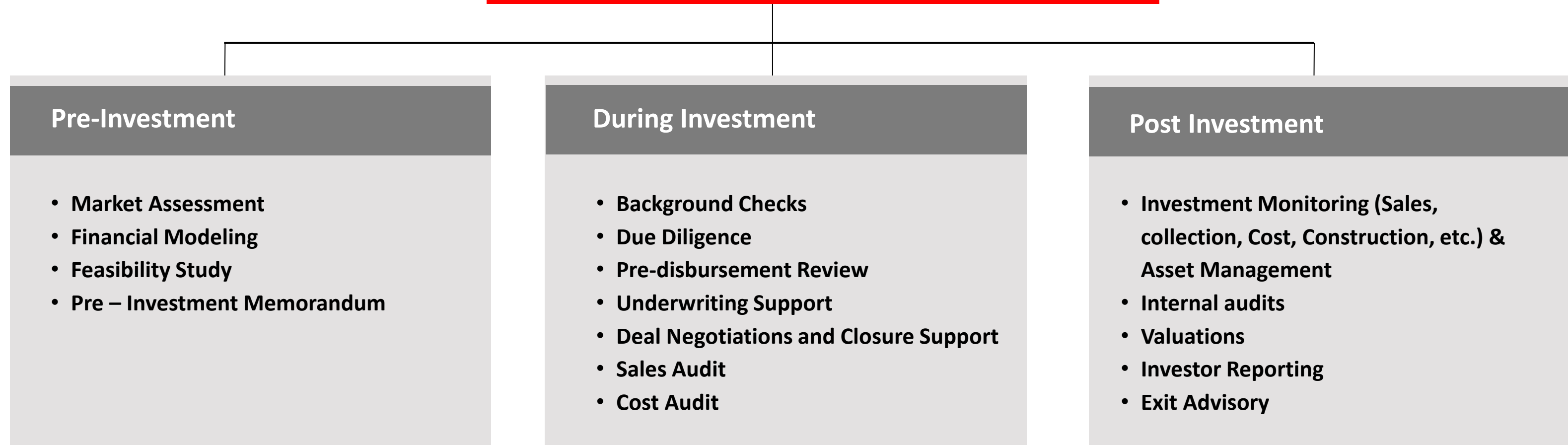
IT Risks & Forensics

- 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 every assignment, with a unique set of objectives, requiring specific priorities, designed to deliver the best results.

Service Offering classified through the Investment



Post Investment Asset Management

Acquisory Value Add in Real Estate Sector

Payment Request Processing

Strict Checks and
Balances, Project related
clearances

Sales MIS Monitoring, Customer Files

Accurate / Online Reporting
regarding collections,
bookings, cancellation, pricing
Rates achieved

