



Service Portfolio



Celebrating 15 Years of Learning & Growth



www.acquisory.com

About Our **Company**

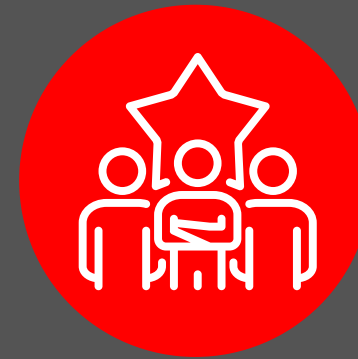
We help clients through the entire business continuum from identification of the problem, to solution, to implementation.



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

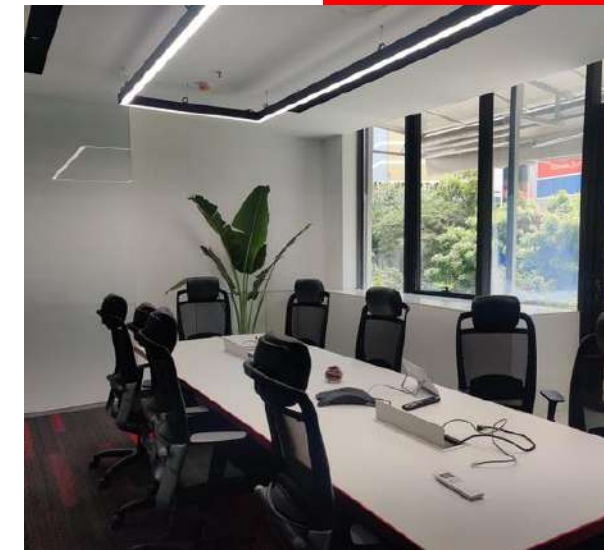
Strengths of large consulting companies

Independent and no conflicts

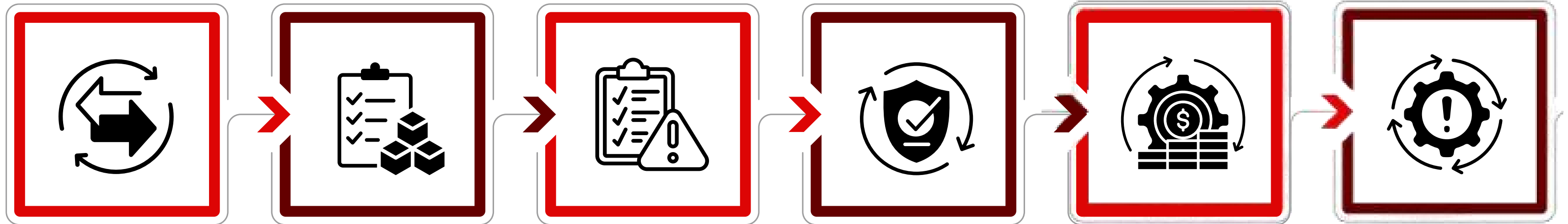
Experienced professionals

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

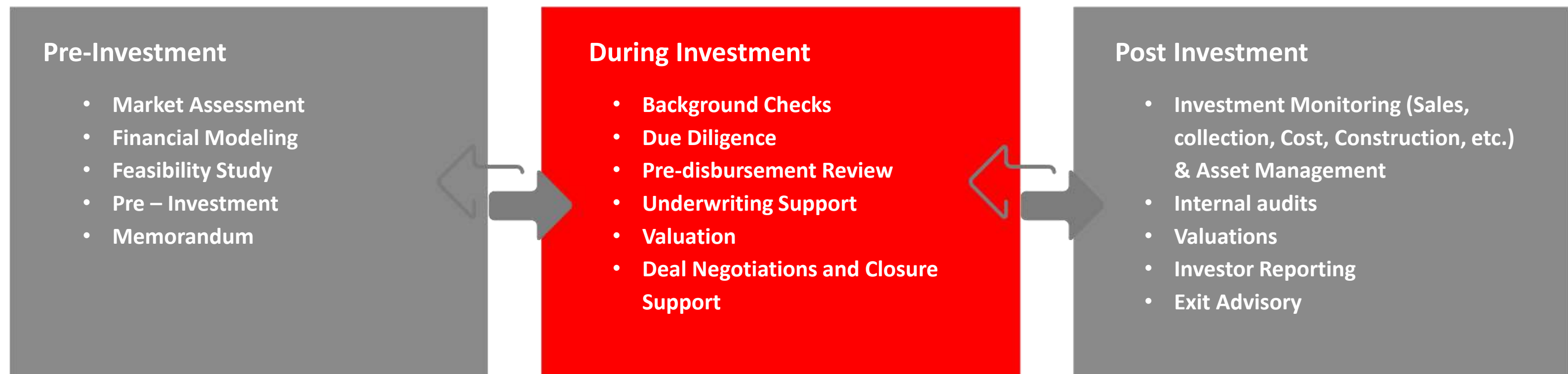
- Information Security Management Services
- Forensics
- Technology Risk
- Solution Security Risk Management
- Creative Training Solution
- Brand Protection

