



Valuation Services Portfolio



Celebrating 15 Years of Learning & Growth



www.acquisory.com

About Our Firm

Confidential

- ✓ **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.

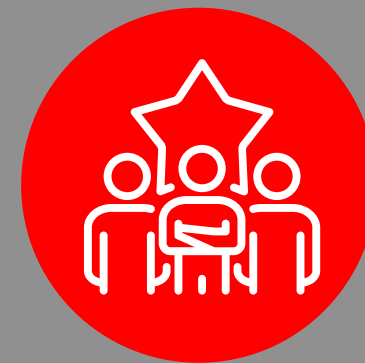
We help clients through the entire business continuum from identification of the problem, to solution, to implementation.



Established in
2010



Services spanning
entire deal continuum



250+
professionals



300+ man years of
experience of
leadership team



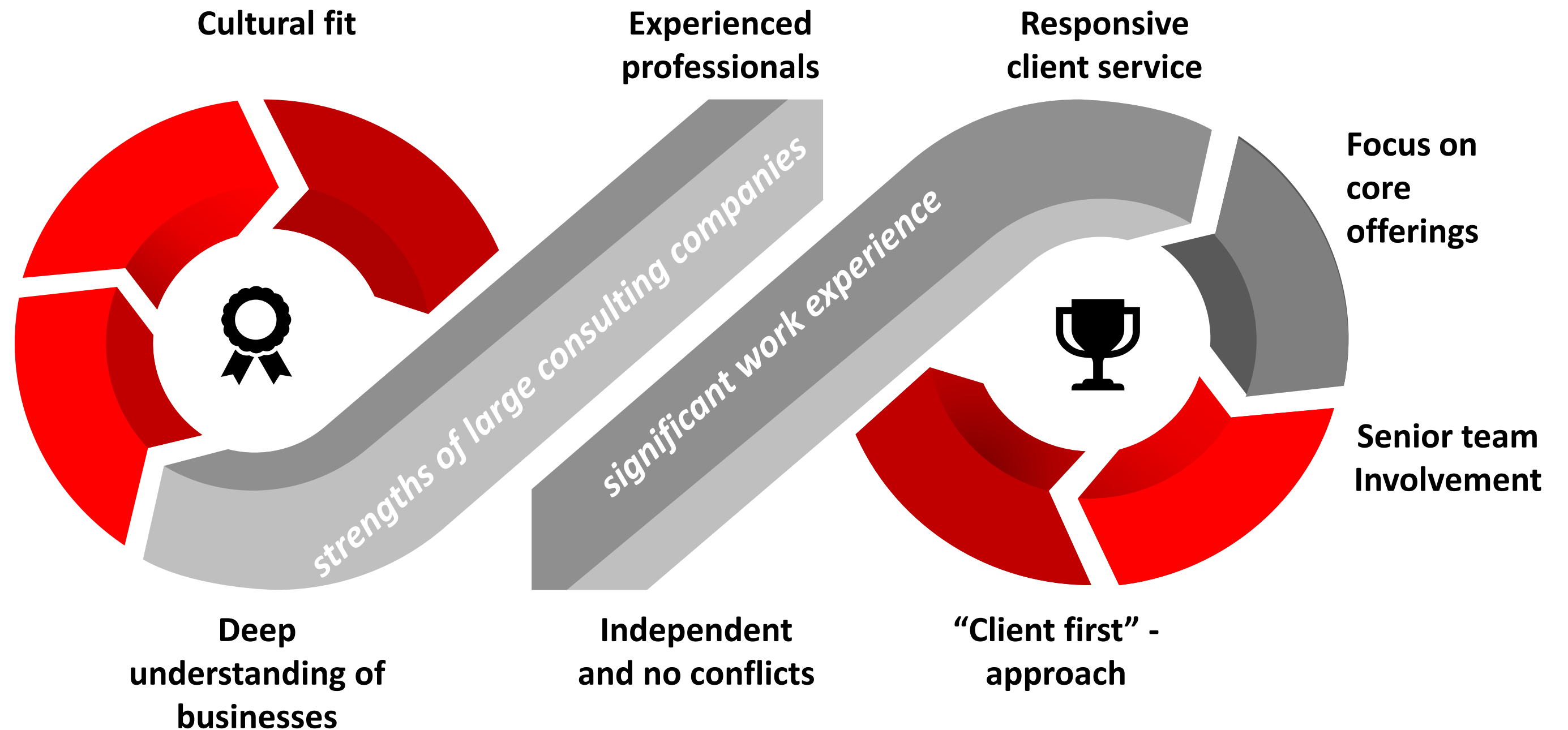
Offices at Delhi-NCR,
Mumbai , Bengaluru
& Dubai (UAE)

Why Acquisory?