Cashflow and Escrow Accounts Monitoring

Continuous / Daily / Weekly /
Monthly Reporting of Cash
Inflows & Outflows

Statutory Compliances / Key Covenants & Project Approvals Tracking

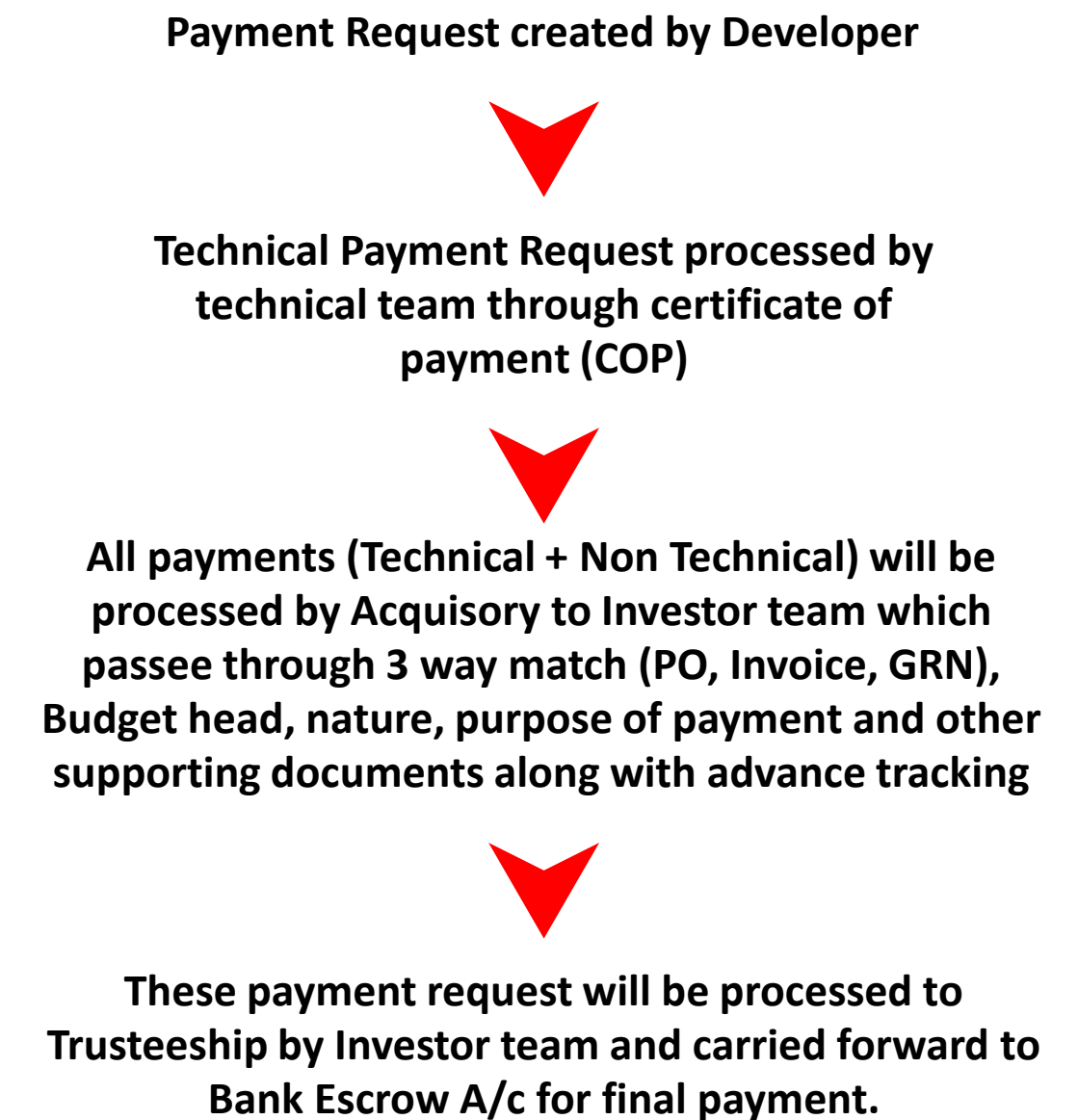
Ensure Compliances on
time, reporting of
statutory liabilities

Real Estate - Post Investment (Slide 1/4)

Value Proposition - 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. We will work as a partner with high level of senior management involvements at each step of our engagement with you.



- **Pre - Approval of Technical Payments by Technical PMC**
- **Verification of Admin, DM fees** including of salary of employees, brokerages, marketing, statutory payments, consultant fees, pass through charges, interest etc. which are pre-approved by management of company.
- **Verification of all invoices with respect** to the supporting's and other relevant backups including construction payment invoices which are pre-approved by Technical Team.
- **Establish a payment processing system to ensure timely payment of all invoices.**
- Monitoring of all payments and collections in escrow and other bank accounts.
- **Database of all approved invoices** and monthly summary and details of all payment made.



Real Estate - Post Investment (Slide 2/4)

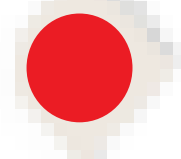
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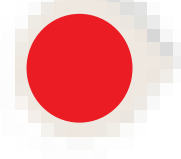
Review of Payment Request



Review of Sales MIS & Customer Files



Financials Review / Escrow Account & Budget Monitoring



Compliances, Project Approvals Tracking and Others

Review of sales MIS with respect to

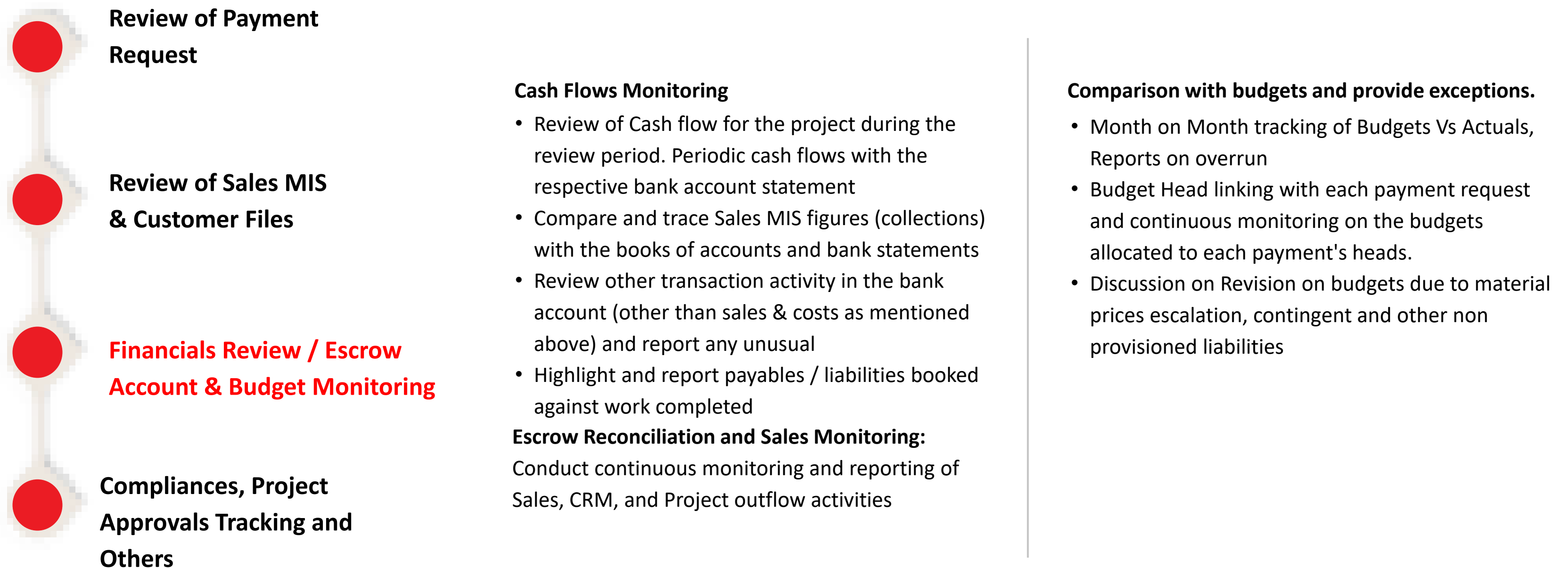
- Area sold,
- Payment plan,
- Sale through broker v. direct
- Agreement / sale value,
- Avg. Rate Realisation Vs MSP
- BSP, other charges,
- Collections, Demand raise
- Registered agreements and other documents etc.

