



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.





Services spanning entire deal continuum



250+ professionals



300+ man years of experience of leadership team



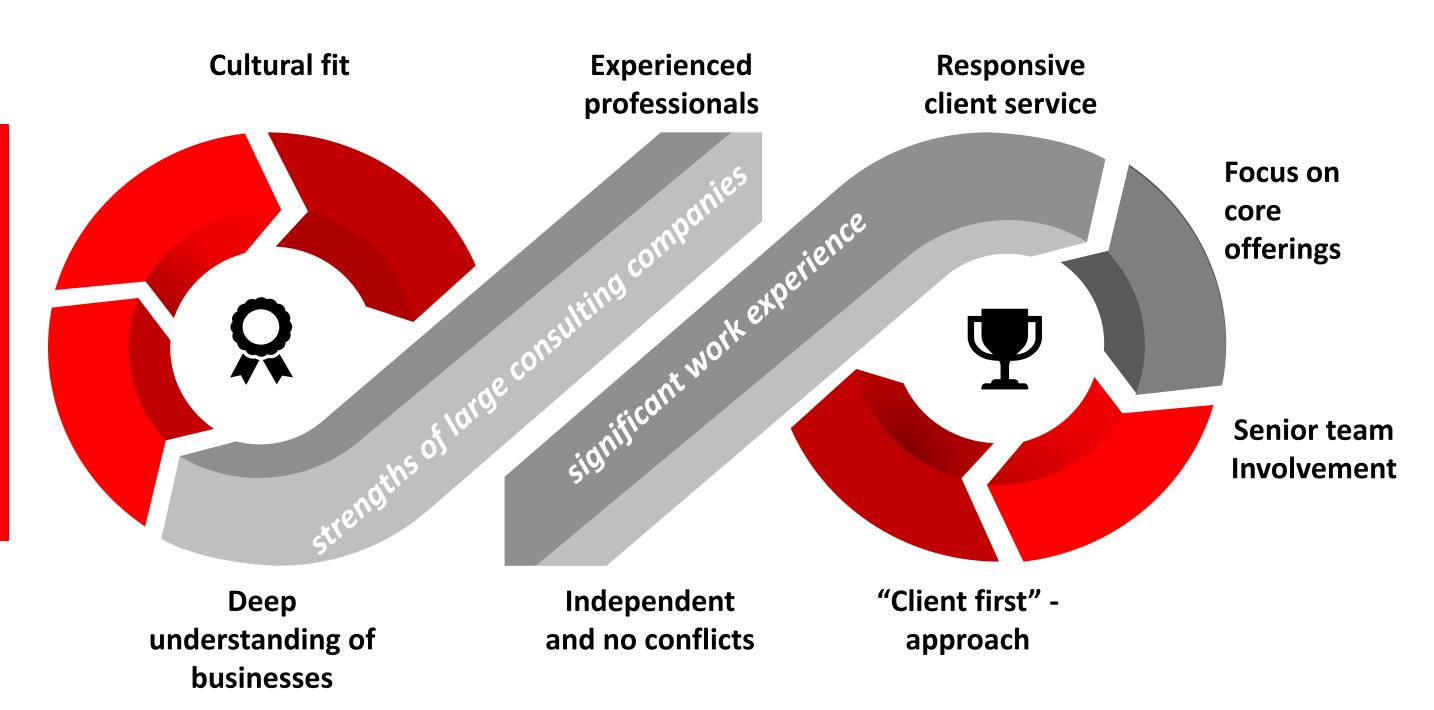
Offices at Delhi-NCR, Mumbai, Bengaluru & Dubai (UAE)



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.

We focus on a comprehensive solutions driven approach for our clients and their requirements





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



Service Portfolio - For Funds/Investors

We bring a structured approach to each 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 can 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

Pre-Investment

- 1) Financial Modeling
- 2) Pre Investment Memorandum
- 3) Feasibility Study
- 4) Market Assessment