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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

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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

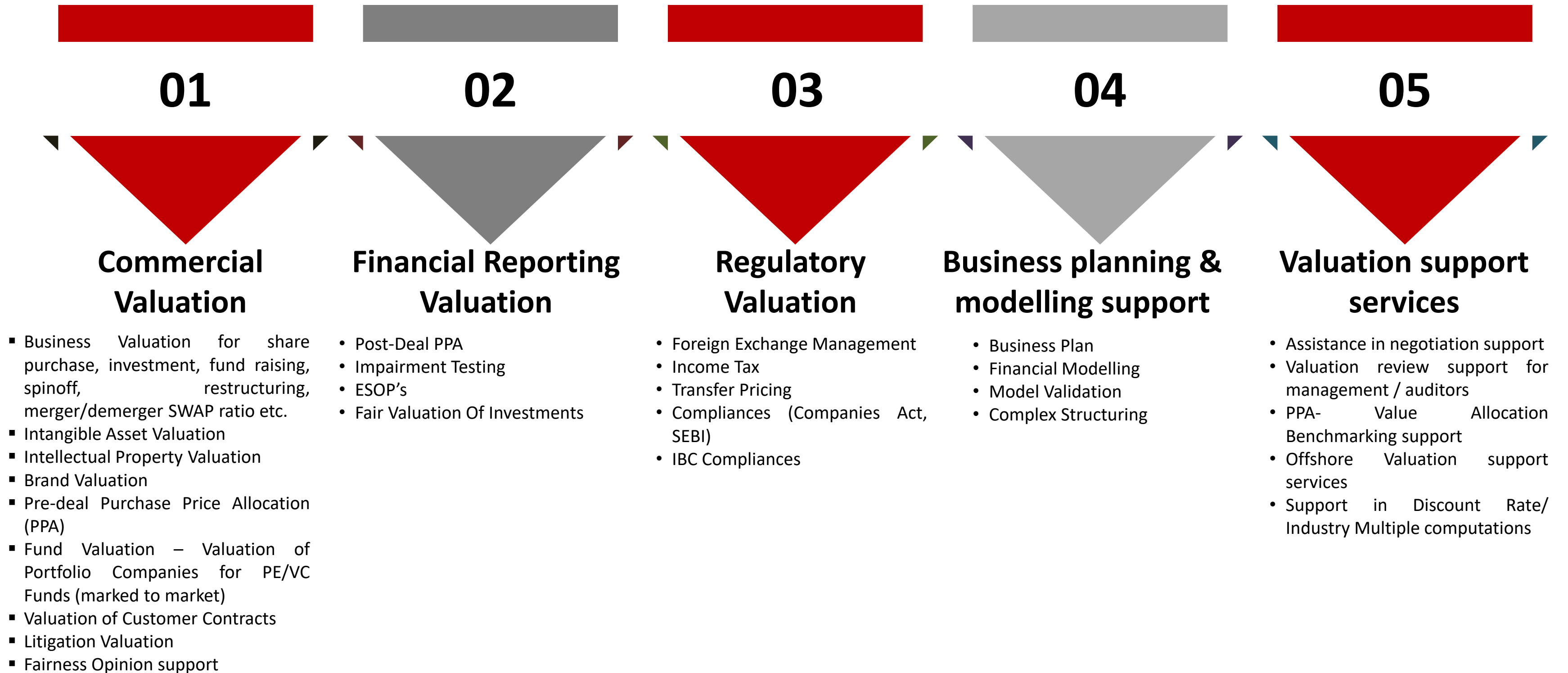
- Assurance and Regulatory**
 - Business Set Up Assistance
 - Accounting & Reporting
 - Financial Audits
 - Conversion support for IFRS, IND AS accounting
- Compliance**
 - Secretarial
 - Statutory Compliances
- Fund Operations**
 - Fund Set up Assistance
 - Fund Accounting
 - Returns calculations
 - 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 - Valuations

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Valuation Services – Our Approach

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Valuing a business involve applying appropriate weights to all the pertaining and expected parameters of the business such as business model, historical and expected performance, intangible value, competition, general and industry economic outlook, etc.

