



M&A Advisory Services



www.acquisory.com

Celebrating 15 Years of Learning & Growth

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.

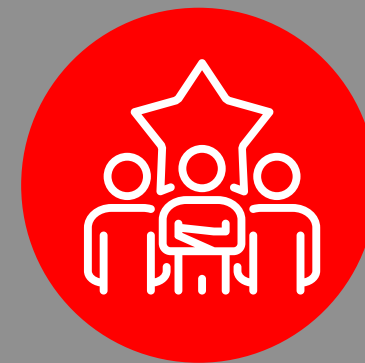
We help clients through the entire business continuum from identification of the problem, to solution, to implementation.



Established in
2010



Services spanning
entire deal continuum



250+
professionals



300+ man years of
experience of
leadership team

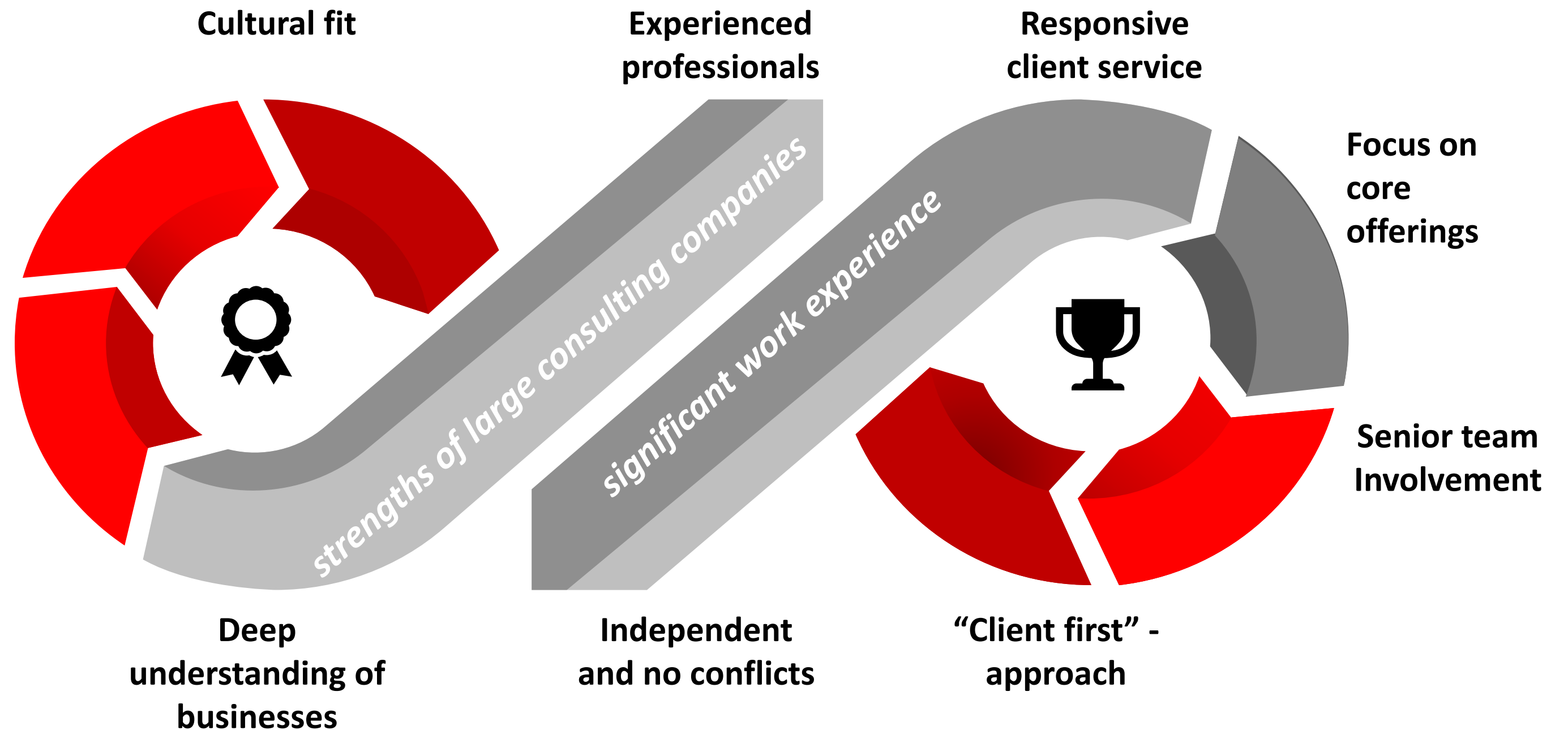


Offices at Delhi-NCR,
Mumbai , Bengaluru
& Dubai (UAE)

