# Portfolio

Created by: Atul Verma

# Infographics

Agriculture and allied sector contributing approximately

14 percent to India's GDP

is expected to employ approximately 205 million people by 2019-20.

Rapid urbanisation, growing population and growth of other sectors promising employment is impacting the farm productivity and reduction of farm labour

Use of proper equipment can increase the farm productivity by up-to 30 perd at.



reduce the input cost by about 20 percent.



India, with a mechanization level between 40-45 percent, lags in terms of farm mechanisation in comparison to other BRIC countries such as Brazil and China.



By the year 2050, the annual food arain production would need to grow to

333 million tonne from the levels of 257 million tonne recorded in 2014.

companies.



Agricultural machinery market in India is estimated to grow at a CAGR of

over 10 percent during the period 2013-18. It promises further growth.



The size of the farm equipment sector is S S estimated at

US\$ 6.5 Brillion and lyas seen strong growth in recent years

The Indian market is dominated by 1,500 micro units, 2.500 smallscale units and 250 medium-sized



Indian thresher market remains largely unorganised.



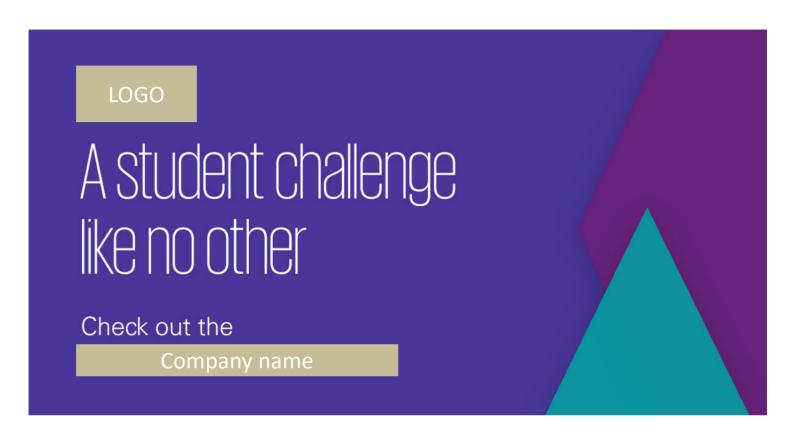
Tractor amounts for most of the farm mechanisation in India. Country is also the largest market in the world for tractors.

Problems such as small and scattered land holdings, affordability and financing of farm equipment, poor levels of procurement mechanism, poor after sales service and over dependency on tractors instead on other kinds of machinery are some of the challenges.











### Presentation sample

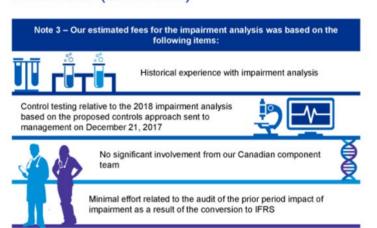




Undertaking an Company A implementation provides an opportunity to transform business and IT processes to become more efficient. By moving to "smarter" controls and leveraging GRC technology, companies can realize these advantages and reduce the cost of operations and compliance.



#### Audit fees (continued)

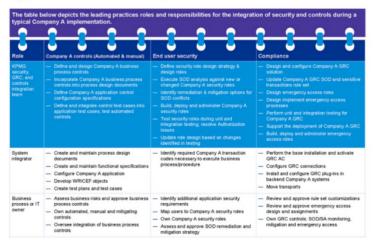


#### Security and controls integration approach

Successful integration projects consider the impacts that controls and compliance have on an organization's people, processes, and technology. KPMG has developed a proven approach to integrating security and controls into IT transformation projects to mitigate risks, reduce costs and maintain compliance.



#### Typical roles and responsibilities



#### Common Company A implementation pitfalls





#### What is the Internet of Things





Internet of Things

3

#### How can IoT help?

loT platforms can help organizations reduce cost through improved process efficiency, asset utilization and productivity.

The growth and convergence of data, processes and things on the internet would make such connections more relevant and important, creating more opportunities for people, businesses and industries.



ternet of Things

Why loT?