Financial & Industrial Analysis

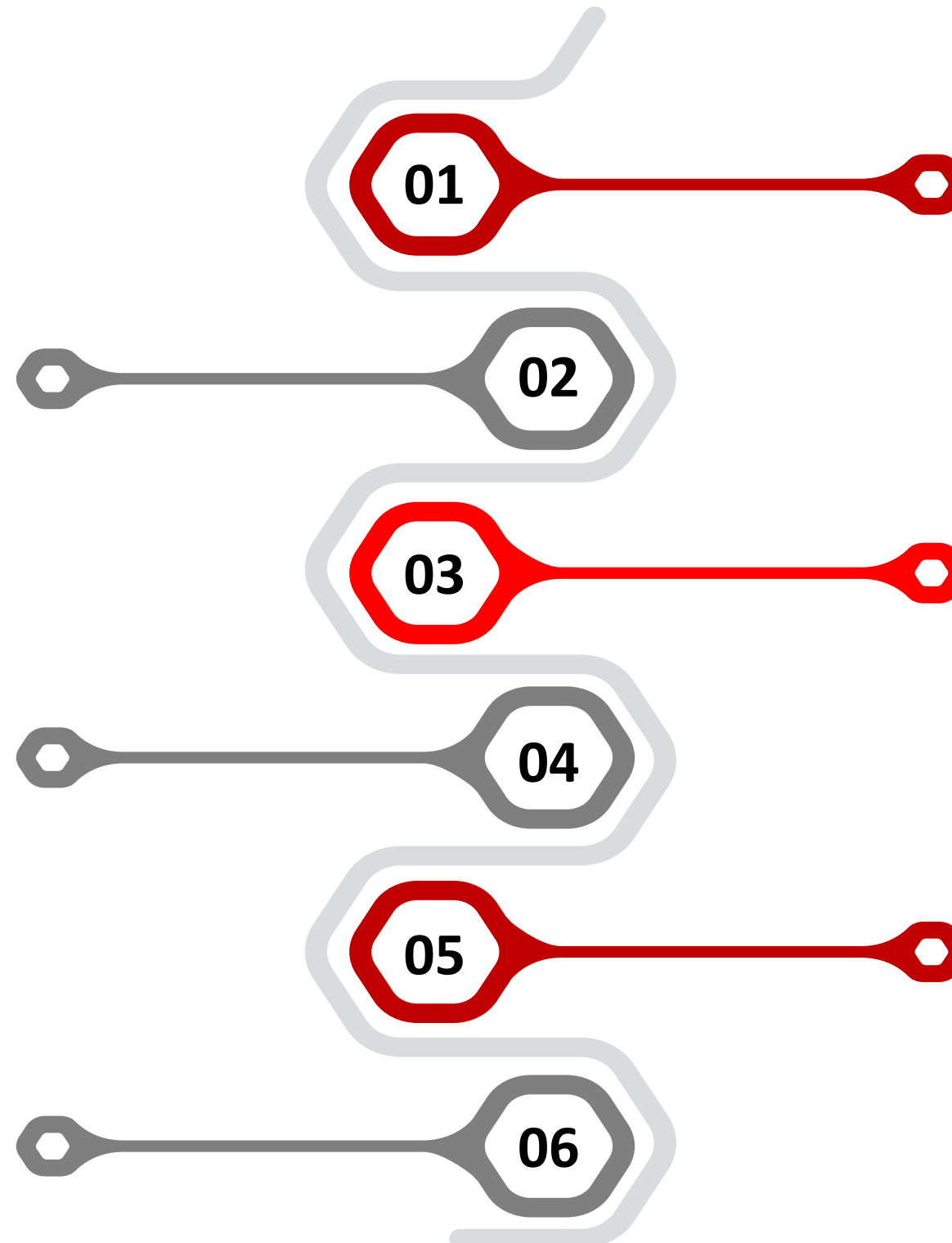
- Understanding key parameters influencing the business and the industry
- Assess business profitability and sustainability

Selecting Valuation Methodologies

Selection valuation methods taking into consideration the nature of the business, transaction and purpose

Determining Fair Value

Arriving at the fair value of the asset/interest to be valued.



Business & Transaction

Understanding of business, transaction and valuation purpose.