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

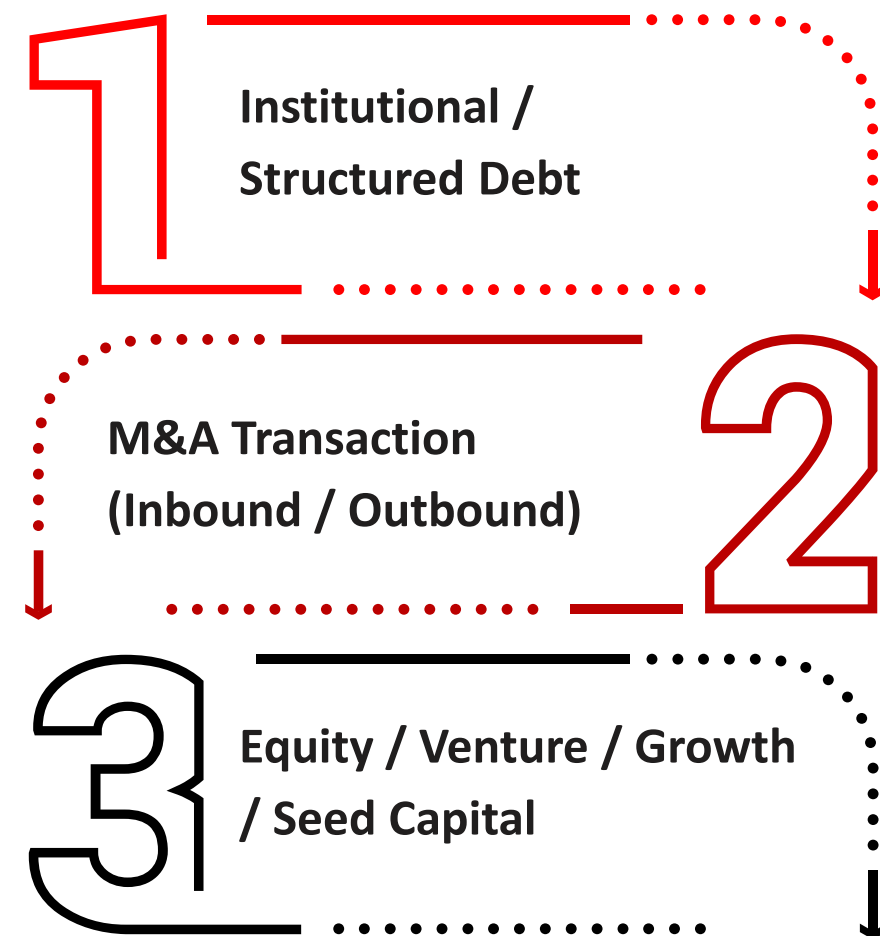


Fund Raising Advisory

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

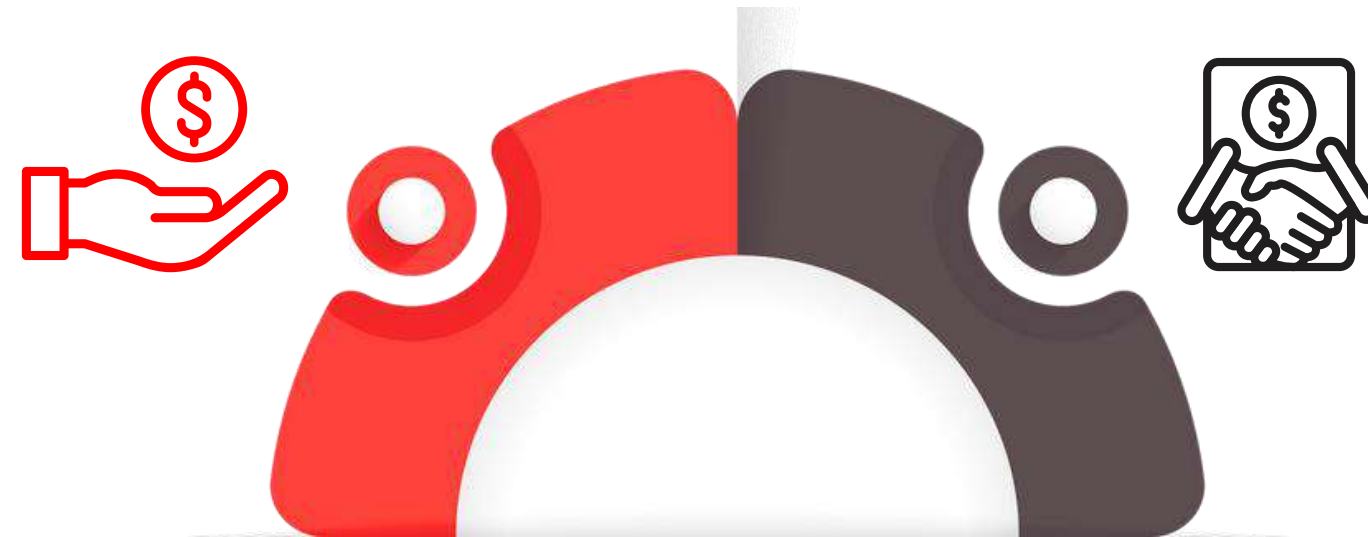


Fund Raising



- 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

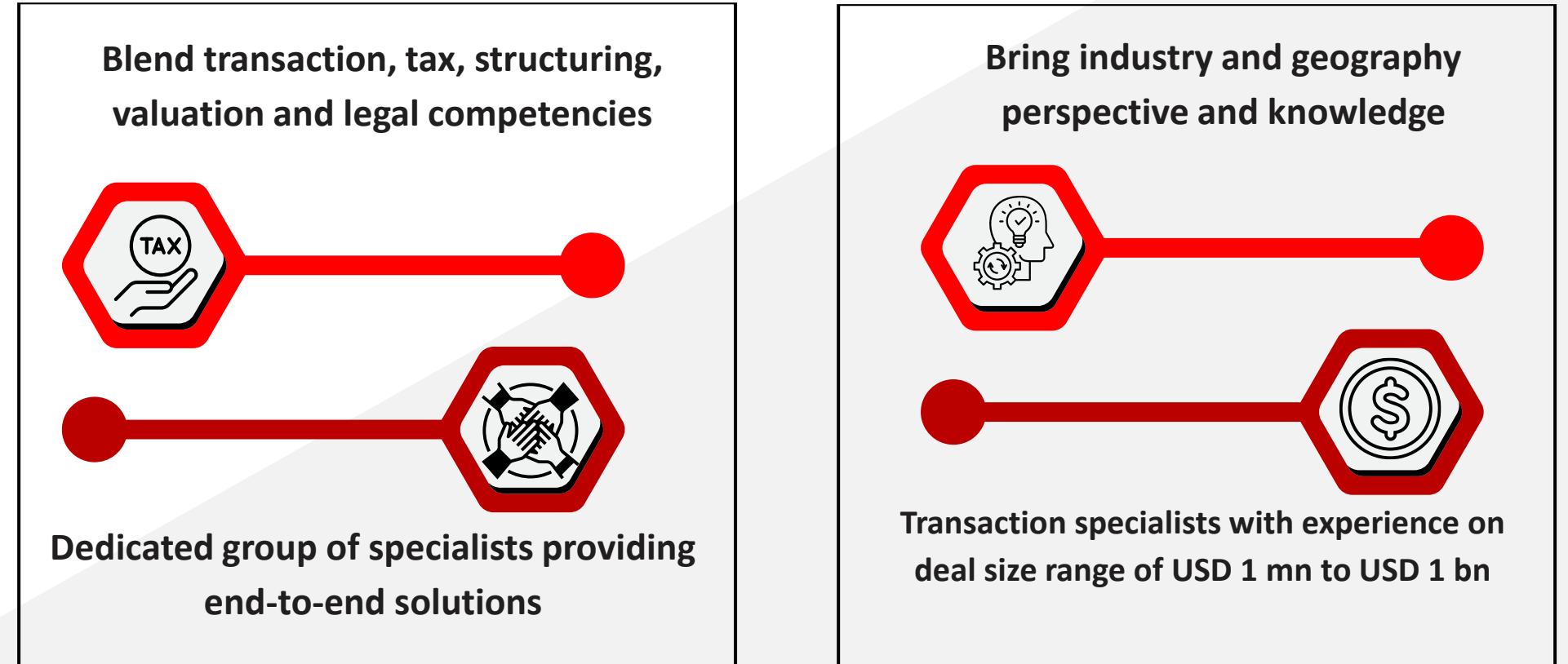