Review of actual booking form, allotment letter, builder buyer/sale agreement and tri-patriate agreement (as applicable) including:

- Type of units and number of units sold along with Purchase option opted
- Payment plans and any discount given, Demand raised, and Demand & Receipt letters attached
- Interest and penalty clauses.
- KYC related documents
- Amount called and collected for all customers.
- Review of transfer documents in case the units are being transferred from one customer to another customer.
- Reconciliation of amount collected as per sales MIS vs account statements vs bank statements for receipt
- Review of amount demanded vs demand to be raised
- Details per sales MIS vs RERA website and discussion with Management on discrepancies.
- Review of cancellation units, amount refunded and to be refunded.
- Debtor ageing analysis, receivables analysis, coordinating with CRM for collection tracking etc.; and
- Establish proper systems and procedures across customer CRM, inflow outflow, banking and monthly MIS.

Real Estate - Post Investment (Slide 3/4)

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Real Estate - Post Investment (Slide 4/4)

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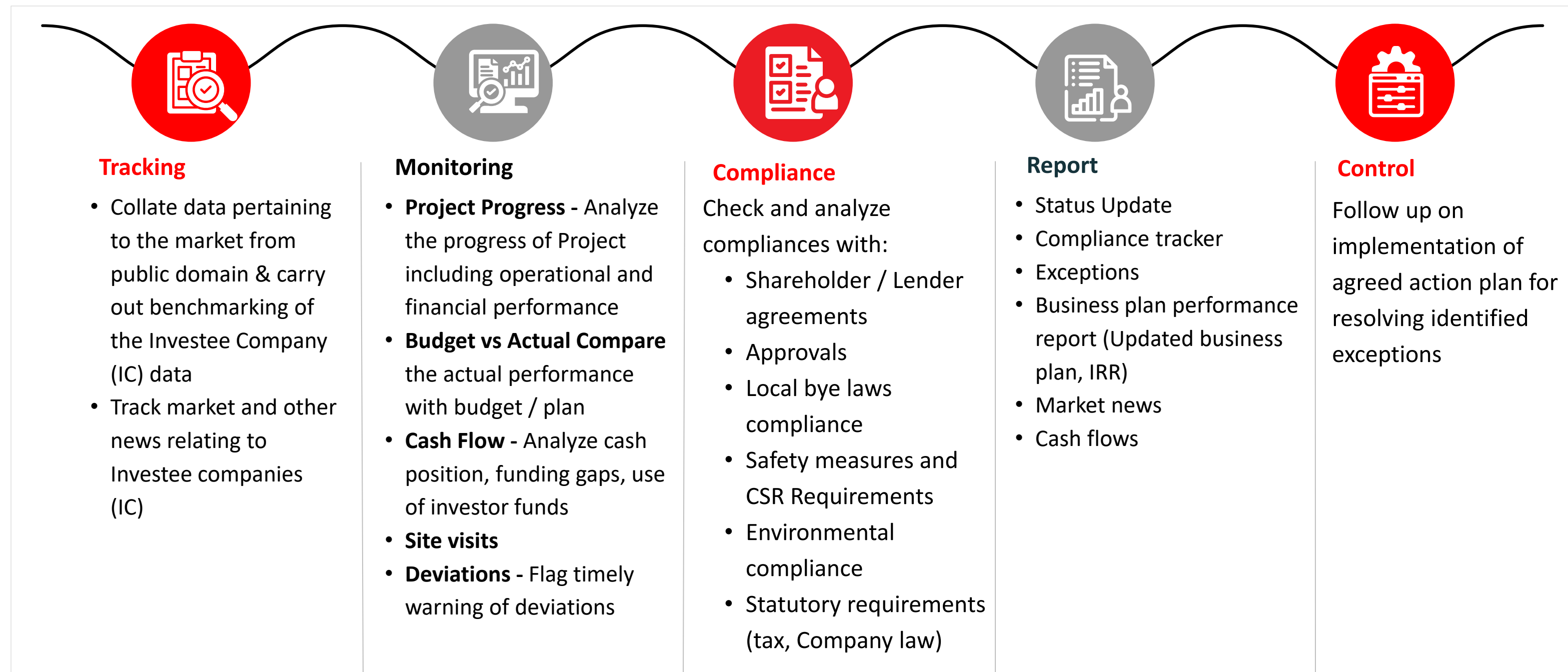