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

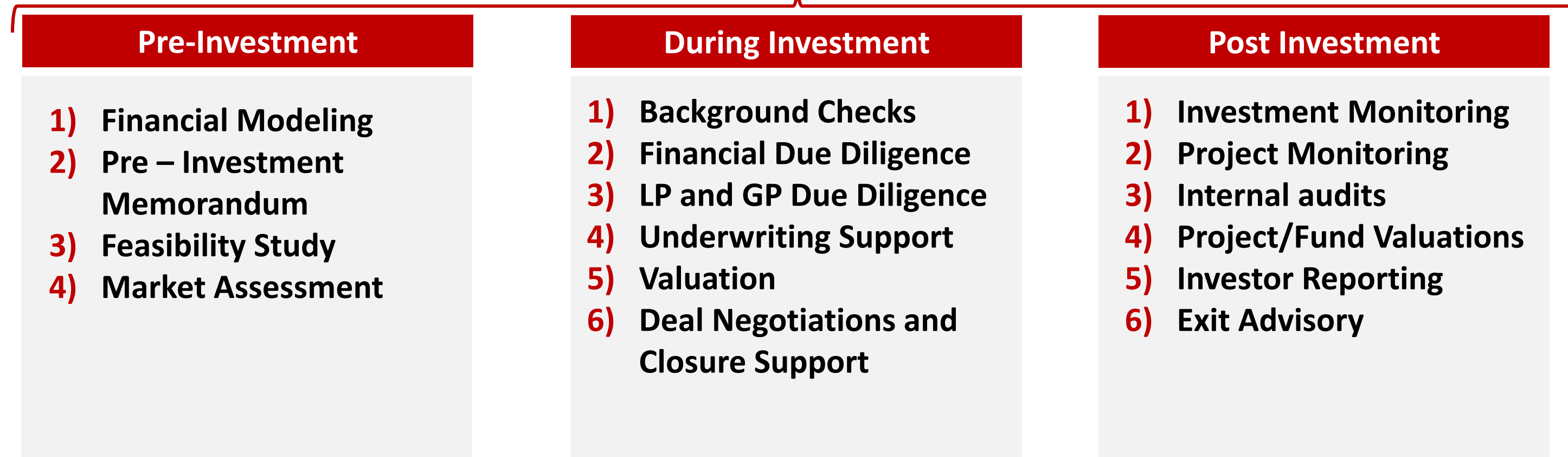
- Direct Taxes**
 - Corporate Tax
 - Withholding Taxes
 - TDS
 - Income tax
- Indirect Taxes**
 - GST
 - VAT
- Tax Compliance**
 - Assistance in compliance for direct and indirect taxes

Service Portfolio - For Funds/Investors

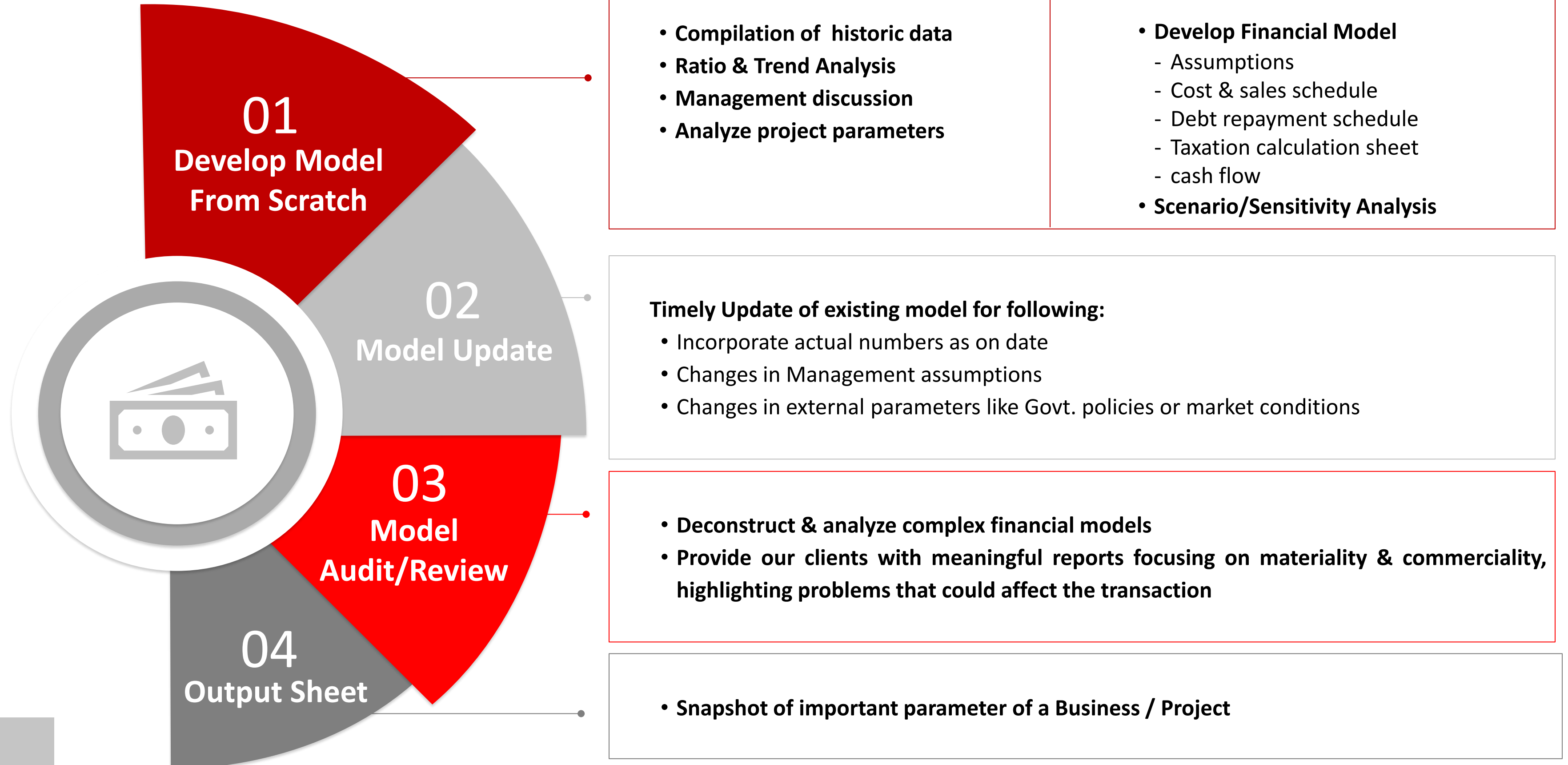
We bring a structured approach to each assignment, with a unique set of objectives, requiring specific priorities, designed to deliver the best results. With a widespread and detailed understanding of operations, we can rapidly formulate and execute practical solutions in complex business problems /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