- Sell Strategy
- Financial Models
- Buyers Identification
- Negotiation
- Final Documentation

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).



<p>D Deal Issues Validate strategic rationale</p>	<p>E Evaluation Issues Informed valuation decision</p>	<p>A Assurance Issues Identify & mitigate key risks</p>	<p>L Looking Forward key going concern/ integration issues</p>
--	---	--	---

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



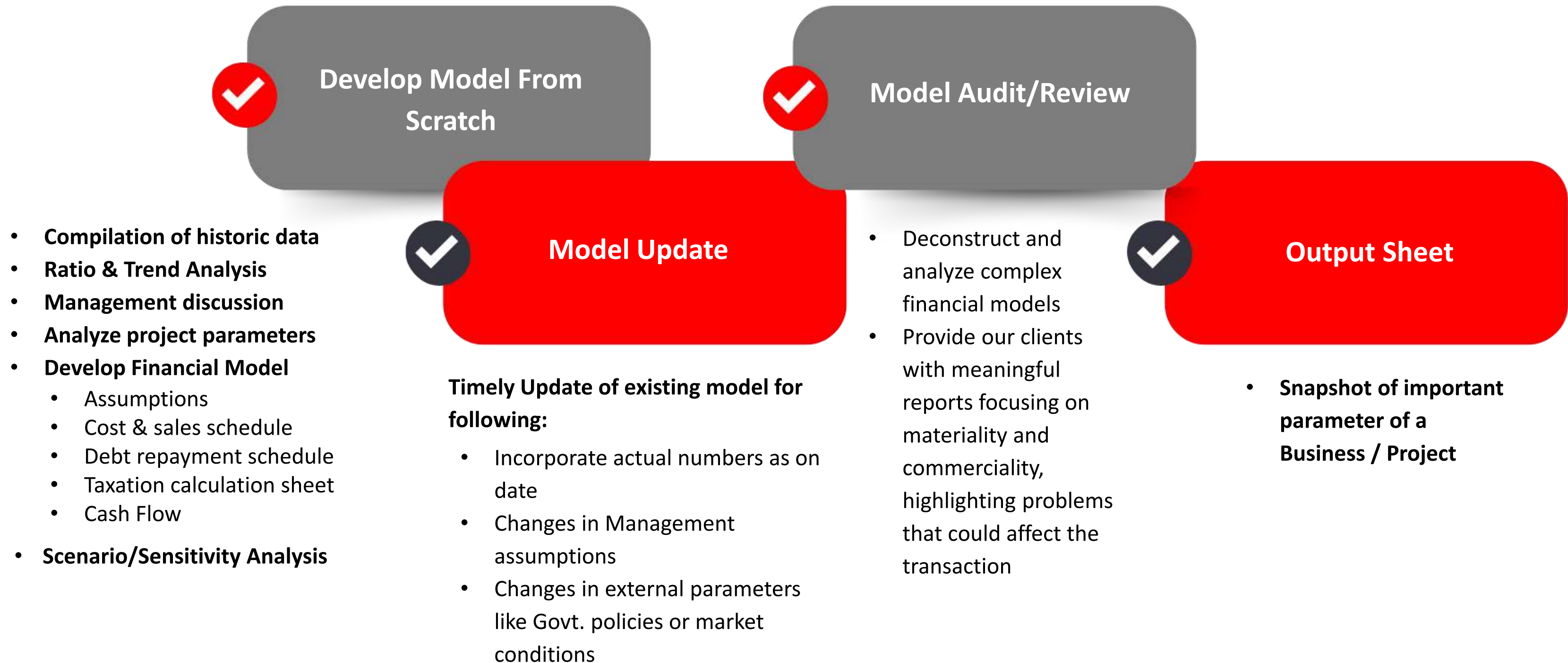
- Understand the business
- Understand the deal drivers
- Agree on expectation
- Desktop research
- Develop information requirement checklists

