



# Private Equity

**Professional services,  
personal touch**



# Professional services, personal touch

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“At the end of the day, it comes down to the personal relationships we develop, grow, and maintain, day-after-day, week-after-week, building a foundation of mutual esteem and affinity.”

**Gavin Geminder,**  
*National Private Equity Leader*

“We understand your business and the way you operate. We become students of your interests and view them from a local and global perspective.”

**Jeffrey Rojek,**  
*New York Private Equity Leader*

“We work closely with our clients, get to know their businesses intimately, are there at critical times, and are responsive to their needs.”

**Kevin Valek,**  
*National Private Equity Fund Leader*

# Private equity at KPMG

“Diversity and inclusion influence everything we do—how we recruit, train, and grow our people, orchestrate the delivery of our work, engage in corporate citizenship, and build public trust.”

**Lynne Doughtie,**  
U.S. Chairman  
and CEO

“Our clients choose to work with us—and continue to work with us—because of the personal, hands-on approach we take and the relationships we develop,” stated Gavin Geminder, National Private Equity leader at KPMG LLP (KPMG).

“The way we deliver our private equity services sets us apart in the industry,” he added. “A lead partner acts as the single point of contact for our clients. That lead partner works with a core team of professionals, and accesses the best KPMG resources, regardless of where they are located.”

“What this means to our clients is that we deliver what they need, when they need it, on time, effectively, and seamlessly,” concluded Mr. Geminder.

## Reasons why private equity firms choose KPMG

**Relationship-guided practice:** KPMG strives to know our clients on a level that extends beyond the typical client-service provider relationship. We are passionately committed to learning all about your business and market, and strive to proactively deliver opportunities and solutions to you. We get to understand the root cause of operational and other issues, not just the symptoms. Your challenges are our challenges; our network is your network.

**Industry-driven structure and experience:** KPMG is organized along the same industry lines as our private equity clients; we were the first of the Big Four to do so. This structure affords us rapid access to “of-the-moment” industry experience and an in-depth understanding of the industries in which our clients are investing.

**Innovative approach:** Innovation is at the core of our approach to client opportunities and challenges. We prioritize and align innovation cross-functionally, and listen intently during innovation exchanges with our clients. We then put our people, processes, and tools to work to support these ideas.

**Diversity and inclusion:** KPMG’s commitment to fostering a diverse and inclusive culture is at the center of our core values and operating philosophy. We have long believed that creating a work environment where women and minorities can thrive, and implementing initiatives that support, advance, and retain them, is a smart and strategic business approach. We are at the forefront of this global initiative and are proud to be looked upon as a leader in this space.

## How KPMG can help

**By maintaining a relentless focus on quality and outstanding service, and a passionate focus on you and your business, our skilled, experienced professionals can:**

- Anticipate new challenges and opportunities in light of economic, market, regulatory, and technological developments.
- Offer deep insights into your business and provide innovative options and customized strategies that allow you to respond to opportunities with speed and agility.
- Utilize KPMG's global, multidisciplinary resources and coordinate them into broad solutions that address your needs.
- Share leading practices gleaned from working across a variety of relevant industries.
- Offer leading networks of finance and transaction professionals who bring specific industry knowledge and experience to each engagement.
- Provide restructuring and operational efficiencies that focus on value enhancement and performance improvement resulting in added value.



# No matter where you are in your life cycle

Whether you are starting, building, or divesting, the private equity industry continues to grow.

The expanding opportunity in the private equity industry comes at a time of unprecedented challenges for fund managers. Investors' appetite for reduced fees coupled with fund managers' increased operating, risk, and regulatory costs are testing the traditional fund management operating model. Managers continue to seek out innovative process improvements in an effort to reduce risks, reduce costs, and streamline operations.

It's an opportune time for private equity funds, but it's also a time that calls for the support of a tested, experienced, and trustworthy partner.

