



A fresh approach

Bringing industry experience
and innovation to ABC Groceries

14th Dec 2019

Abhilash Varasala

Why Deloitte?



ABC Groceries is embarking on a new journey of reviving its success story over the last eight decades, and is seeking an audit and tax services provider that can offer the right guidance. You expect your professional services provider to provide timely insights, address complex requirements and deliver quality services, drawing on years of significant experience serving both retail clients and Blackstone portfolio companies.



Deloitte is that organization. The key tenets highlighted below, make Deloitte the right choice to serve ABC Groceries today, tomorrow, and everywhere your growth takes you.



Experience— Retail industry leadership



Serve 100 percent of the Fortune 500 food and grocery wholesalers, with more than 2,800 professionals serving the retail industry



Dominant provider of services to retail companies, with the resources to address virtually any issue



Proficient local team with industry experience and strong team chemistry



Benefits beyond the audit and tax compliance services— with meaningful insights and thought leadership

- Priority access to top specialists and resources from across Deloitte that we can call on to meet directly with you and develop tailored sessions on key topics, and participate in our risk assessment
- Deeper understanding of the retail sector to help you make the right decisions



Confidence—a leader in the profession in terms of audit quality

- Peace of mind; a promise on audit quality
- Risk-based audit with a focus on innovation—audit of the future today
- Proactive, open and transparent communication



Commitment to competitive fees

- **Fair Fees:** Exceptional level of service at a fair and reasonable price, reflective of volume of services that we provide to Blackstone portfolio companies





A fresh approach

Bringing industry experience and innovation to ABC Groceries

14th Dec 2019

Abhilash Varasala