Financial Modelling/Underwriting Support



Financial Modelling (Project/Fund)

1 Our Solution – Develop Model From Scratch & Model Update

Business Modelling

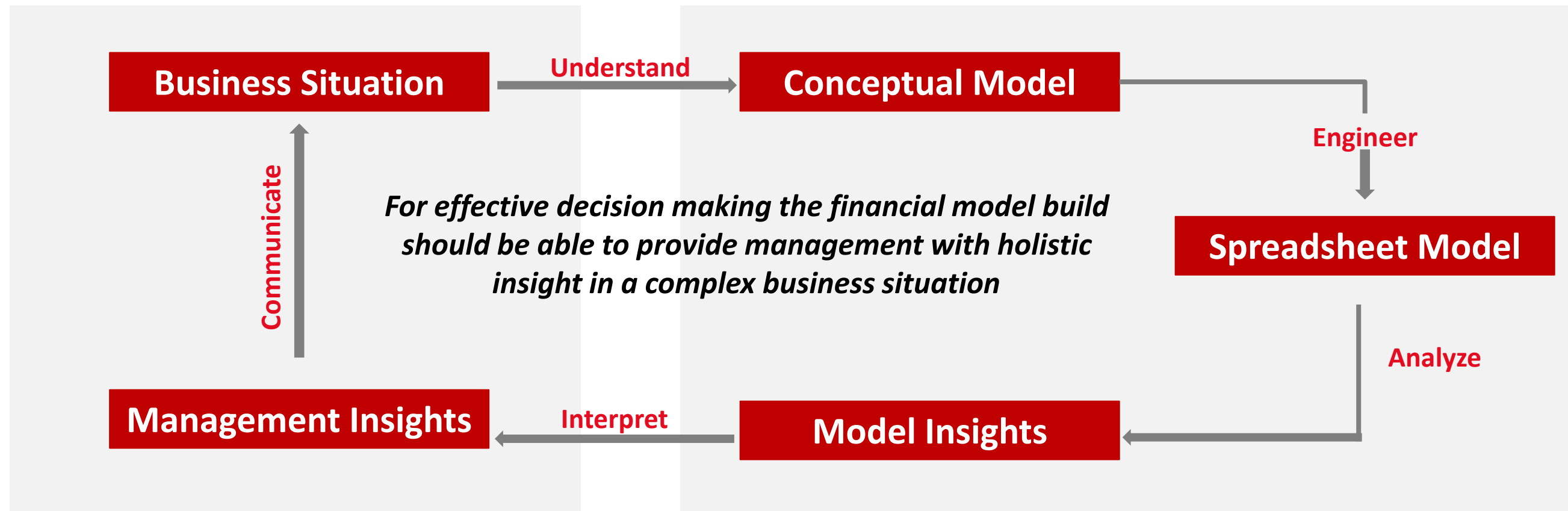
Project Finance Model

Transaction Model

Fund Model

Operational Model

Our Methodology

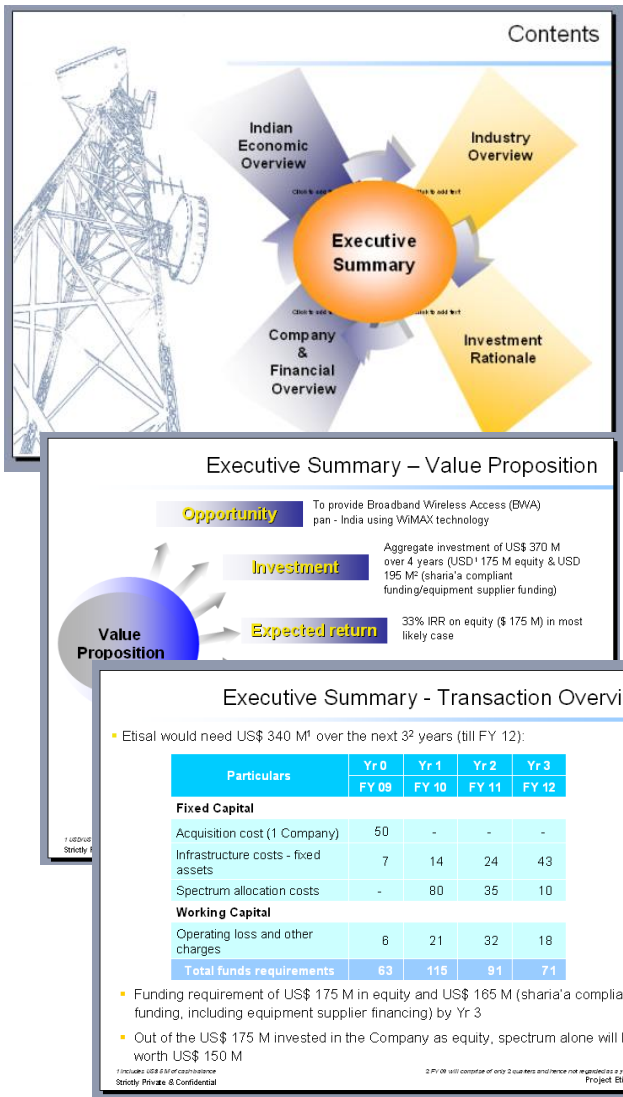


The business models that we build are robust and flexible enough to reflect