The pressure to deliver in this challenging environment means that **it is more important than ever to work with the right business advisor who:**

- Understands the dynamic nature of the marketplace and its enormous growth potential
- Possesses the experienced professionals, industry insight, and global footprint to anticipate new challenges
- Boasts the technology and resources that enable fund managers to thrive

At KPMG, our focus is on providing the clarity and confidence to succeed, with a "shoulder-to-shoulder" work ethic and a relationship based approach.

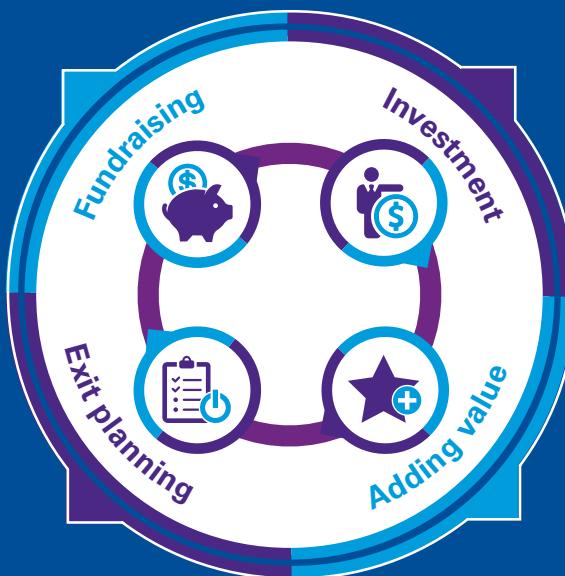
## Fund life cycle

### Fund structuring

- Investor structuring and liaison
- Management structure
- Carried interest and remuneration planning
- GAAP analysis
- Track record

### Divestiture

- GP allocation modelling
- Sell-side services
- Vendor due diligence
- Complex transaction structuring
- IPO readiness



### Investment Planning

- Target identification
- Deal advisory
- Tax advantage structuring
- **Due diligence competitive advantage (SPI tool)**

### Portfolio and fund operations

- CFO advisory
- Strategy
- Data and analytics
- **Fund reporting (Partner track tool)**
- Working capital optimization
- Transformation
- Cyber security
- SEC reporting
- Portfolio valuation

# Industry-leading technology

We supplement our hands-on approach with industry-leading technology tools, including **PartnerTrack** and **Strategic Profitability Insights (SPI)**. We are committed to investing heavily in leading-edge technology so that we can provide the type of innovation and out-of-the box strategies for purposes of risk that our clients need and deserve.

## Strategic Profitability Insights (SPI) tool



Building upon our integrated financial, commercial and operational due diligence approach, SPI allows us to dig deeper, faster and more accurately into your firm's historical and projected profitability drivers. Bottom line: It enables our professionals to design strategies that add value to your business.

### Data quality



Ability to review raw data maximizes flexibility to analyze and supplement it, free of management filter

### Reduced time with management



Deeper analytic output allow us to draw unique insights and test investment hypotheses, with limited or no access to management

### Mindset



Empowers an offensive mentality to identify opportunities to create economic value, and use predictive analytics to assess future risks and opportunities

### Privileged insight



Generates business insights outside of the routine data room information available to all bidders, and enables our clients to have an advantaged position in the process

### 100+ clients



Fortune 500 companies and global and middle market private equity funds include SPI as part of their diligence

## Tax technology – Partner Track



KPMG's advanced tax technology resources, tools, and processes enable our professionals to streamline the compliance and reporting process and deliver client tax reporting more effectively. Our industry leading Web-based tool, KPMG LINK PartnerTrack, can help.



Provide an efficient and transparent way of gathering, organizing, analyzing, and maintaining data



Allow for the creation of customized reports based on client requirements



Reduce the amount of time spent on preparing tax forms and investor reporting



Improve accuracy and consistency across business lines



Capture tax planning and analysis from embedded data analytics

# Name an industry, we have got it covered

KPMG appreciates that you are investing across multiple industries and are navigating their ever-shifting landscapes. This demands a need for deep, industry-specific knowledge, and of-the-moment market and trend information, to allow for the most valuable investments and management decisions.