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

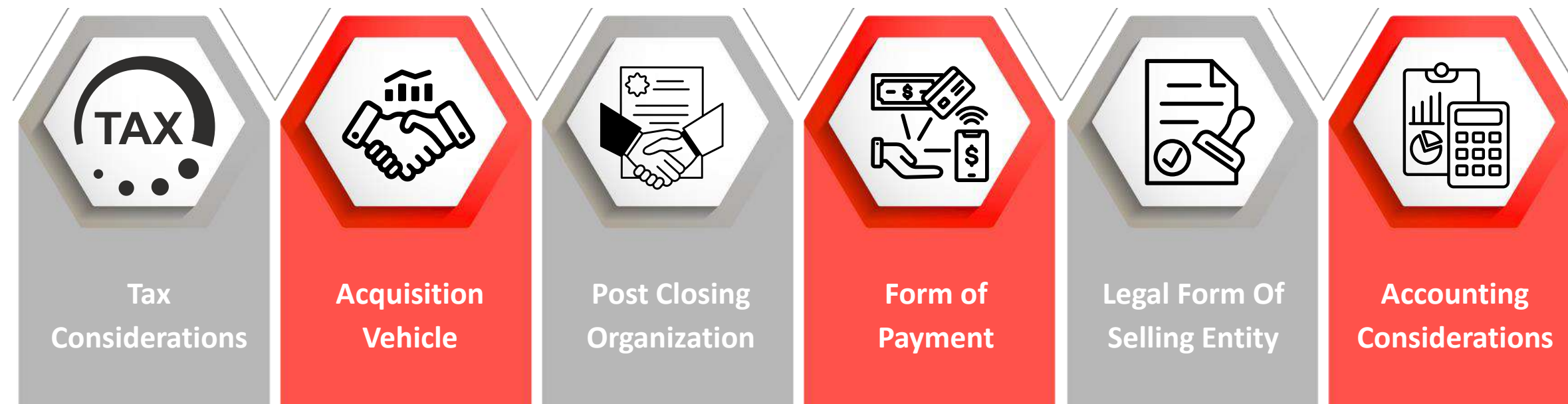
Regulatory Valuation

- 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

Asset Management Services

- Our Asset Management services are the solution to support our private equity / NBFC clients in meeting their objectives of maximizing returns.
- 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.