accurate outcomes, post updating key drivers in the future to test the impact of multiple scenarios (actual or forecasted) on business operations.

Building models that speak the language of funds – from carry waterfalls to catch-up mechanics.”

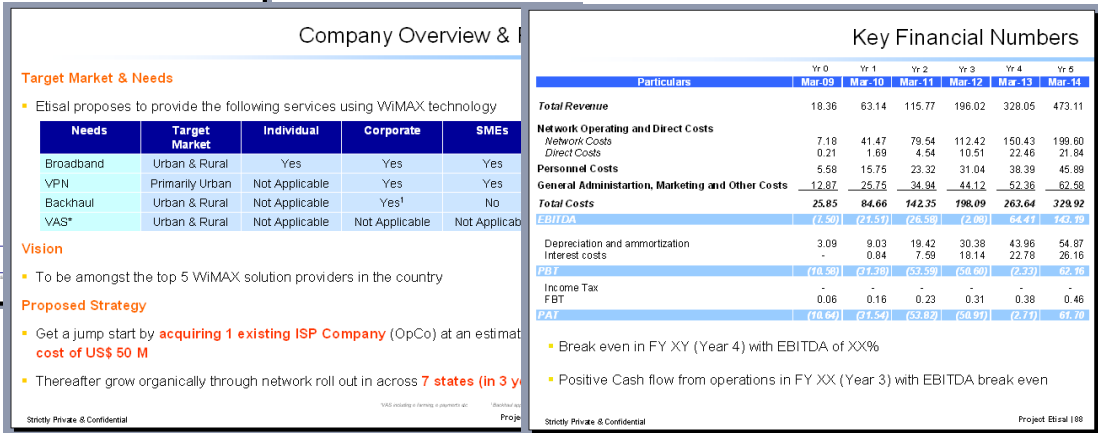
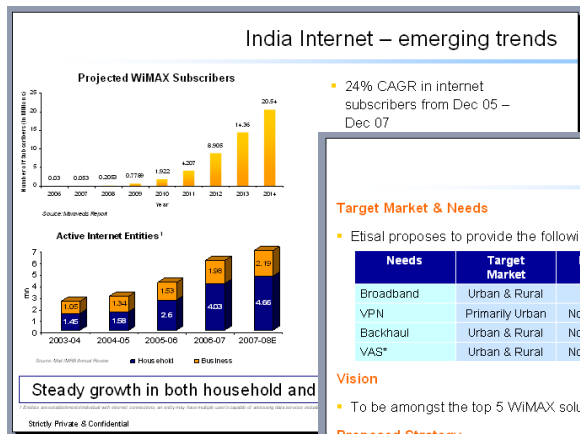
Our models align with investor economics – carry, catch-up, hurdle rates, and fund KPIs.”