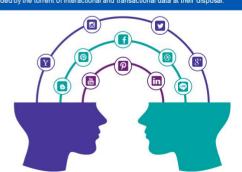
ternet of Things

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#### Corporate aspect



IoT is a transformational force that can help companies improve performance through IoT analytics and IoT Security to deliver better results. Businesses in the utilities, oil & gas, insurance, manufacturing, transportation, infrastructure and retail sectors can reap the benefits of IoT by making more informed



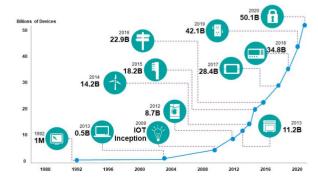
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#### Progress Index



#### Growth in the Internet of Things The number of connect devices will exceed 50 Billion by 2020.

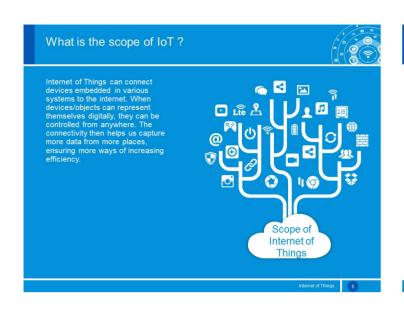
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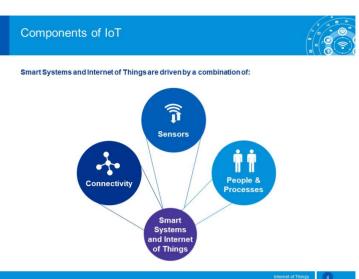


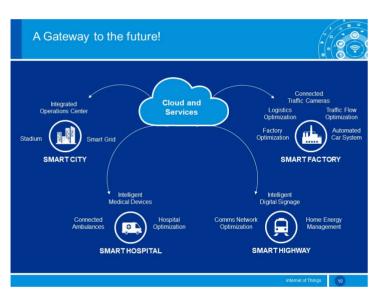
Internet of Things

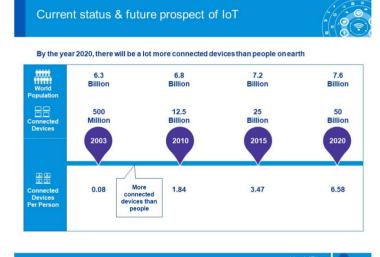


# Presentation sample















#### Proposal, Collateral, Flyer etc.

#### Heading

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#### Proposal, Collateral, Flyer etc.

#### KPMG has the expertise, and active engagement, in the industries and markets Company A invests



- Presentations and discussions by both KPMG and KPMG WNT, with respect to tax reform and the implications to the portfolio companies. Specifically, this included entity classification elections for Tropichem and for the Canadian companies acquired in the TetraGenX acquisition to take advantage of the reduced rates available in a corporate structure under the new Global Intangible Low-Taxed Income (GILTI) regime
- Access to, and presentations by KPMG's State & Local Tax Team Access to, and presentations by KPMG's State & Local Tax Team regarding the Wayfair case and the changing landscape in Sales and Use Tax for both Company A and the portfolic company CFOs and Controllers. Jill Nielson and Courtney Armstrong are currently leading the efforts with the portfolic companies to fill out the State & Local Questionnaires to help identify and mitigate potential exposures
- KPMG has provided Tax Controversy Services, through Jeff Luechtefeld, on CESM, Focus Vision, IBHS and TriStar. Further, KPMG anticipates no changes stemming from the Focus Vision and TriStar IRS tax audits
- KPMG's Economic Valuation Services Team has worked with Gurobi, HealthCare Linens, Tropichem and Global Software in establishing transfer pricing arrangements
- KPMG's State & Local Tax Team has worked through Sales & Use Tax VDAs for AMSI, ControlScan/EchoSat and Global Software/



- ASC 608 Revenue Recognition WebEx with the portfolio companies
- ASC 606 Revenue Recognition Diagnostic approach
- Guidance on management's responsibilities regarding the going concern accounting requirements
- Brought to bear industry expertise on the audit of Firma and contract research organizations to assist in the risk assessment from an audit perspective

#### KPMG Services for 2017

(July 1, 2016 - June 30, 2017)

#### Fees by fund

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Fund		Audit		Attestation		Tax Compliance		Tax Consulting		Advisory FDD/TDD		Total	
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	5	1,815,469	8	248,655	1	1,483,887	5	1,344,218	5	1,978, 425	8	6,868,654	

KPMG uses thorough procedures and a suite of technology tools to help organizations we audit. Jim Zeck will be responsible for our continued we provide, and procedures we perform, in accordance with applicable independence standards.