Our Process



Operations & Risk Consulting Services



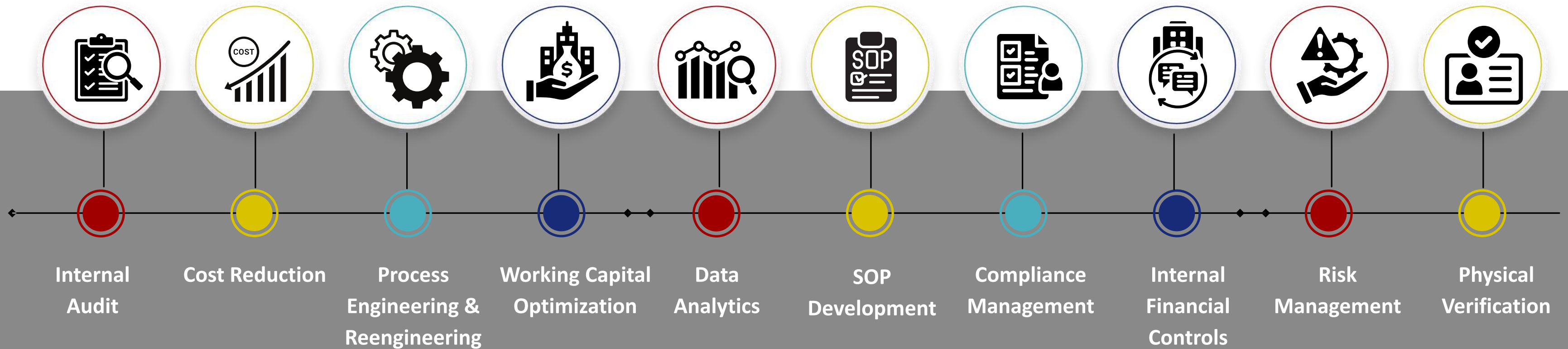
Remaining productive, staying competitive, and enjoying continuous improvement means making best and informed operational decisions in a timely manner.



Business success centers on the ability of a company to correctly recognize and successfully manage the risks associated within its operations. Breakthrough performance requires a unique combination of innovative thinking and disciplined follow-through.



Our professionals work together with senior executives to significantly help improve the performance of their businesses and to choose the right course of actions, merging executable strategy, operations and technology.



Assurance & Regulatory

- ✓ In the current business environment, regulatory compliance is an important aspect of any business or corporation. Effective compliance planning can be a competitive edge for any business reflecting transparency of operations.
- ✓ Corporations have identified regulatory compliances as a separate function with identified goals to contribute to business and financial performance
- ✓ The company's ability to manage tax and regulations can directly impact its valuation. Our suite of services has been designed to maximize value by implementing a strategy for future growth

Accounting & Reporting Services

- Setting-Up and Managing Finance Functions
- Fiscal Compliance
- Accounting Support
- Payroll Services
- Change Management

Attest Support

- IFRS Review
- Limited Review
- Special audits

Secretarial Services

- Companies Compliance Act- FEMA
- Pre-Incorporation Support
- Post-Incorporation Compliance



Fund Operations

Fund Setup & On Boarding

Set up and on – board LPS and periodically update the fund / AIF details in our fund accounting system based on PPM/Fund documents and other details provided by the Client.

Transaction Processing

Capture of transactions in the fund accounting system based on bank statements (debits & credits) and clarifications provided by client wherever necessary.