Pre - Investment Memorandum (IC Note)



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

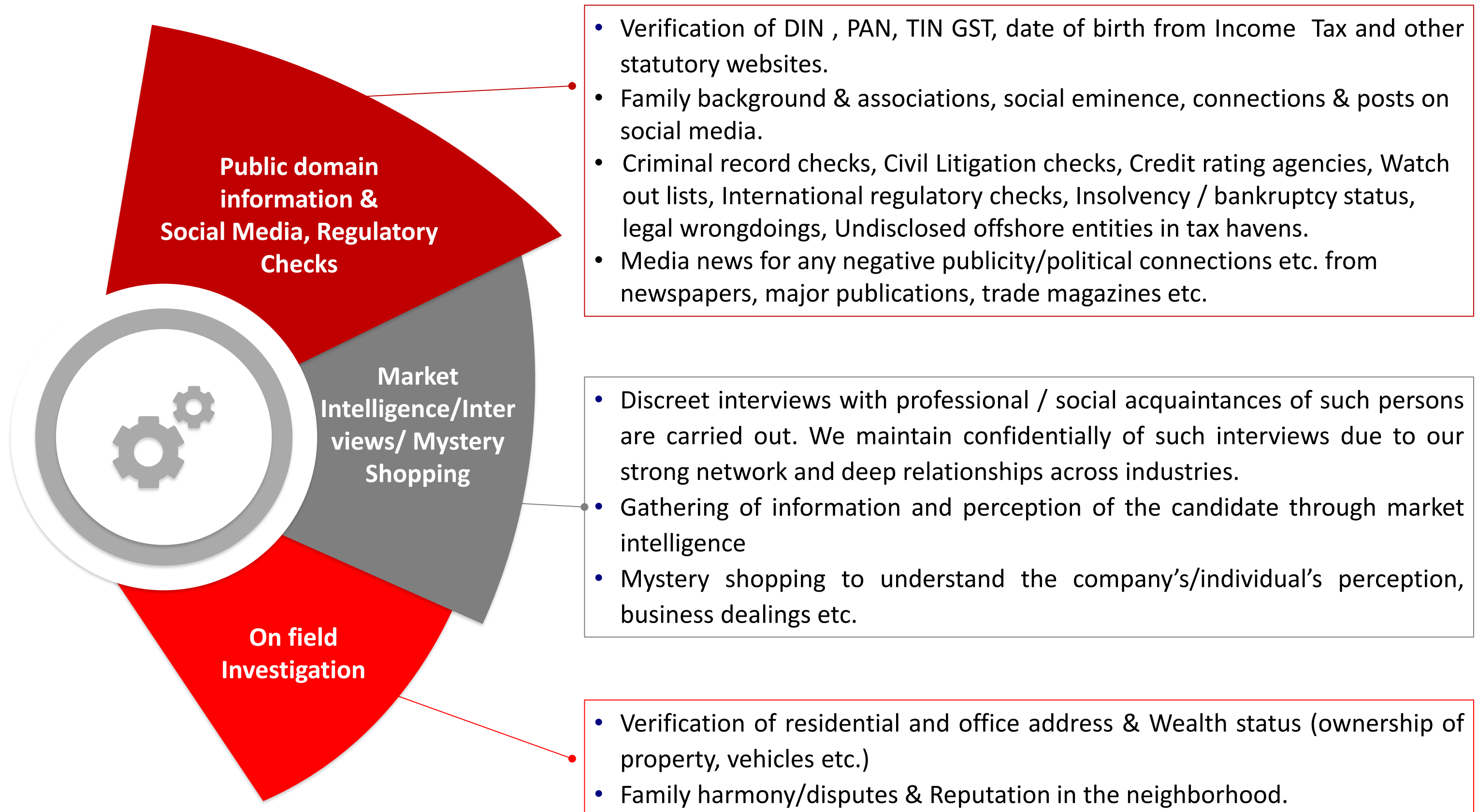
- **Executive Summary**
 - Deal overview
 - Investment thesis & rationale
 - Snapshot of key financials and returns
- **Business Overview**
- **Transaction Overview**
 - Deal structure, entry valuation, proposed ownership
 - Funding plan (equity, debt mix)
 - Key terms and conditions
- **Financial Analysis**
- **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/Stakeholders are increasingly giving attention to **qualitative and integrity risks of key individuals in an organisation.**



