Our unique Integrated due diligence model

One team and single point accountability: We believe in a one team approach. Our commercial, operating, data analytics and the financial due diligence teams work as one seamless and cohesive team to present a consistent and triangulated view of the historical performance as well as future projections of a target's business.

No data gaps in analysis: We use the same data sets and the same definitions to perform the historical and future analysis to ensure that there are no data definition flaws. Historical analysis and future outlook are synced together to provide a seamless 'eight year view', three years historical view and a five year forward view.

Robust process analysis and benchmarking: Comparing key processes and key operating metrics of the target with peers with an operating and commercial lens provides significant additional comfort / discomfort on the target business as compared to a standalone financial due diligence.

Commercial issues evaluated financially and vice-versa: An integrated approach ensures that all teams evaluate the impact of the other teams findings on their work

Forensic insights: Integrating the financial due diligence findings with "outside-in" business intelligence helps in forming a complete view on the actual business performance and the corporate governance of the promoter.

Integrated due diligence approach

A&M's unique approach will help identify critical issues and value propositions of the target

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Commercial focus areas

- Market structure, size and growth
- Competitive landscape and positioning
- Operating model
- Value proposition, potential for revenue and EBITDA growth
- Customer perception
- Achievability of projections in the B Plan

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Financial focus areas

- Historical revenues & gross margins
- Quality of earnings
- Insights into keycontracts
- Normalized working capital levels
- Employee utilization trends
- Operational dependencies on related parties
- Recoverability of assets
- On and off balance sheet liabilities

Identifications
of critical
issues and
value
proposition

Operating focus areas

- Review and competitive benchmarking of deal execution and sales process of target
- Review of people. process and systems capability to scale and achieve business plan projections
- Opportunity for EBITDA enhancement through revenue or cost levers
- Adherence to regulatory compliance

Analytics focus areas



- Processing Big Data for deeper insights into trends
- Data visualization and creating dynamic dashboards
- Data integrity checks

Our integrated procedures will help maximize value of every transaction