- **Review of Secretarial Records & Compliances** - Review of minutes, notices, disclosures by directors and MCA other compliances
- **Review of E - Filings with ROC and Annual returns**
- **Compliances of the conditions subsequent to the transactions**
- **Continuous monitoring of statutory compliances like TDS, Income tax, GST, PF, ESI and other compliances.**
- **Tracking of project approvals w.r.t Active / Expired, date of validity of approvals** - like Maps, Drawings approvals, RERA extension, EC Compliance, Fire NOC, AAI NOC, Quarterly Progress Reports and other project approvals

Asset Management - Service Portfolio

Our Asset Management services are our solutions to support PE / NBFC clients in meeting their objectives of **maximizing returns**. Our services have been designed to address the challenges faced by investors in **managing 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, and misappropriation or misconduct in their investee companies.

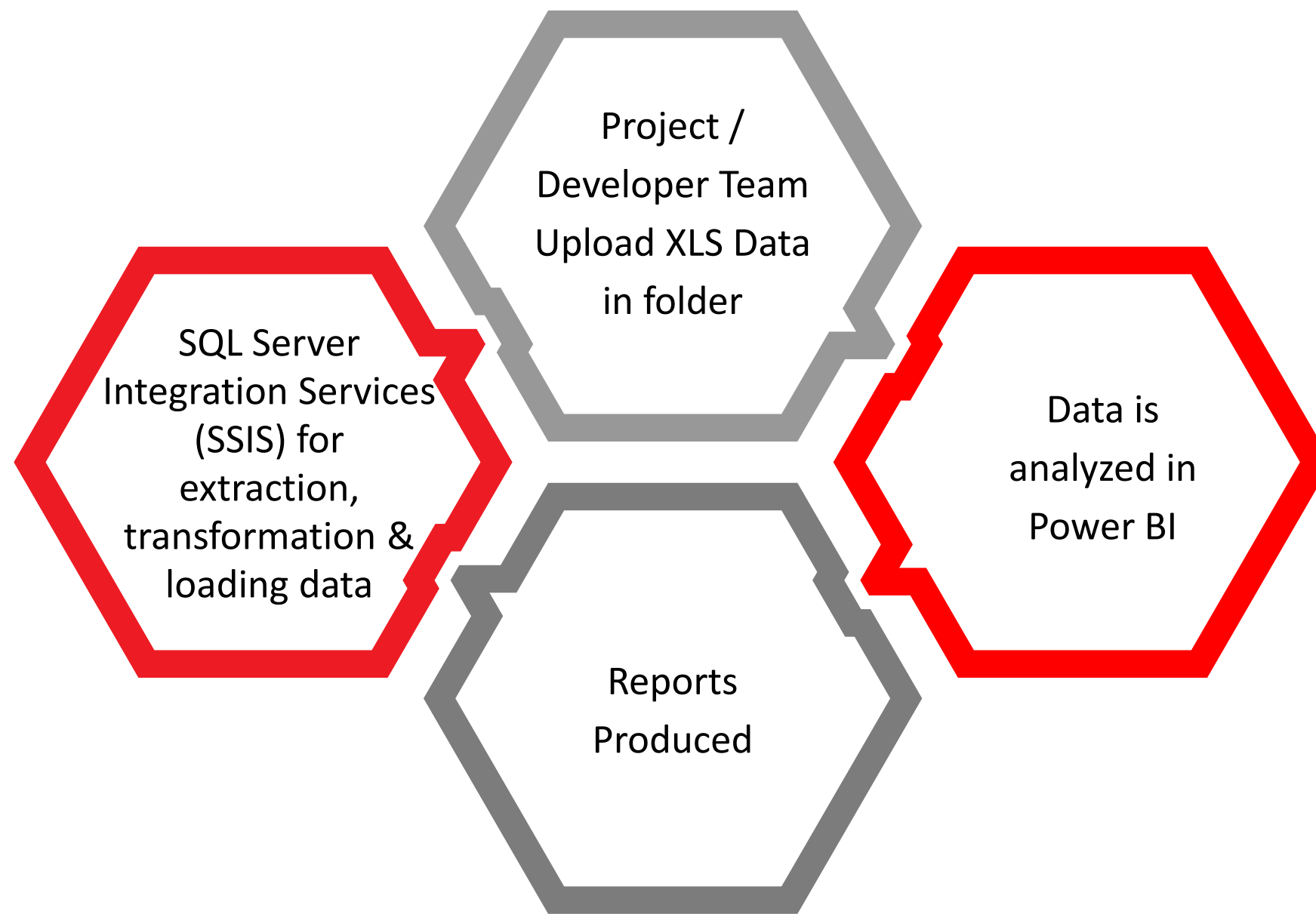
Smart investors know that it is prudent if investments are followed up with continuous monitoring of key business risks. **Acquisory becomes the eyes and ears of our Investor Clients on the ground** and helps them manage such risk factors.