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

Blend transaction, tax, structuring, valuation and legal competencies

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

Dedicated group of specialists providing end-to-end solutions

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

Analyze History



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

Understand Future



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

D Deal Issues
Validate strategic rationale

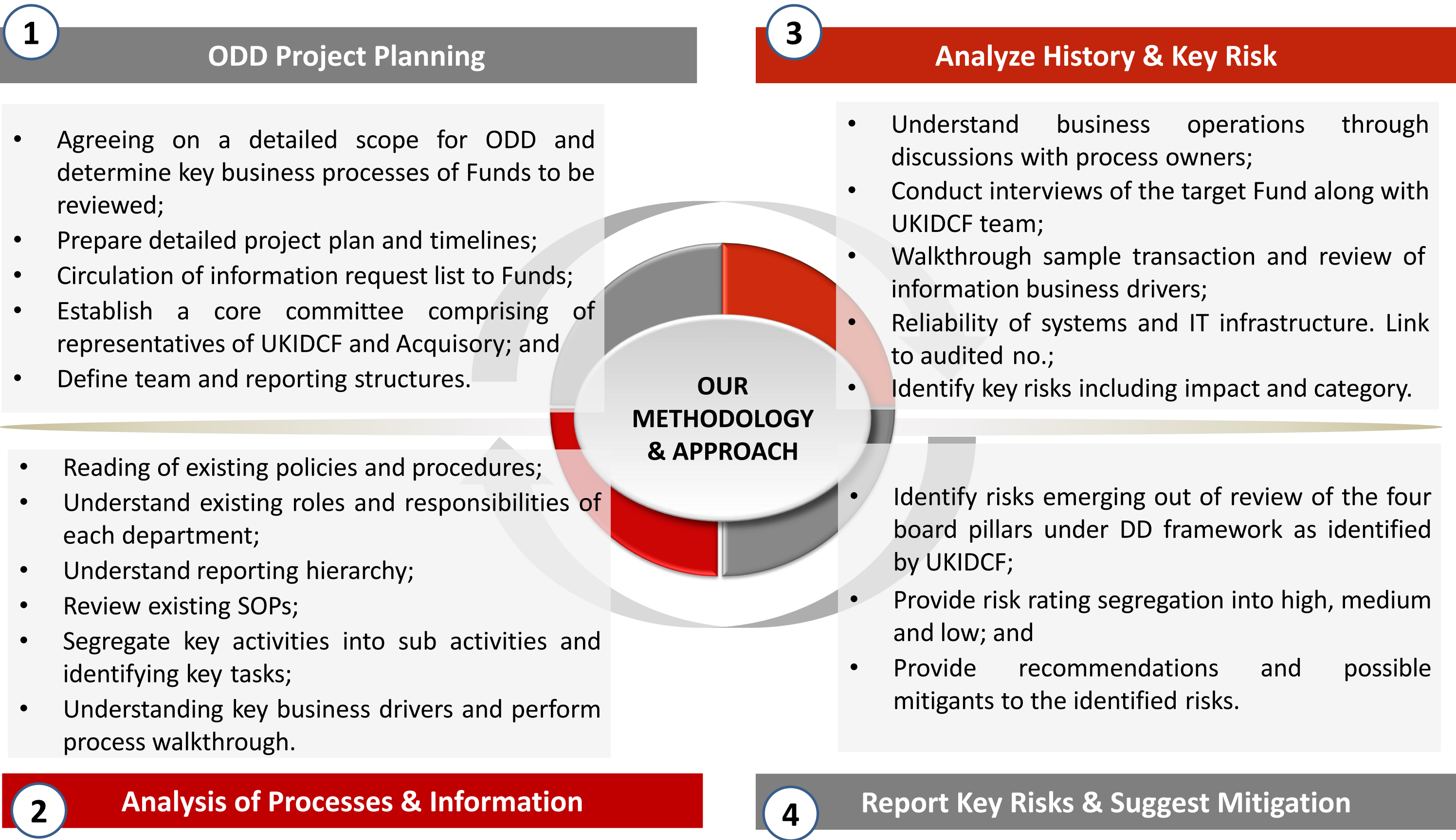
E Evaluation Issues
Informed valuation decision

A Assurance Issues
Identify & mitigate key risks

L Looking Forward
key going concern/ integration issues

Due Diligence Services – LP - GP

We are specialized service providers and are pioneers in this ODD services for Global LPs