During Investment

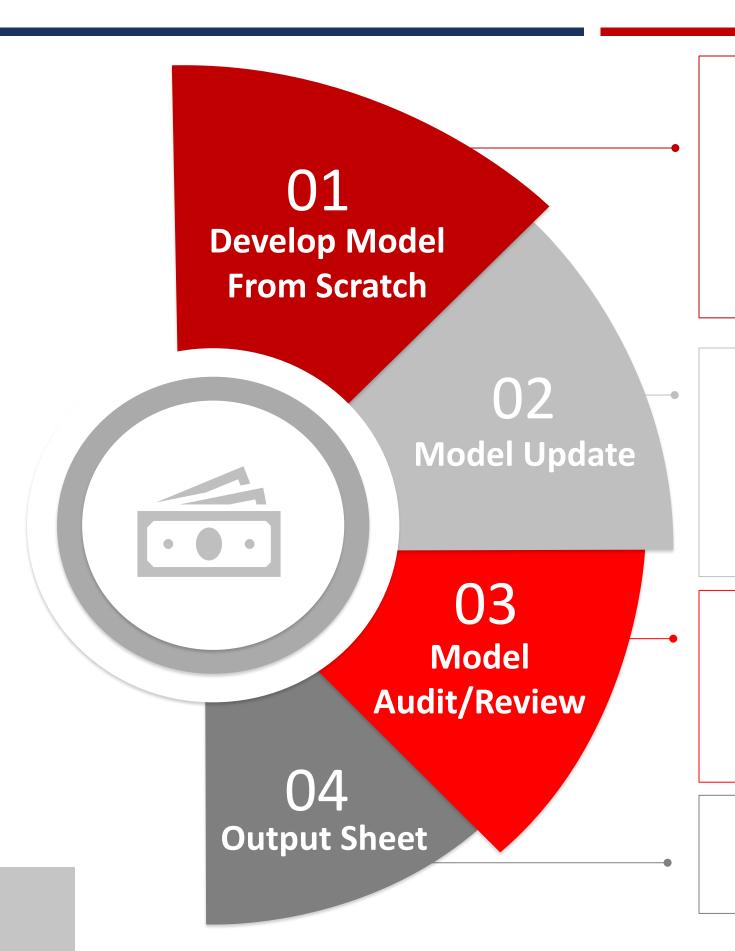
- 1) Background Checks
- 2) Financial Due Diligence
- 3) LP and GP Due Diligence
- 4) Underwriting Support
- 5) Valuation
- 6) Deal Negotiations and Closure Support

Post Investment

- 1) Investment Monitoring
- 2) Project Monitoring
- 3) Internal audits
- Project/Fund Valuations
- Investor Reporting
- **6)** Exit Advisory



Financial Modelling/Underwriting Support



- Compilation of historic data
- Ratio & Trend Analysis
- Management discussion
- Analyze project parameters

- Develop Financial Model
- Assumptions
- Cost & sales schedule
- Debt repayment schedule
- Taxation calculation sheet
- cash flow
- Scenario/Sensitivity Analysis

Timely Update of existing model for following:

- Incorporate actual numbers as on date
- Changes in Management assumptions
- Changes in external parameters like Govt. policies or market conditions
- Deconstruct & analyze complex financial models
- Provide our clients with meaningful reports focusing on materiality & commerciality, highlighting problems that could affect the transaction
- Snapshot of important parameter of a Business / Project



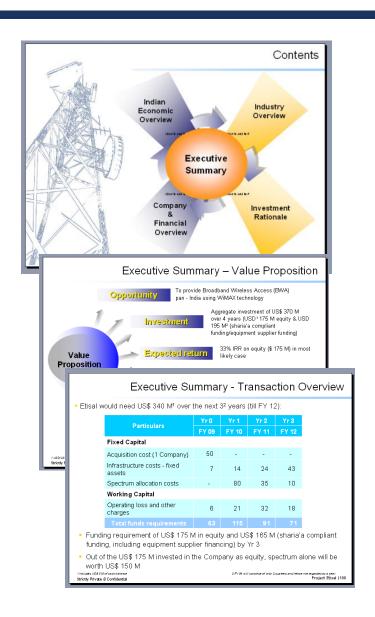
Financial Modelling (Project/Fund)

Our Solution – Develop Model From Scratch & Model Update Business Modelling Project Finance Model Fund Model Transaction Model Operational Model The business models that we **Our Methodology** build are robust and flexible enough to reflect accurate outcomes, post updating key Understand **Business Situation Conceptual Model** drivers in the future to test the **Engineer** impact of multiple scenarios For effective decision making the financial model build or forecasted) (actual should be able to provide management with holistic **Spreadsheet Model** business operations. insight in a complex business situation Building models that speak the **Analyze** language of funds – from carry **Management Insights** Interpret **Model Insights** waterfalls catch-up mechanics."

Our models align with investor economics – carry, catch-up, hurdle rates, and fund KPIs."