#### Healthcare industry credentials

In the United States, among healthcare organizations (healthcare services and healthcare facilities) KPMG provides:











125 healthcare systems

#### KPMG's National Healthcare practice

KPMG is one of the largest providers of professional services that is consistently performing meaningful work across the entire spectrum of healthcare players—from healthcare providers, to public and private insurers, to the top U.S. healthcare systems. With extensive experience in technical matters, KPMG's Healthcare (HCI practice in the United States brings together more the 3,245 professionals including 332 partners with deliver audit, tax, and advisory services to healthc providers, payers, insurers, and medical device companies.

#### KPMG's Chicago Healthcare practice

Our Chicago office has significant experience serving healthcare organizations similar to you. This practice serves multi-hospital systems, large integrated systems, physician practices, academic healthcare systems, and menaged care entitles. We will leverage our experiences to bring you leading practicos and help enhance your internal controls and processes. Our depth of healthcare experience allows us to have a solid understanding of industry trends and dynamics that affect your business. Model in our file nikes you face. We work with healthcare clients every day. This will allow us to provide you with insights regarding the challenges you face in ever changing healthcare environment. We have developed a team of professionals in our Chicago Metro Healthcare practice with significant experience and can provide value to OSH.

National Market Presence KPMG's commitment to the healthcare industry has resulted in our selection as a professional services provider by many of the largest organizations in the United States. Perhaps the greates industor of KPMG's reliability, experience, capacity, and capability as a professional service provisits the long list of healthcare organizations that we audit, some of which are listed below:

- Acada Healthcare Company
   Affinity Health Plan
   Air Medical Group Holdings
   Allina Health System
   Amedisys
   American Specialty Health
- AMN Healthcare Services
- ANN Healthcare Services
   Apria Healthcare
   Arkansas Children's Hospital
   Arkansas Sungical Hospital
   Asante Health System
   Athens regional healthcare serv

- Centra Health
- Chesapeake Hospital
   Authority\*Chesapeake Regional
  Information System
- Children's Health Care
   Children's Health System
- Childrens Hospital Of Orange County
- Diagnostic Services Holdings Diamond Healthcare
- Duke University Health System
- Emory Healthcare
  Essex Meadows
  EyeCare Services Partners Holdings
  First Choice ER
- Flagler Hospital

- Florida Health Sciences Center - Foundation Medicine - Fresenius Medical Care Holdings - Froedtert Health - Genesis healthcare - Genoa Healthcare

Isabella Geriatric Center

Lucile Packard Foundation For

- Grady Memorial Hospital
- Gwinnett Medical Center - Gwinnett Medical Center - Harnett Health System - Henry Schein - Hill Physiciana Medical Group - Hospice Compassus - Infirmary Health Systems, Inc.
- Athletico Management Holdings Atlantic Shores Cooperative
  - John Muir Health
- Center

  BioScrip

  Blue Cross and Blue Shield

  Bostwick Laboratories

  Catholic Health Services of Long Island

  Centene Corporation Lexington County Health Services LHC Group - Lifespan Corporation
- McLeod Health Medical Facilities of America - Cha Health Systems
  - Medical Transportation Management Medical University of South Carolina Hospital Authority Mission Health System Mississippi Baptist Health System,
  - North Mississippi Health Services, Northside Hospital
    - OSF Healthcare System PeaceHealth Networks
       Peninsula Regional Medical Cr
       Physicians Immediate Care
       Piedmont Healthcare
    - Piedmont Community Health Plan

Option Care

- Salem Hospital
   Santa Cruz Monterey Managed Care - Sava Senior Care
- Souttle Children's Hospital - Security Health Plan
- St. Charles Health System - St. Lukes Health
- St. Luke's Regional Medical Center
- The Ensign Group The Nebraska Medical Center - The Nemours Foundation Transaction Data Systems
- Tuality Healthcare UCM Community Health & Hospital Linion Hospital of Cocil County
- University of Mississippi Medical Center
- University Medical Group Visiting Nurse Service of New York
- Wills Eye Health System
   Winthrop-University Hospital
   Wyckoff Heights Medical Cent