Valuation



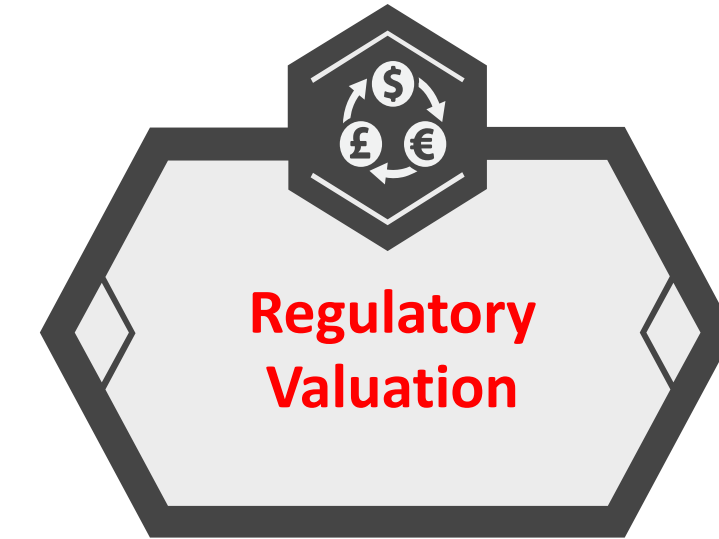
- ✓ Business Valuation for share purchase, investment, fund raising, spinoff, restructuring, merger/demerger SWAP ratio etc.
- ✓ Intangible Asset Valuation
- ✓ Intellectual Property Valuation
- ✓ Brand Valuation
- ✓ Fund Valuation – Valuation of Portfolio Companies (marked to market)
- ✓ Valuation of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

1 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.

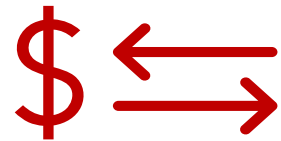
- ✓ General Corporate Debt
- ✓ Project Finance
- ✓ Working Capital
- ✓ Structured Debt – NCDs, OCDs, and more

EQUITY 2

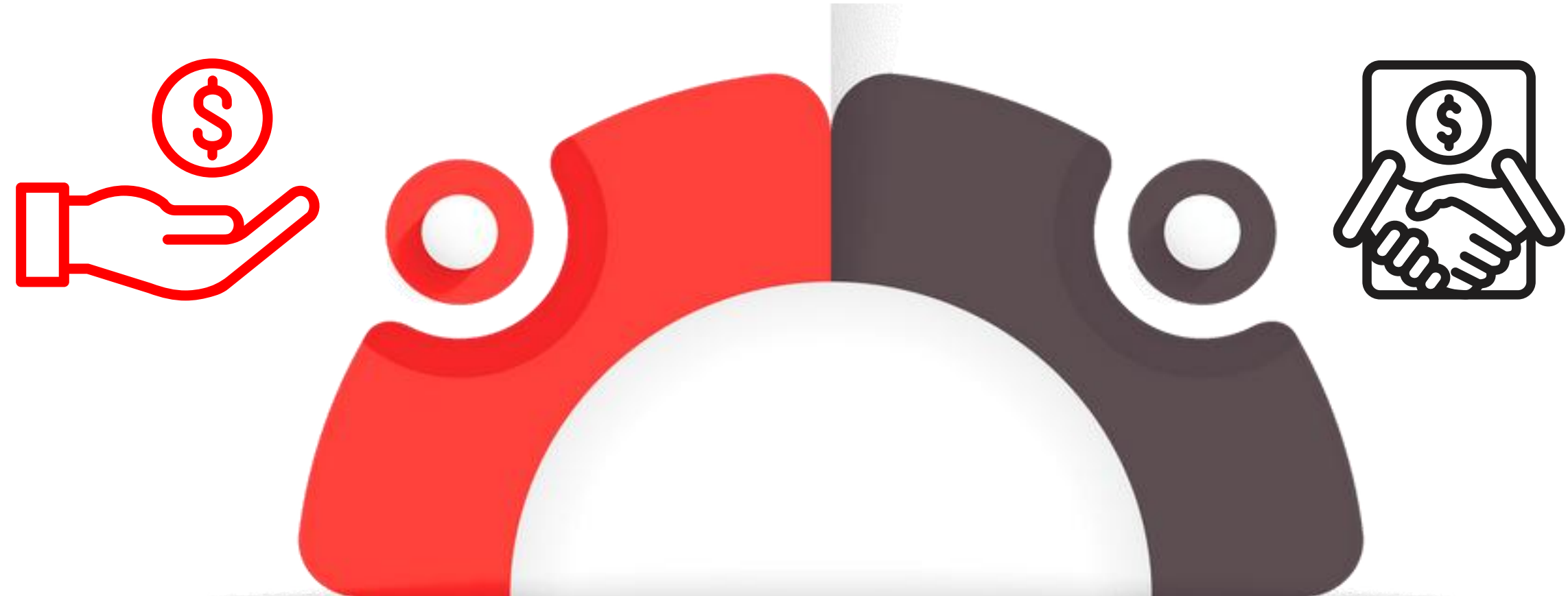
We help our clients through the continuum of transactions