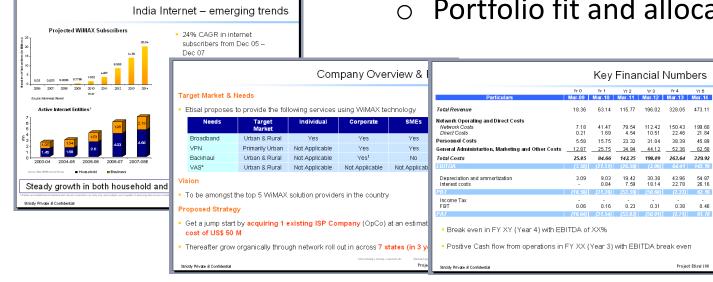
Pre - Investment Memorandum (IC Note)



We assist funds and investors in preparing detailed **Investment Committee notes** ahead of decision-making including the following:

Executive Summary

- Deal overview
- Investment thesis & rationale
- Snapshot of key financials and returns
- Business Overview
- Transaction Overview
 - Deal structure, entry valuation, proposed ownership
 - Funding plan (equity, debt mix)
 - Key terms and conditions
- Financial Analysis
- Fund Economics Integration
 - Impact on fund KPIs (IRR, MOIC, DPI, TVPI)
 - Carry and catch-up mechanics reflected in model
 - Portfolio fit and allocation considerations

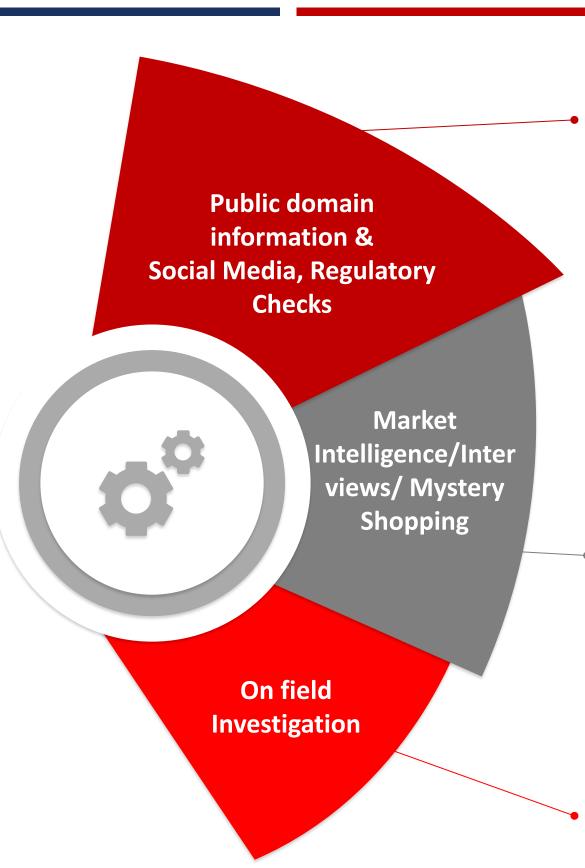


- Risk Assessment
- Benchmarking & Market Intelligence
- Exit Strategy
- Recommendation & Next Steps



Background Checks

Investors/Stak
eholders are
increasingly
giving
attention to
qualitative
and integrity
risks of key
individuals in
an
organisation.



- Verification of DIN, PAN, TIN GST, date of birth from Income Tax and other statutory websites.
- Family background & associations, social eminence, connections & posts on social media.
- Criminal record checks, Civil Litigation checks, Credit rating agencies, Watch out lists, International regulatory checks, Insolvency / bankruptcy status, legal wrongdoings, Undisclosed offshore entities in tax havens.
- Media news for any negative publicity/political connections etc. from newspapers, major publications, trade magazines etc.
- Discreet interviews with professional / social acquaintances of such persons are carried out. We maintain confidentially of such interviews due to our strong network and deep relationships across industries.
- Gathering of information and perception of the candidate through market intelligence
- Mystery shopping to understand the company's/individual's perception, business dealings etc.
- Verification of residential and office address & Wealth status (ownership of property, vehicles etc.)
- Family harmony/disputes & Reputation in the neighborhood.



Due Diligence - FDD/LP GP DD

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).