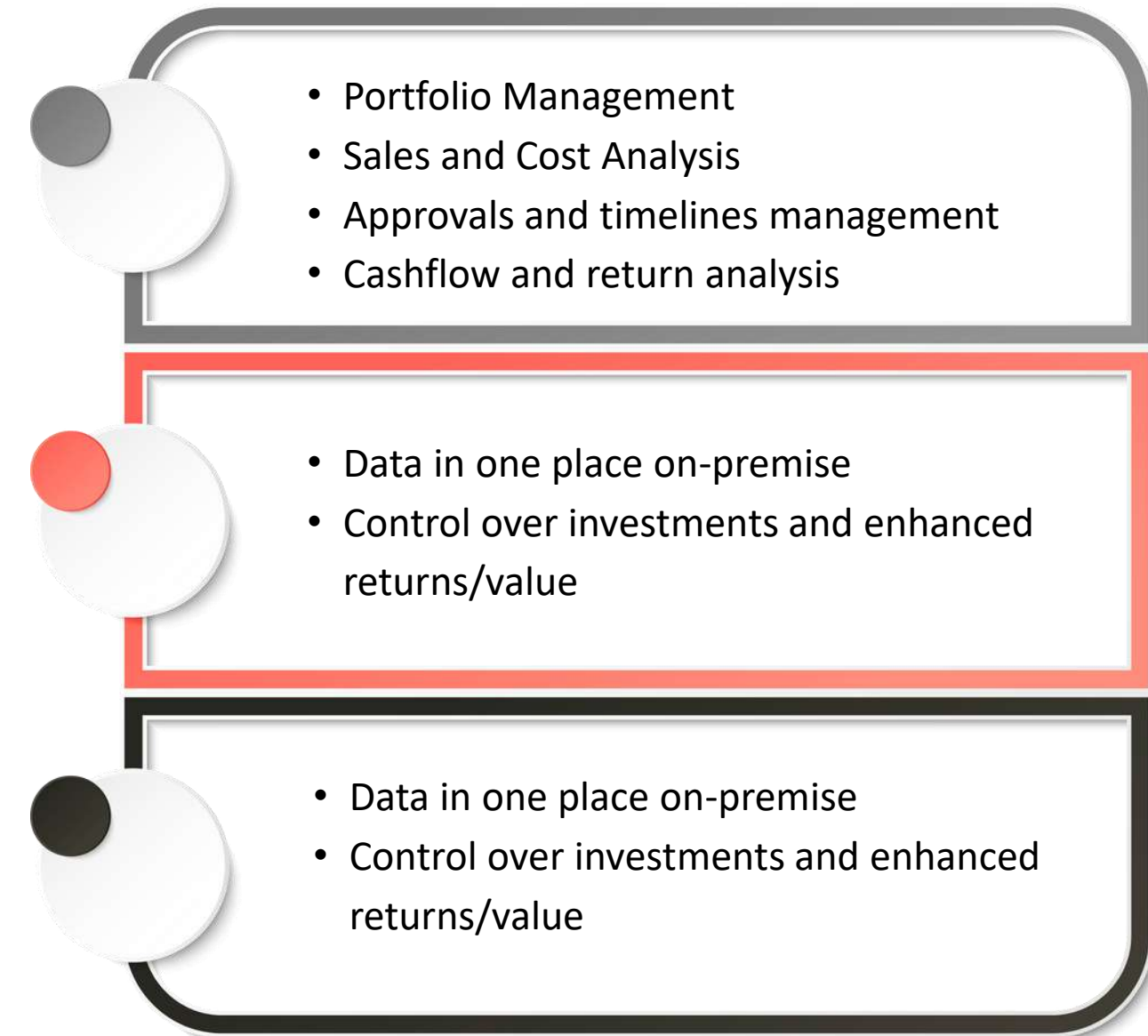
Asset Management Software

Automated Solution to manage Real Estate Portfolio Investments

How Does The Tool Work?