Validation Of Assumptions

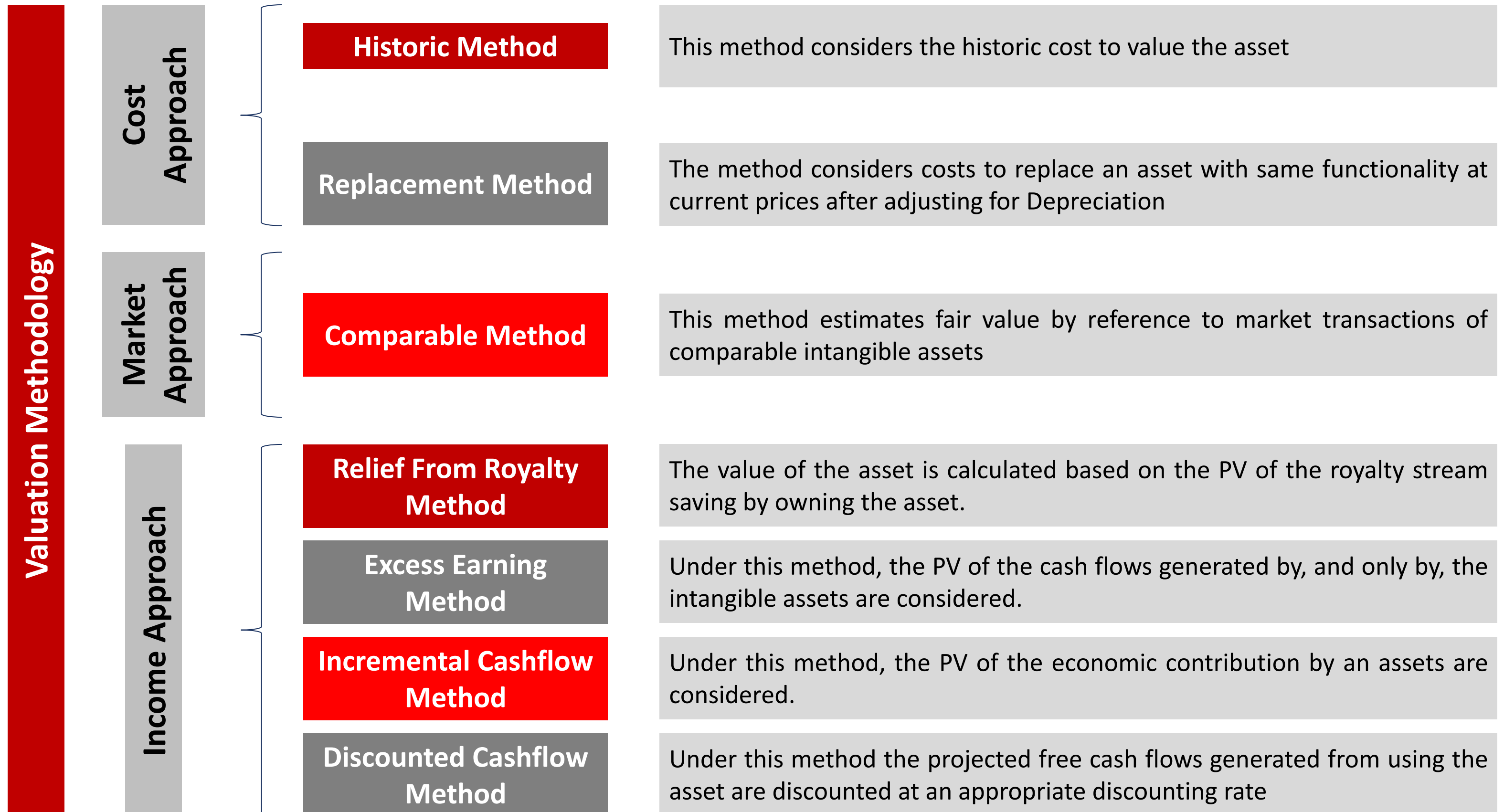
Analysing the reasonableness of assumptions considering industry KPIs and actual historical performance

Sensitivity Analysis

Sensitivity of Valuation analysis to certain key parameters like growth rate, discount rate etc.

Our Approach - Valuation Methodologies

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Select Valuation Credentials

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Air Handling Unit

Carried out Valuation analysis for the purpose of divestment

Automotive

Carried out valuation of intangibles for a large Automotive Company

Defence Equipment Manufacturing

Carried out Valuation for US based defence equipment manufacturing Company

E-Commerce / IT

Carried out Valuation for the proposed demerger of one of its division into separate Company

Education

Carried out Fair value and liquidation valuation of assets other than fixed assets under IBC

Printer & Printer Component Manufacturing

Carried out Valuation Analysis for FEMA purposes for a global printer & printer component manufacturing Company

Oil & Gas / Thermal

Carried out PPA for transaction involving acquisition of a company active in oil and gas sector

Pharmaceutical

Carried out PPA and Brand Valuation for a pharmaceutical player

Real Estate Fund/Infrastructure

Carried out Validation and benchmarking using Valuation models (DCF) for foreign real estate funds.