That's why KPMG established its industry-driven structure. KPMG was the first Big Four firm to organize itself along the same industry lines as its clients. Our industry-focused approach affords our clients access to the smartest and most talented professionals who can provide the insight and strategy necessary to navigate the risks and opportunities presented within each industry.

"At KPMG, we pride ourselves on having deep industry experience and knowledge. We understand the critical market dynamics and industry trends that our private equity clients face, and we work shoulder-to-shoulder with them to develop innovative ideas and solutions to deliver real results that contribute to their success."

**Robert F. Arning**  
Vice Chair, Market Development



Consumer Markets



Energy & Natural Resources



Financial Services



Healthcare & Life Sciences



Industrial Manufacturing



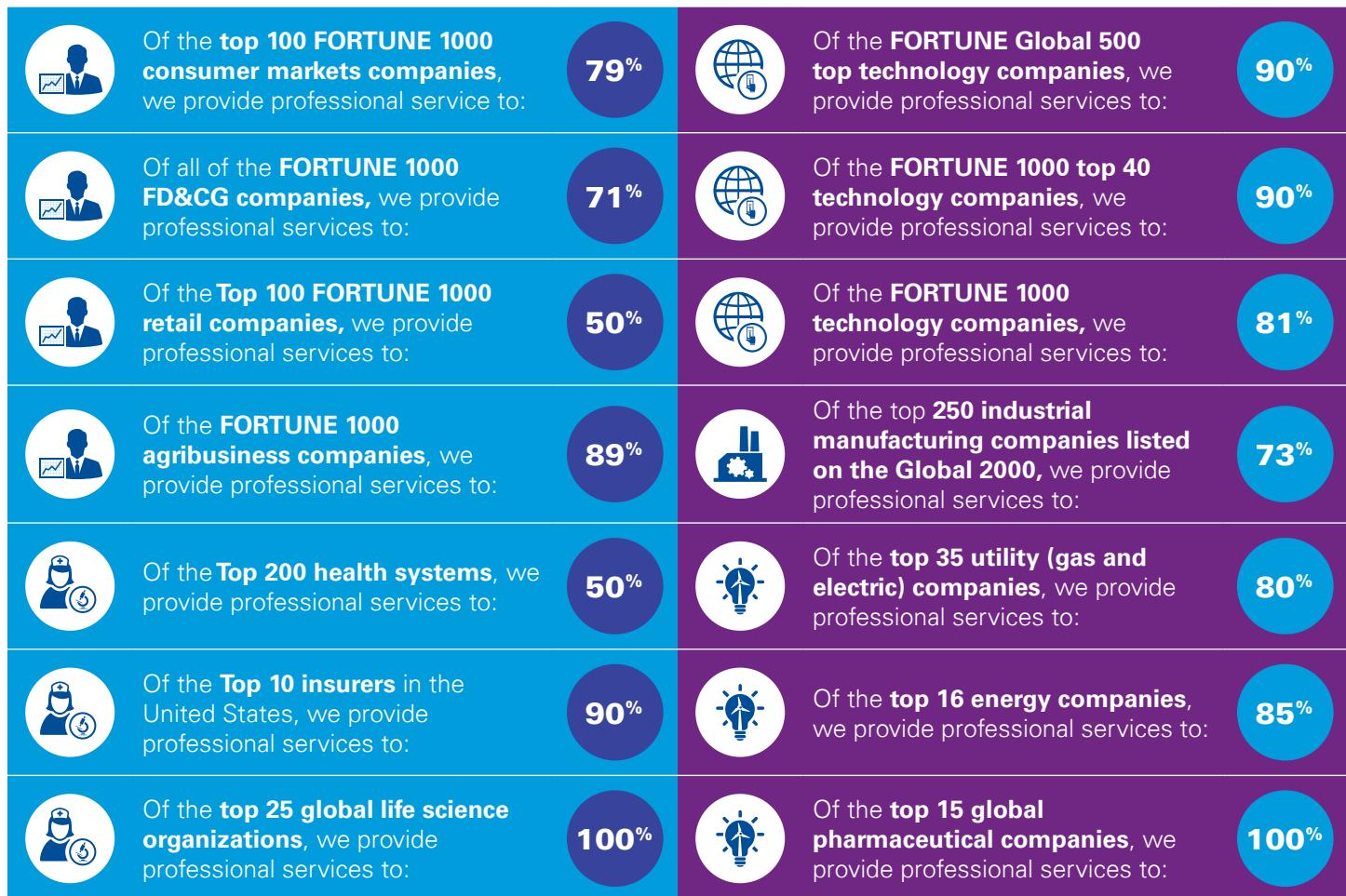
Media & Entertainment



Technology



Telecommunications





# Select private equity clients we serve

## AUM over \$5 billion

American Securities  
Ares Management  
Audax Management Company  
Bain Capital  
Centerbridge Partners  
Cerberus Capital Management  
Corsair Capital  
Energy & Minerals Group  
Energy Capital Partners  
Fortress Investment Group  
Francisco Partners  
General Atlantic  
GI Partners  
H.I.G. Capital  
Hellman & Friedman  
Insight Venture  
KKR & Co.  
Leonard Green and Partners  
Levine Leichtman Capital Partners  
NGP Energy Capital Management  
Oak Hill Capital  
Oaktree Capital  
Permira Advisers  
Providence Equity Partners  
Riverstone Holdings  
Stone Point Capital  
Thomas H. Lee Partners  
TPG Capital  
Warburg Pincus  
Welsh, Carson, Anderson & Stowe

## AUM between \$1 and \$5 billion

Clearlake  
Dragoneer Investment Group  
Genstar Capital  
Gores Group  
Sterling Partners  
Thompson Street Capital  
TSG Consumer Partners

## AUM less than \$1 billion

Caltius Capital Management  
Carousel Capital Management  
Century Park Capital  
Inverness Graham Investments  
Longuevue Capital  
Riordan, Lewis & Haden

# About KPMG

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KPMG is one of the world's leading professional services firms and the fastest growing Big Four firm in the United States. Our global network of member firms have 189,000 professionals serve clients in 152 countries, providing innovative business solutions and audit, tax, and advisory services to many of the world's largest and most prestigious organizations.