Our Solution



We provide Asset Management software to our clients as SAAS Platform

Post Investment - Asset Management Service

Need

	Sales and Collections Monitoring
	NOC review
	Monitoring Cost/Time to Complete
	Escrow/Outflow Monitoring (Waterfall)
	Monitoring Compliance Including RERA
	Monitoring Budget, LTV and Cover
	Investor Reporting

OUR SOLUTION: OUR UNDERSTANDING OF YOUR NEEDS

- ✓ Monthly sales dashboard and highlights including key exceptions, focus areas on month's performance etc. Comparison with budget.
- ✓ Monthly monitoring of new bookings, cancellations along with corresponding refunds, demand raised & amount collected.
- ✓ Review of documentation pertaining to NOC and provide a summary highlighted with key issues in NOC & supporting document.
- ✓ Technical inputs with respect to cost & time to complete based on current month and YTD performance. Expenses verification - whether in line with progress or not.
- ✓ Cost Monitoring is carried out in collaboration with separate technical team / architects.
- ✓ Escrow management and weekly monitoring of cash inflows and outflows. Approve escrow disbursements. Report key exceptions.
- ✓ Quarterly check on project approvals, corporate, fiscal, labour, RERA and other compliances. Compliance check of key covenants of debt agreements and trust deed monthly.
- ✓ Quarterly calculations of LTV and updation of business models. Monthly monitoring and reporting of cash flow cover post tax.

Select Experience

Client	Summary of Work Performed
SWAMIH Investment Fund - I (SBI Cap Ventures Limited)	Real Estate - Asset Management for its portfolio Companies. Monthly Monitoring of financial, sales & cash flow monitoring, budget vs actual cost, project approvals and payment request review.
Real Estate Credit Opportunities Fund – III ("Edelweiss")	Real Estate - Asset Management for its portfolio Companies. Monthly Monitoring of financial, sales & cash flow monitoring, budget vs actual cost, project approvals and payment request review.
WSB Real Estate Partners Private Limited	Real Estate – Asset Management for its significant portfolio Companies for multiple Funds of the Client. Monthly Monitoring of financial, sales & cash flow monitoring, budget vs actual cost, project approvals and payment request review.
Nippon Life India AIF Management Ltd	Real Estate - Asset Management for its portfolio Companies
KKR	Real Estate - Monthly monitoring of portfolio companies through comparison of budget vs actual performance, desktop review, LP reporting on quarterly basis, updation of business plan
HDFC	Real Estate - Monthly monitoring of portfolio companies through comparison of budget vs actual performance, desktop review, LP reporting on quarterly basis, updation of business plan
EURAMCO	Real estate portfolio of Euro 200 million <ul style="list-style-type: none"> Detailed evaluation of current systems/significant business cycles to identify gaps/risks and remediation of these gaps/risks Strategic advice on managing investments and exits
Certus	Real Estate - Asset Management for its portfolio Companies
Asia Pragati Real Estate Investment Fund – PAG	Real Estate - Asset Management for its portfolio Companies

Select Experience

Client	Summary of Work Performed
MPC Capital Group	Managed Euro 200 mn invested in 14 assets across India ranging from Malls, Offices, Hospitality sectors. Provided exits from all assets
Clearwater Capital Partners	Real Estate - Asset Management for its portfolio Companies
REAL IS AG	Real Estate - Asset Management, and exit from its asset in Hyderabad
CVC I	Auto component manufacturing company - Detailed evaluation of current systems/significant business cycles to identify gaps/risks and remediation of these gaps/risks
DSG Consumer Partners	Asset Management for its portfolio Companies
Edelweiss	Auto component manufacturing company - Financial and operational monitoring of NCR based auto components manufacturing company through monthly cash flow budgeting, payment approvals, daily cash flow tracking from bank statements and monthly reporting to LPs
Edelweiss	Hotel Business - Financial and operational monitoring of NCR based Hotel (5 star) through monthly cash flow budgeting, payment approvals, daily cash flow tracking from bank statements and monthly reporting to Investor

Select Real Estate Credentials

Nature of Service Client Served	Investment Advisory	Due Diligence	SOP Development	Asset Management	Internal Audit	Project Review	Forensic Due Diligence
Edelweiss	✓	✓		✓			
SWAMIH Fund		✓					✓
Hines	✓	✓					
Piramal NBFC	✓	✓					
Asia Pragati (PAG)				✓			
Phoenix Mills		✓					
Brookfield		✓		✓		✓	
Ansal API		✓			✓	✓	
KKR / Altico	✓	✓		✓			
CDPQ / Ivanhoe	✓	✓		✓			
L&T Phoenix		✓					
Clearwater	✓	✓			✓		
Oxford properties		✓		✓			
Rustomjee		✓		✓			
Emaar MGF		✓	✓				
Manjeera		✓	✓	✓	✓	✓	
IL & FS		✓					
Logix		✓					
Trinity Capital		✓	✓	✓	✓		
Certus				✓			
Sachsen Fonds	✓	✓		✓	✓		