Portfolio Tracking

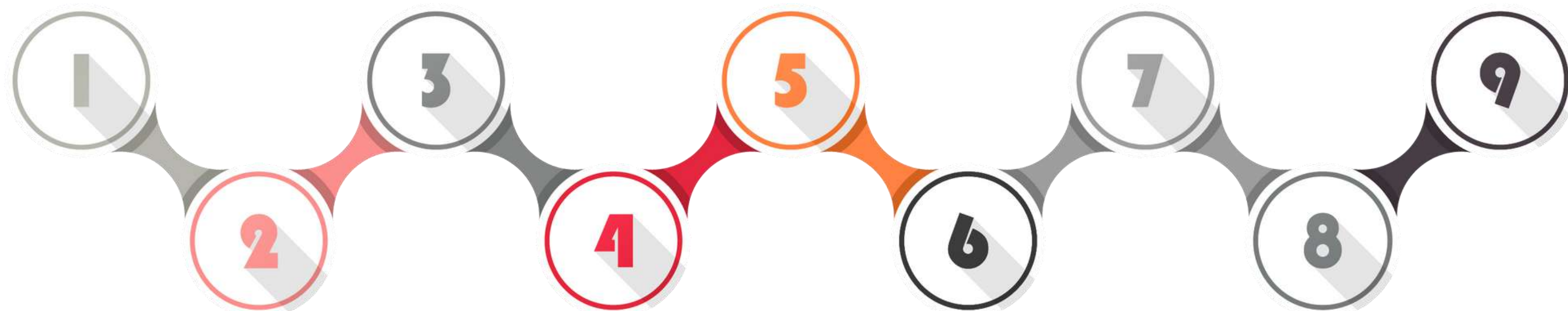
Capturing information on portfolio investments including type of investment, deal contours, financial reports, quarterly progress reports, audited financials.

Reconciliation

Bank statement reconciliation of contribution receipts, income receipts, capital exit and distribution payouts, expenses, and investments made with the fund accounting books at agreed frequency.

Reporting & Compliance

Sattutory & event-based compliances SEBI, RBI, Income Tax and other compliances



Migration of Data

Migration of data into service provider internal systems.

Bookkeeping and Accounting

Maintaining General Ledger, generate Trial Balance, Profit & Loss Account & Balance Sheet along with all schedules, Cash flow statements. Generally accepted accounting practices would be followed.

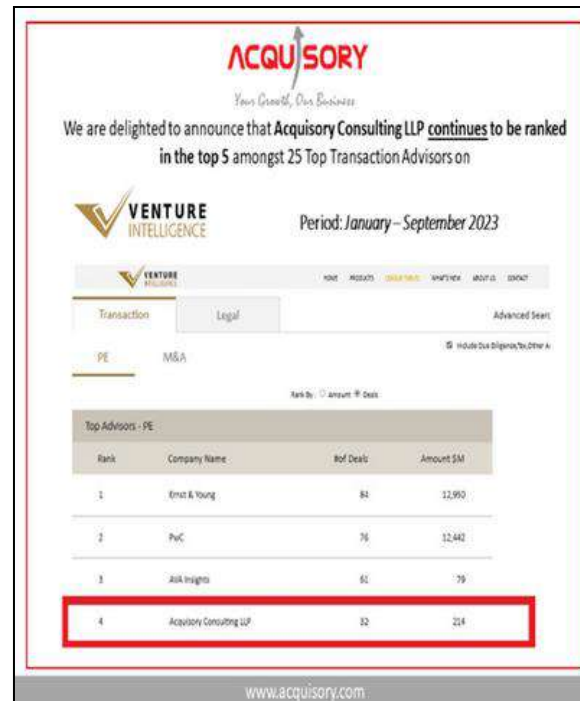
Returns Computation

Capability for income and expense allocation at class level / investor level. Computation of Hurdle Rate, IRR computation at Investor Level/ Script Level/ Scheme Level.

NAV Computation

Computation of NAV for the fund based on Accruals, valuation provided by client or Market Valuation in case of listed securities

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



Our Clients



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 - 17+ Years

Highly Credentialed Team



Benoy Varghese

Qualification: MBA
Experience: 20+ Years



Shruti Chaudhary

Qualification: CA
Experience: 18+ Years



Puneet Batra

Qualification - CA
Experience - 14+ Years



Ashish Shandilya

Qualification – B.Tech (Computer Sci.& Engg)
Experience - 17+ Years



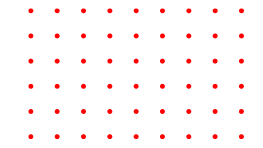
Adarika Ghose

Qualification – ACS, LLM
Experience – 17+ Years



Shashank Goyal

Qualification – CA
Experience – 17+ Years



Our Office Network

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,
Bengaluru, Karnataka 560025

Dubai

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