**Bold** represents audit engagements.



#### Proposal, Collateral, Flyer etc.

#### Your growth is our growth



#### Expanded Team for 2018 and Beyond

Financial Due Diligence			
Dave Bard	Scott Jones		
Andy Greenberg	Scott Rankin		
Mark Ginestro	Steve Thompson		
Kristine Coogan	Randall Hottle		
Phil Wong .	Sandy Kniser		

	Joff Wagner
Aaron Young	Courtney Armstrong
Jimes Backes	Juli Schrimer

Audit				
Pete Castellano	Jim Rogers			
Emily Renaut	Krystel Lalumonder			
Ryan Trimble	Joe Moritz			
Josika Barnos	Ryan Trimble			

With the closing of Company A largest fund, we're confident that KPMG's Company A account team is well positioned today to support the scale of growth expected over the coming years. During this next phase of Company A capital deployment, our team is excited and passionate about supporting Company A professional service needs today, and in the future.

— Jim Zeck, Account Lead Partner

#### Our Dedicated Team





#### Legacy knowledge of Company A business and culture

- Identification of important issues recognized during due diligence

#### **On-Boarding Checklist**

Ensures early understanding of transaction details and structure of recently closed

- Budget, fee and billing transparency
   Upfront communication of timing

#### **Dashboards**

- audited financial results to internally produced financial statements
- Provides stakeholders a facilitating tool for
- Provides for an effective onboarding and transition of knowledge from the diligence
- engagement team members so they know how Company A operates

#### KPMG has the expertise, and active engagement, in the industries and markets Company A invests





- Discuss specific industry leaders, events, etc. KPMG brought to the table
- In-depth industry experience and contacts within the market:
- Semi-conductor
- Life Sciences CFO introduction
- Nashville Healthcare contacts/introductions
- Technical accounting at deal speed
  - Revenue recognition
  - Contract reviews
  - Milestone accounting
- Educational training / resources
  - GofE training
- -M&ATax training

Delivering insight, analysis and practical guidance



**IFRSToday** 



#### Insights into IFRS\*

Helping you apply IFRS Standards to real transactions and arrangements



Guides to financial statements

Illustrative disclosures and checklists



#### What's new

The latest discussion and analysis



Continuing professional education

Seminars and webcasts



#### Reference library

In-depth analysis, examples and insights



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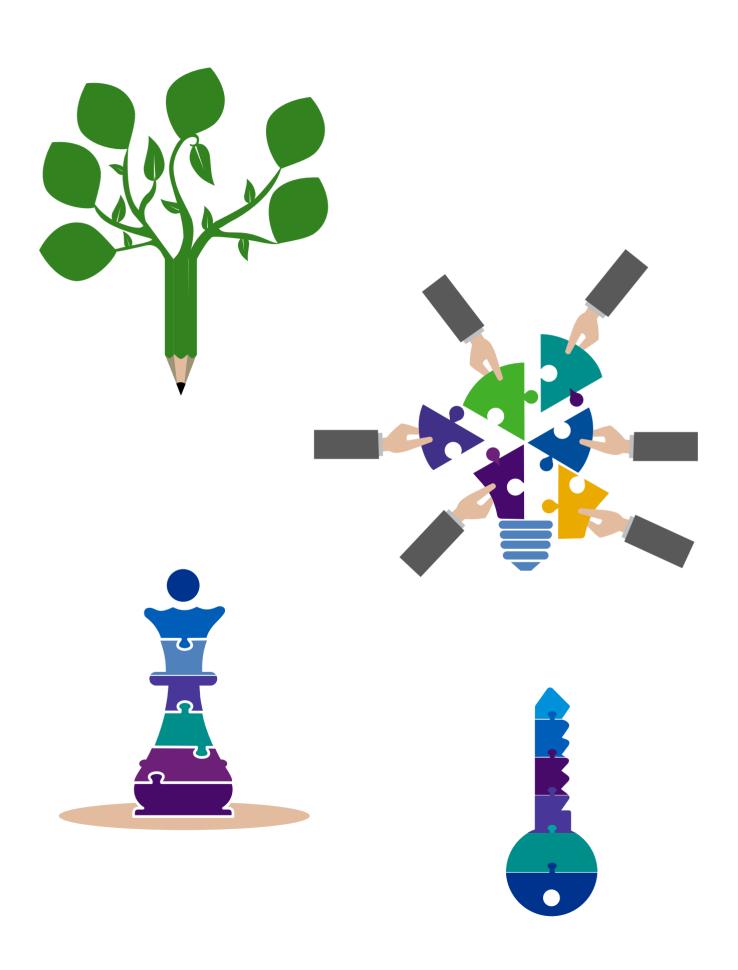