Select Real Estate Credentials

Nature of Service Client Served	Investment Advisory	Due Diligence	SOP Development	Asset Management	Internal audit	Project Review	Forensic due diligence
DB Realty		✓			✓		
HDFC Fund		✓		✓		✓	
Kalpataru					✓		
IREP	✓			✓			
Tata Realty					✓		
Kotak Realty	✓	✓		✓	✓		
BCC Builders			✓		✓		
Kautilya Finance		✓		✓		✓	
Reliance Capital		✓		✓		✓	
Indiabulls	✓						
Supertech	✓	✓					
SS Group	✓				✓		
Saya Homes	✓						
Shri Group	✓						
Sun Apollo		✓					
Religare	✓	✓	✓	✓			

Asset Management Clientele



NBFC/Funds Clientele



Annexure 1 - Detailed Scope of Work (Slide 1/4)

Monthly Financial & Sales Monitoring

Payment Request Scope (Real Time)

- **Review of Payment Request** - Pre-approval of all payments including but not limited to construction (basis approval by Technical PMC), admin, DM fees including of salary of employees, brokerages, marketing, statutory payments, consultant fees, pass thru charges, interest etc.
- Verification of all invoices with respect to the supporting's like PO, Invoices and other relevant backups including construction payment invoices which are pre-approved by Technical PMC
- Establish a payment processing system to ensure timely payment of all invoices
- Review of Advances given to vendors and Tracking of the same w.r.t payment request
- Monitoring of all payments and collections in escrow and other bank accounts.
- Database of all approved invoices and monthly summary and details of all payment made.
- NOC request from client for units sold with the help of documents available at the time of request of NOC.

Escrow Reconciliation and Sales Monitoring (Real Time)

- Conducted continuous monitoring and reporting of Sales, CRM, and Project outflow activities.
- Monitor collection from customers in non-escrow accounts.
- Conduct monitoring on sales and inflows as well as outflows for brokerage costs, marketing costs and payments

Statutory Compliances, Direct / Indirect Taxes (Monthly)

Review of following activities

- Review of adherence to withhold tax.
- Review of adherence to advance tax paid.
- Review of adherence for income tax filings.
- Review of compliance required for monthly/quarterly GST returns (GSTR1 & GSTR 3B)
- Ensuring timely payments and returns submission of TDS, GST and other Statutory dues

Note – Developer is Primary responsible of payment of Statutory Dues and filling of returns with the authorities, however PMC team will monitor the timelines, make discussions with developer team and report exceptions to the investor for any deviations / delays.

Annexure 1 - Detailed Scope of Work (Slide 2/4)

Monthly Financial & Sales Monitoring

Sales & Collection Monitoring (Monthly)

- Review of sales MIS with respect to area sold, payment plan, sale through broker v. direct, trend analysis (volume & price achieved, agreement / sale value, BSP, other charges, collections, demand raised with respect to registered agreements and other documents etc.
 - Comparison of actual cost and sales with agreed business plan monthly
 - Sales summary (tower-wise, year-wise, month-wise, etc.) and updating various reports for the investor
 - Review of actual booking form, allotment letter, builder buyer/sale agreement and tri-patriate agreement (as applicable) including:
 - 1.Type of units and number of units sold along with Purchase option opted
 - 2.Payment plans and any discount given, Demand raised, and Demand & Receipt letters attached
 - 3.Interest and penalty clauses.
 - 4.KYC related documents
 - 5.Amount called and collected for all customers.
 - 6.Review of transfer documents in case the units are being transferred from one customer to another customer.
- Sales which have been made on assured buyback / assured return basis, Subvention schemes – quantify the interest thereof and give the current status of the same
 - Reconciliation of amount collected as per sales MIS vs account statements vs bank statements / escrow accounts
 - Review of receivable of the project as per the payment plan/milestone linked along with categorization of receivable, ageing of receivable.
 - Review of sales made below agreed MSP along with summary of promoter's contribution to be made at the end of each month.
 - Projected revenue and cost of the project provided by Management including tower-wise cash flow analysis.
 - Review of amount demanded vs demand to be raised as per builder buyer/sale agreement, also, comment on any GST liability.
 - Details per sales MIS vs RERA website and discussion with Management on discrepancies.
 - Review of cancellation units, amount refunded and to be refunded.
 - Debtor ageing analysis, receivables analysis, coordinating with CRM for collection tracking etc.; and
 - Look out for any suits / notices / other activism from buyers

Annexure 1 - Detailed Scope of Work (Slide 3/4)

Monthly Financial & Sales Monitoring

Financials Review / Escrow Account / Cash Flow (Monthly)