Our Private Equity practice is a fully integrated, cross-functional team of 1,500 of professionals, including 250 partners, focused on serving private equity firms and their portfolio companies. Our experienced professionals understand the dynamic nature of the private equity marketplace—domestically and in investment centers around the world—and its enormous growth potential. And we understand the issues that private equity firms face on local, national, and global levels.

Our professionals bring passion and a fresh approach to the issues that challenge our private equity clients through their entire life cycle, from structuring funds to realizing value. Our Private Equity practice supports the links between fund, managers, transactions, investments, and value realization. Our single-point-of-contact business model makes it easy for you to obtain the services you need, when you need it—whether it is raising capital and making investments, fund and portfolio management, or exit and value realization.

Learn more at [www.kpmg.com/us](http://www.kpmg.com/us).

## Our vision

At KPMG, we are committed to providing professionalism, integrity, and quality in the services we deliver. In addition, we focus on adapting the scope and depth of our services to meet the needs of our member firms' clients and the capital markets we serve. This commitment and focus has resulted in an impressive track record of quality growth.

Through rigorous strategic analysis, ongoing discussions with clients, and frequent dialogue with regulators and policy boards, we stay well informed of the dynamics transforming the industries we serve.



# Contact us

Contact us and see how you can benefit from our experience, global bench strength, technological innovation, and customized client care. You can go to our [Private Equity Web page](#) for more information about our services and to read our latest thought leadership publications. Or call one of the private equity specialists below, talk with them about your situation, and learn how we can help:



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