Telecom

Carried out PPA for a transaction involving acquisition of cellular operations in 16 African countries by an Indian player

Select Valuation Credentials*

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Startup into Hospitality - Tech sector Carried out Value analysis for a Decacorn Technology start-up player for internal evaluation purposes	PSU Bank Fairness opinion on Valuation of two prominent South India based PSU Banks as part of mega bank merger transaction	IT / ITeS Carried out Purchase Price Allocation under USGAAP	Healthcare Carried out Valuation for a leading Hospital based in Gurgaon for internal restructuring purposes	Life Insurance Carried out Valuation of three Life-Insurance companies for determining fair value for investment by a leading PSU Bank
Microfinance Carried out Valuation of Microfinance companies for a Microfinance Fund for internal restructuring	Luxury Goods Manufacturer Carried out Valuation for an Italy based luxury goods manufacturer for regulatory and transaction purposes	Private Equity / Venture Capital Funds Carried out Valuation of various investee companies for reporting purposes as per IPEVC guidelines	Fintech and Mobile Commerce Carried out Valuation for a Unicorn Technology start-up as part of a transaction for regulatory purposes	Travel sector Carried out Valuation for a company into Travel related sector for internal evaluation

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

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Our Clients

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Select Clientele : NBFC/Funds

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Middle Eastern Global
Sovereign Fund



SachsenFonds
Munich-Gruppe



MPC Capital



IndusInd Bank



Deutsche Bank



Highly Credentialed Team

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Sumchit Anand

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



Krishan Goyal

Qualification - CA
Experience - 22+ Years
Registered Valuer- IBBI



Varun Kohli

Qualification - CA
Experience - 18+ Years

Sumchit Anand



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Education/Qualifications

- Chartered Accountant
- Member of Royal Institute of Chartered Surveyors (MRICS)
- Registered Valuer with IBBI

Service Line

- Valuation
- Operational Due Diligence
- M&A Advisory
- Review & Development of SOP
- Financial Due Diligence
- Business Plan Reviews

Industry Lines

- Real Estate Fund and Developer
- FMCG Fund & Edu Fund
- Hospitality
- Manufacturing
- Telecommunication
- Financial Services
- Power & Automotive Industry

PROFESSIONAL EXPERIENCE

Mr. Sumchit Anand is a Chartered Accountant by qualification and has over 30 years of experience in M&A Advisory with Big 4 and industry leading firms. He is also a member of Royal Institute of Chartered Surveyors (MRICS). Sumchit's advisory experience spans through the deal continuum including - Deal advisory, due diligence, asset management, valuations, business plan reviews, feasibility analysis etc. He also has extensive experience in the Operational Risk Consulting domain. His transactions experience includes advising and assisting large Private Equity funds, venture funds, LP's and Strategic investors in their investment and asset management activities by providing comfort on their proposed investments and helping achieve their commercial and strategic objectives. He is also a registered IP valuer with Insolvency and Bankruptcy Board of India and has advised private equity investors, venture funds, LP's across transaction ranging from USD 2 million to USD 1 billion through the transaction continuum.

PRINCIPAL AREAS OF PRACTICE

Sumchit's experience spans across Private equity funds, Manufacturing, Real Estate, Infrastructure, Telecom, IT & ITES, Healthcare, Education, Automobile and Media & Entertainment. His M&A advisory experience spans across geographies including the US, the UK, Germany, France, Singapore and China.

Valuation: Manage and delivered business and intangible valuations for merger & acquisition, financial reporting, tax & regulatory compliance, restructuring & re organization, corporate services and management planning purposes.

Risk Consulting, Process review, Development of SOP: Assistance to clients in Operational Risk Consulting domain including - performance improvement, cost reduction, internal audits, and risk assessment. Support to the private equity funds / general partner organisation w.r.t assessment, review of operations/processes like investment process, portfolio management, deal life cycle management, asset management & support functions (IT, HR, F&A, compliance & risk).