- **Review of Cash flow for the project** during the review period. Provide a summarized cash flow statement of the project – from the date of monitoring by consultant as well as for the reporting period (data to be provided by the Developer and consultant to review the same)
- **Verify the periodic cash flows with the respective bank account statements** and check whether the overall activity is in sync or not – a broader level check will be performed about the inflow/outflow entries with bank statements and discrepancies, if any, would be highlighted
- **Compare and trace Sales MIS figures (collections)** with the books of accounts and bank statements – highlight & comment on variances observed. Audit of the account statements of each of the Accounts to validate the collections received
- **Compare and trace Cost MIS figures (Incurred / Budgeted)** with the books of accounts and bank statements – highlight & comment on variances observed
- **Obtain the audited financial and provisional financial** of the company and highlight significant movement. Obtain tax audit report and highlight significant observations (if any) in relation to the projects
- **Highlight contingent liabilities and legal case** on an annual basis as stated by the company in their audited annual report (if any) in relation to the projects.
- **Review other transaction activity** in the bank account (other than sales & costs as mentioned above) and report any unusual / non-trade activity if any observed (details to be sourced from the Developer)
- **Review of cash flow prepared by management or audit Team.** The flow so prepared shall be made from all the bank accounts in the entity under review. A CA certificate shall be obtained from the borrower on a quarterly basis certifying the list of accounts in the entity under review
- **Review of ageing of creditors. Monitoring quarterly sweeps on escrow accounts.**
- **Highlight and report payables / liabilities** booked against work completed on site (data to be provided by the Developer)
- **Checking of cancellations, refunds, and litigating** customers payouts. Adherence to relevant tax laws such as TDS, GST, Income Tax in payments and collections and operations

Annexure 1 - Detailed Scope of Work (Slide 4/4)

Monthly Financial & Sales Monitoring

Other Activities (Monthly)

- Obtain the minutes of the board meetings, General meetings and Annual general meetings and highlight key issues discussed in the meetings.
- Review of compliance of condition subsequent (CS) and the covenants as advised by lender.
- Highlight any legal cases against the promotor group.
- SRO search of sold units and reconciliation of registered units with the unsold units as per sales MIS.
- RERA registration and RERA website details are appropriate (Encumbrance, RERA account details, RERA inventory sales status).
- Review of Trial Balance
- Site visit reconciliation the sales MIS the idle inventory on the site.
- **Interest and principal payment** working at the end of each month based on the terms of the debenture trust deed.
- **Revenue sharing working** between Investor and Client at the end of each month, based on the terms of the debenture trust deed.

Highly Credentialed Team



Sumchit Anand

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



Krishan Goyal

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



Divya Vij

Qualification - CA
Experience – 30+ Years



Kinnari Gandhi

Qualification – CA
Experience – 20+ Years



Rajarshi Datta

Qualification - MA (Econ.)
Experience - 20+ Years



Varun Kohli

Qualification - CA
Experience - 18+ Years

Highly Credentialed Team



Puneet Batra

Qualification - CA
Experience - 17+ Years



Ami Shah

Qualification - CA
Experience - 10+ Years



Sourabh Goyal

Qualification - CA
Experience: 11+ Years



Arkit Moondra

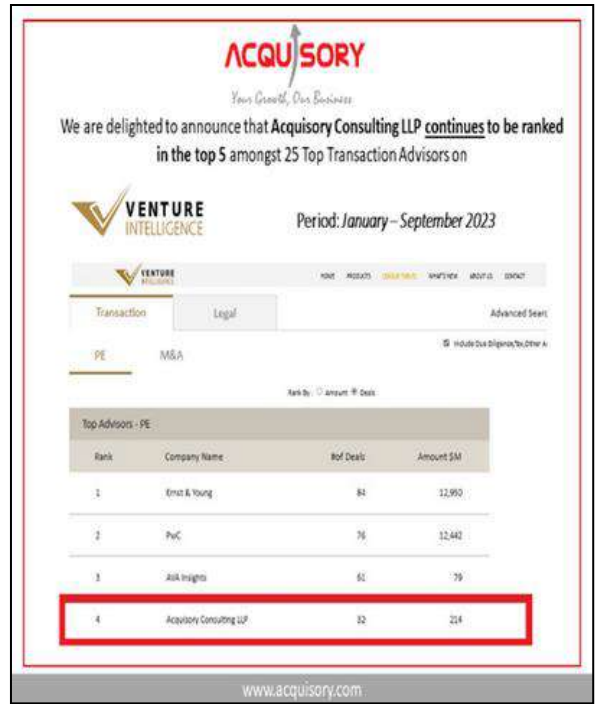
Qualification - CA
Experience: 10+ Years



Nikita Agarwal

Qualification - CA
Experience - 6+ Years

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**

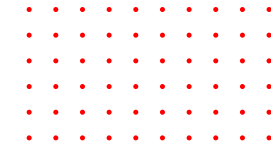


ISO 9001:2015



ISO/IEC 27001:2022





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