- ✓ 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

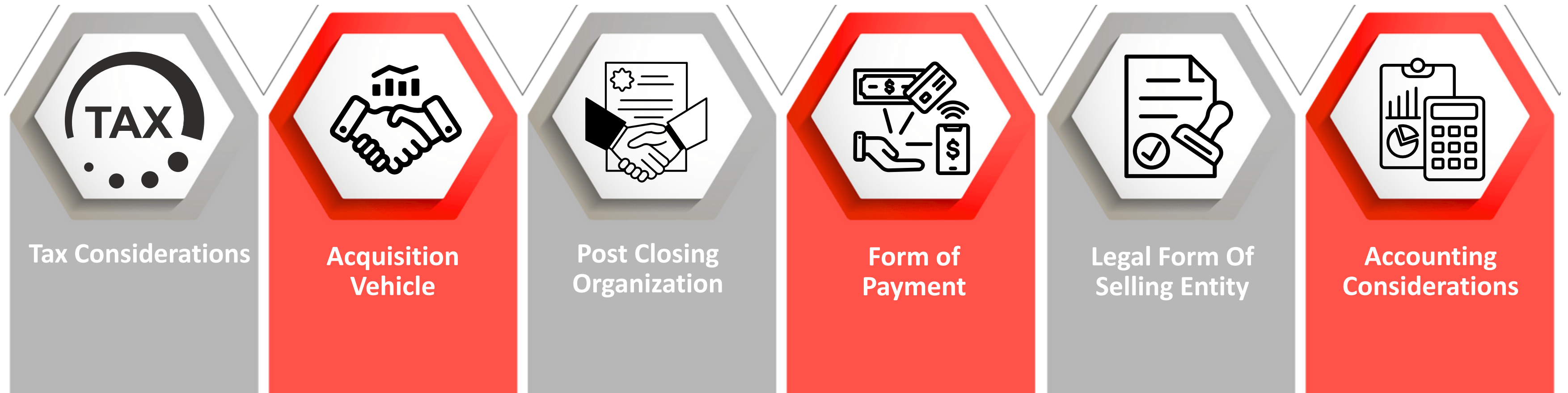
Seamlessly integrating the firm's deep understanding of operations with finance, accounting, tax & regulatory and business consulting expertise, we work closely with clients to make informed investment / sell decisions

- 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

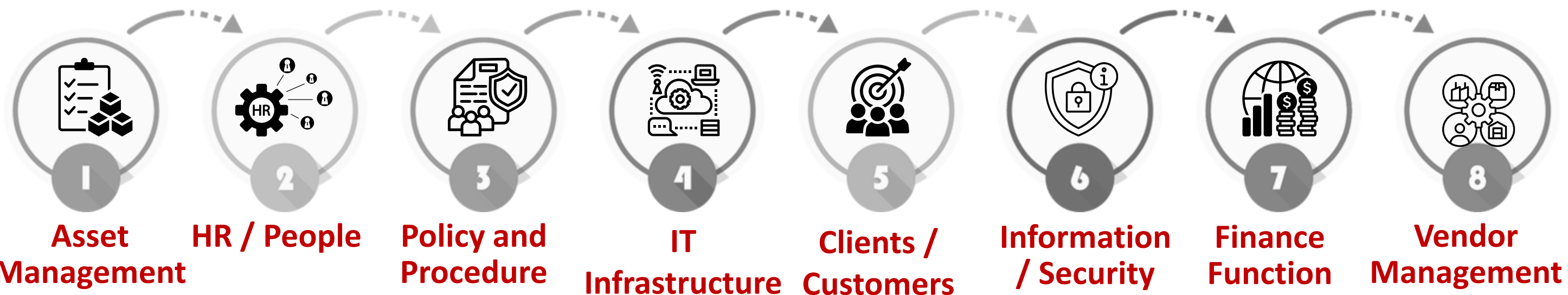


M&A Integration

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

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 - 22+ Years
Registered Valuer- IBBI



Kinnari Gandhi
Qualification – CA
Experience - 20+ Years

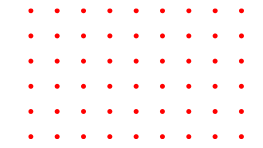


Varun Kohli
Qualification - CA
Experience - 18+ Years



Puneet Batra
Qualification - CA
Experience - 17+ Years

Our Offices



INDIA

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, 560025

UAE

Dubai

Office 604, Bay Square 11,
Business Bay, P.O. Box: 118767,
Dubai, UAE

T: + 971 4576 5098