Bring industry and geography perspective and knowledge





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

Understand Future

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

Planning

• Link to audited numbers

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

Blend transaction, tax, structuring, valuation and legal competencies

Dedicated group of specialists providing end-to-end solutions

experience on deal size range of USD 1 mn to USD 1 bn

Transaction specialists with

Deal IssuesValidate strategic rationale

Evaluation Issues
Informed valuation
decision

A Assurance Issues
Identify & mitigate
key risks

Looking Forward key going concern/integration issues



We are

specialized

service

providers and

are pioneers

in this ODD

services for

Global LPs

Due Diligence Services – LP - GP

1

ODD Project Planning

3

Analyze History & Key Risk

- Agreeing on a detailed scope for ODD and determine key business processes of Funds to be reviewed;
- Prepare detailed project plan and timelines;
- Circulation of information request list to Funds;
- Establish a core committee comprising of representatives of UKIDCF and Acquisory; and
- Define team and reporting structures.

METHODOLOGY & APPROACH

OUR

- Reading of existing policies and procedures;
- Understand existing roles and responsibilities of each department;
- Understand reporting hierarchy;
- Review existing SOPs;
- Segregate key activities into sub activities and identifying key tasks;
- Understanding key business drivers and perform process walkthrough.

- Understand business operations through discussions with process owners;
- Conduct interviews of the target Fund along with UKIDCF team;
- Walkthrough sample transaction and review of information business drivers;
- Reliability of systems and IT infrastructure. Link to audited no.;
- Identify key risks including impact and category.
- Identify risks emerging out of review of the four board pillars under DD framework as identified by UKIDCF;
- Provide risk rating segregation into high, medium and low; and
- Provide recommendations and possible mitigants to the identified risks.

2

Analysis of Processes & Information



Report Key Risks & Suggest Mitigation



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



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



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



- ✓ Foreign ExchangeManagement
- ✓ Income Tax
- ✓ Transfer Pricing
- ✓ Corporate Compliances
- ✓ IBC Compliances



Fund Raising Advisory

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

We are specialized service providers For Debt and Equity Funding for our Clients

We are experienced in a wide range of capital market transactions

DEBT

The debt markets are increasingly complex and rapidly changing.

Fluid markets lead to constantly fluctuating institutional appetite, product availability and pricing,

We can help our clients navigate the complexities of the ever-evolving debt market and find solutions that can match the client's need.

- ✓ General Corporate Debt
- ✓ Project Finance
- ✓ Working Capital
- ✓ Structured Debt NCDs, OCDs, and more

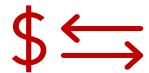


We help our clients through the continuum of transactions

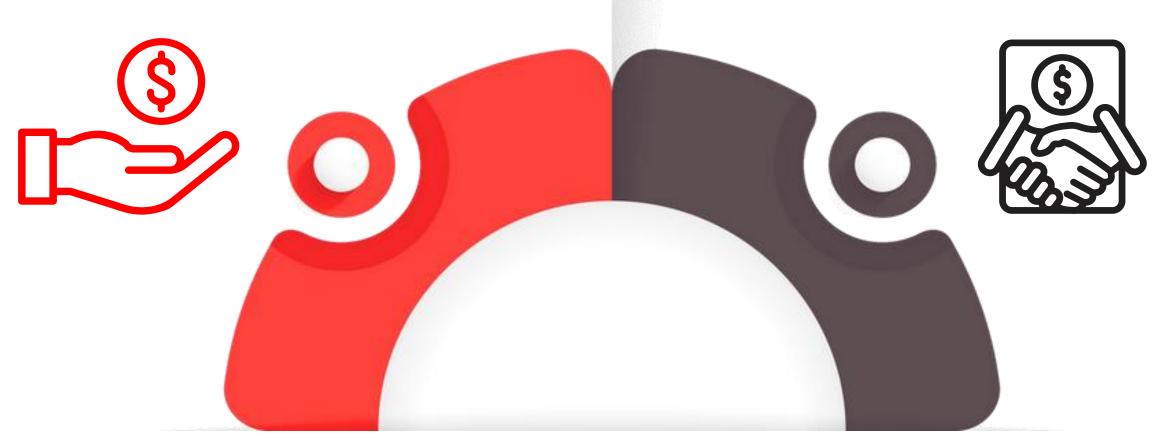
- ✓ assisting clients identify their equity funding needs,
- ✓ outlining various available options to raise the required funds through equity
- ✓ From traditional equity financing to
 Venture, Growth Capital , and Seed Capital
- ✓ We assist our clients in their pursuit to
 achieve a balance between cost and control



Buy-Side and Sell-Side Advisory



M&A Transaction (Inbound / Outbound)