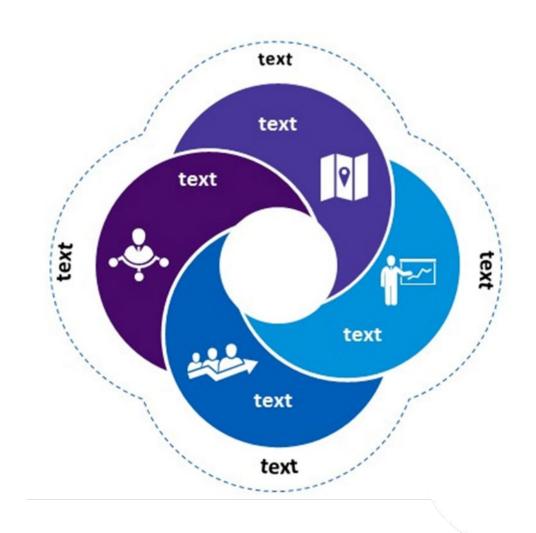


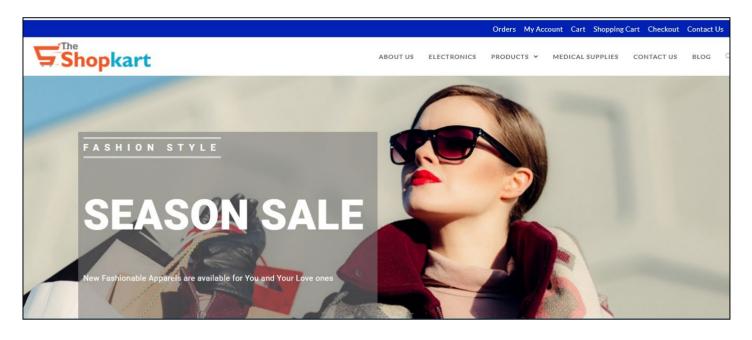


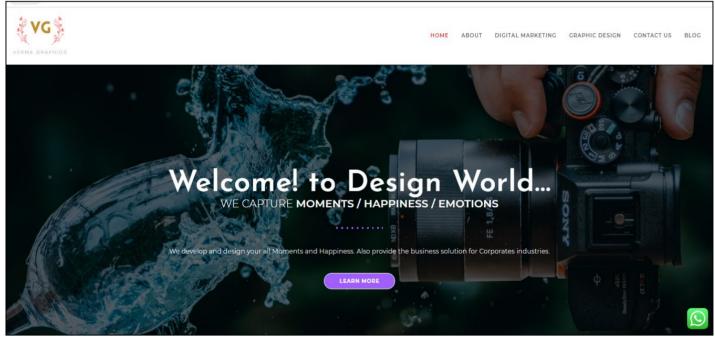


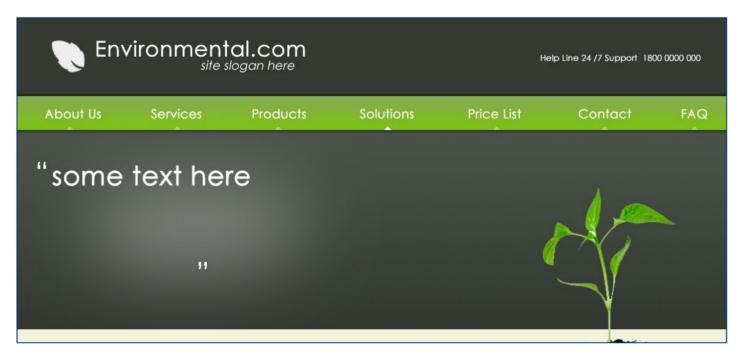
































#### Packaging and designing





# Than you