M&A support & Due Diligence: Advising funds in their investment decisions including strategic investments, proposed investments, valuations, due diligence on target/vendor, identifying key deal issues, their impact on the purchase consideration and degree of risk attached to such issues, review of historical information as well as evaluation of projections of its future performance.

Financial / Business Plan Review: Analyzing business plan and commenting on the assumptions / accuracy along with highlighting risks.

Krishan Goyal



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Education/Qualifications

- Registered Valuer with IBBI
- Chartered Accountant

Service Line

- Valuation
- M&A Advisory
- Process Engineering/Reengineering
- Review & Development of SOP
- Financial Due Diligence
- Business Plan Reviews

Industry Lines

- Real Estate Fund and Developer
- FMCG Fund & Edu Fund
- Hospitality
- Manufacturing
- Telecommunication
- Financial Services
- Power & Automotive Industry

PROFESSIONAL EXPERIENCE

Mr. Krishan Goyal has over 22+ years of working experience with Protiviti and A.F.Ferguson & Co. (a member firm of Deloitte). A Chartered Accountant by qualification, his experience includes Valuation, M&A Risk Advisory, Asset Management, Process Reviews, Internal Audit forensics and Transaction Support. His experience spans across China, Middle East and Africa. He is also a registered IP valuer with Insolvency and Bankruptcy Board of India and has advised private equity investors, venture funds, LP's across transaction ranging from USD 2 million to USD 1 billion through the transaction continuum.

PRINCIPAL AREAS OF PRACTICE

The experience spans across Power Sector, Automotive industry, Healthcare, Real Estate, Private Equity, FMCG, Telecommunication, Manufacturing, E-Commerce, media and other sectors.

Valuation: Manage and delivered business and intangible valuations for merger & acquisition, financial reporting, tax & regulatory compliance, restructuring & re organization, corporate services and management planning, purposes.

M&A support & Due Diligence: Assisting funds / clients in their investment decisions (Buy side / sell side), proposed investments, helping in strategic_ investment decisions, valuations and assets management. Conducted Due Diligence on target/vendor and identifying key deal issues and their impact on the purchase consideration and degree of risk attached to such issues, review of historical information as well as evaluation of projections of its future performance.

Internal Audit, Process review, Development of SOP: Support to the private equity funds / general partner organisation w.r.t assessment, review of operations/processes like investment process, portfolio management, deal life, cycle management, asset management & support functions. Conducted and supervised Internal Audit of various processes like procurement, planning, finance & accounts etc.

Enterprise Risk Management: Developing Risk Management Framework (RCM's) for identification, management and minimization of risk in company.

Financial / Business Plan Review: Analyzing business plan and commenting on the assumptions / accuracy along with highlighting risks.

Varun Kohli



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Education/Qualifications

Chartered Accountant

Service Line

- Private Equity
- M&A Advisory
- VaLuations
- Review & Development of SOPs
- Financial Due Diligence
- Business Plan Reviews
- Investor Relations

Industry Lines

- | | |
|-----------------|---------------------------|
| • FMCG | • Financial Services |
| • Construction | • Power |
| • Hospitality | • Automotive |
| • Logistics | • Artificial Intelligence |
| • Manufacturing | |
| • Healthcare | |

PROFESSIONAL EXPERIENCE

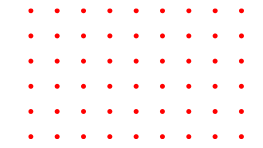
Varun is a Principal in our Noida Office and has 18+ years of post-qualification experience.

He is a Chartered Accountant, Graduate in Commerce and has successfully completed the Registered Valuer course.

PRINCIPAL AREAS OF PRACTICE

- **Valuation:** Manage and delivered business and intangible valuations for merger & acquisition, financial reporting, tax & regulatory compliance, restructuring & re organization, corporate services and management planning, purposes.
- In the past, Varun has worked for the multinational Chaudhary Group of Nepal, European investment bank VA TECH Finance (India), Delhi and PE Fund Metaphor Investments, Delhi.
- He has successfully closed deals on the sell & buy-side across various industry verticals viz Consumer Healthcare, Construction, Automotive, Hospitality, Logistics, Power, AI, Technology, and others to raise Private/Strategic Equity and Debt.
- He has handled complex valuation assignments for large listed and unlisted companies.
- He has prepared business road map for Fortune 500 clients.
- His core strengths lie in Business Development, Due Diligence, Asset Management, Valuations, MIS, Structuring, Strategic Consulting, Networking.

Our Offices



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