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

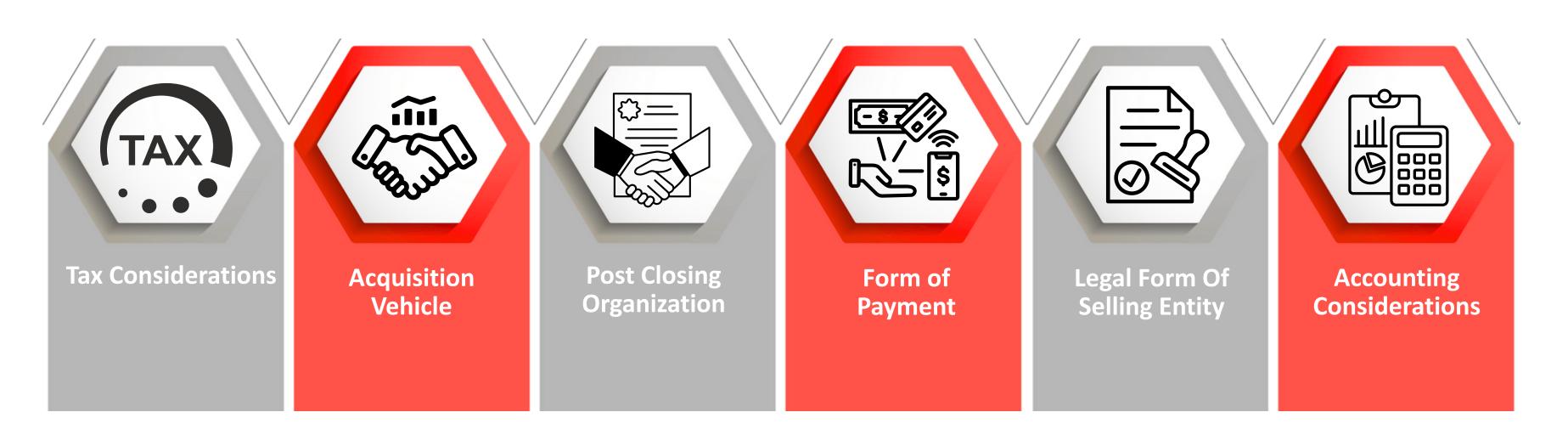
- Sell Strategy
- Financial Models
- Buyers Identification
- Negotiation
- Final Documentation



Deal Advisory and Negotiation

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

Key Components Considered While Deal Structuring



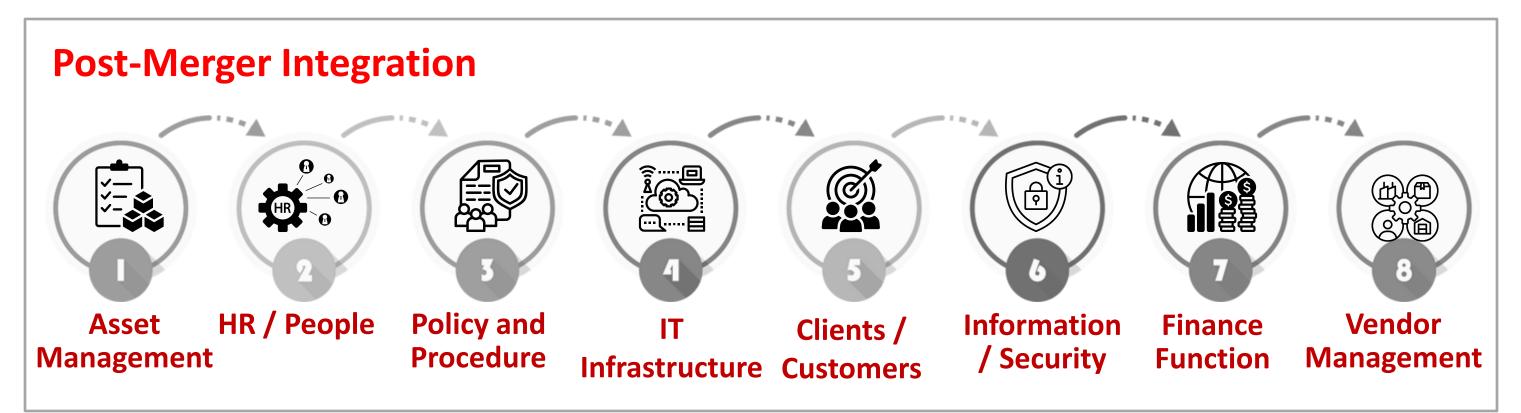


M&A Integration

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



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

















































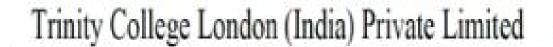
































































Awards & Certifications



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 - 22+ 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 Offices

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