



## Investigation Audits

Prima facie everything seemed to be alright. Considering the concept of materiality, the amounts involved were large and called for in-depth scrutiny.

Small trails led to larger footprints of unexplained figures that were reflected as discounts. This called for an investigation since there was not much of internal matter that could be repudiated as valid evidence.

The evidences in the form of externally originated records and compliant procedures like periodic confirmations were re-confirmed with external agencies through visits to client related establishments and authorities.

A detailed flow of the sales activity was drawn up and the relevant documents that could be generated independently was also highlighted.

Data on hand was mapped with first hand information collected from such on-site visits.

Misappropriations worth significant profit percentages were identified much higher than what the client had accepted to accommodate.

Control procedures were embedded to highlight red flags at very early stages of fraud perpetuation.

A multi national company with big margins on sales found that a significant portion of realisations were wiped off due to dealer discounts. Where these discounts realistic?

