



## Deloitte Private - Brochure

**Private and confidential**  
**October 2023**

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# **Deloitte Private – Overview**



# Deloitte Private: Empowering your next-level growth

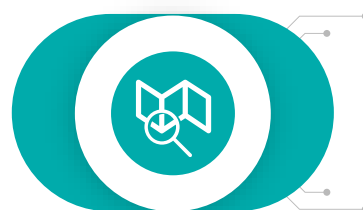
- Deloitte Private is an exclusive programme that is focused on enhancing promoter or private equity.
- As part of Deloitte Private, we provide you with a comprehensive range of services that are tailor-made for your specific needs, supporting you throughout your business lifecycle.
- We are committed to connecting aspiration with expertise.



**Make  
organisations  
“future ready”**



**Propel to a high growth  
trajectory with support  
from our “subject  
matter expertise”**



**Help you achieve  
your “business  
milestones”**

# Our service offerings

Deloitte India offers you the following core services:

## Assurance



Assurance offerings covering:

- Compliance with dynamic regulatory requirements.
- Accounting and reporting complexities and process inefficiencies
- Adherence to timelines and quality of data

## Risk advisory



- Accounting and internal controls
- Cyber and strategic risk
- Regulatory risk

## Tax Advisory



- Business process solutions
- Global business tax
- Global employer services
- Indirect tax
- Mergers and acquisitions (M&A) – Tax
- Transfer pricing

## Financial advisory



- Corporate Finance
- Forensic
- M&A Transaction Services
- Valuation and Modelling

## Consulting



- Strategy, analytics, and M&A
- Digital customer and marketing
- Core business operations
- Human capital
- Enterprise, technology, and performance

**Deloitte is well-equipped to deliver solutions to the complex challenges faced by organisations across sectors. We provide customised solutions to our clients, enabling them to grow and achieve their aspirations.**



# Segmentation: Deloitte Private's offerings



## Family enterprises

- Guide family enterprises to thrive across generations by navigating **the** connected facets of family, business, and ownership
- Bring a 360-degree view **of** the challenges and opportunities faced by a family
- Channelise **privately owned** entities and businesses to grow by providing the required expertise and outstanding services



## Social sector

- This is one area that we thrive to be a part of, as it helps both the organisation as well as society to prosper.



## Start-ups/emerging growth companies

- Providing startups or EGCs with expert guidance and support
- Supporting startups with great opportunities through platforms such as Entrepreneur Summit, where the environment is tailor-made to get funding from investors, with Deloitte acting as the mediator



## HNWI/family office

- We help HNWI identify opportunities to improve their governance documents, succession, and estate planning processes.
- Our unique approach starts with aligning the HNWI with business and family-office governance. We challenge the status quo and bring the expertise and insights that we've gained from working with several families.



## Private equity

- Our team of practitioners supports PE Funds and their portfolio companies throughout the private equity lifecycle.
- We harness our global reach to guide clients with everything—from fund set-up, deal origination and execution, portfolio strategy, and optimisation to execution and exit strategies.





# **Deloitte Private vis-à-vis family enterprises (FE)**

**“Enabling FE in transition  
to become a global  
organization”**

# Family businesses: Quick facts



60 percent of the biggest 500 firms and 91 percent of all the listed companies in India are family-owned <sup>(i)</sup> <sup>(ii)</sup>

Employs nearly 50 million people



India has 21 enterprises that are counted amongst the world's top 750 business families, with two companies with revenues of more than US\$100 billion. <sup>(iii)</sup>



The family-owned businesses in India contribute 79 percent to the national GDP <sup>(iv)</sup> ; the average market capitalisation size of family-owned enterprises in India is US\$7.6 billion <sup>(v)</sup>



70 percent of family businesses fail before the second generation, and nearly 90 percent of those who survived the second generation fail before the third generation <sup>(vi)</sup>

- i. <https://www.financialexpress.com/industry/india-at-75-family-businesses-that-reform-rethink-and-reinvent-rule/2625086/>
- ii. <https://indianexpress.com/article/news-archive/web/familyowned-biz-made-up-60-mcap/>
- iii. <https://www.famcap.com/2022/08/the-worlds-top-750-family-businesses-ranking-2022/>
- iv. [https://www.alvarezandmarsal.com/sites/default/files/77597\\_tag\\_india\\_familybusinessreport\\_05\\_singles.pdf](https://www.alvarezandmarsal.com/sites/default/files/77597_tag_india_familybusinessreport_05_singles.pdf)
- v. [https://www.alvarezandmarsal.com/sites/default/files/77597\\_tag\\_india\\_familybusinessreport\\_05\\_singles.pdf](https://www.alvarezandmarsal.com/sites/default/files/77597_tag_india_familybusinessreport_05_singles.pdf)
- vi. <https://hbr.org/2012/01/avoid-the-traps-that-can-destroy-family-businesses>



# Deloitte Private's unique, comprehensive service proposition



**Helping you design a blueprint for a seamless business growth path**

- Devise a business plan that is in sync with your future strategy
- Provide a global analysis of the business and assess whether it is viable
- Reposition the business to tackle changing conditions and unlock new opportunities



**Maximizing shareholder value**

- Create long-term value for your shareholder
- Uncover value, improve cash flow, and implement sustainable valuation strategies
- Radically apply value creation techniques and priorities to underperforming companies, improving focus



**Working together to achieve business milestones**

- Deloitte is led by an overarching purpose: to make an impact that matters. The purpose defines who we are, transcending the everyday and binding us together—the very reason that inspires us to deliver business milestones together with our clients.



**Building efficiencies for a robust operating model**

- Organisations consider a broader set of stakeholders when defining their purpose, setting their strategy, transforming their business, and measuring and reporting the value they create.



**Easing out compliance and ironing out regulatory aspects**

- Environmental, social, and governance (ESG) is increasingly becoming a core element in creating sustainable value.
- We help you identify and quantify the impact of ESG on your assets and build an integrated plan to deliver business and brand value.

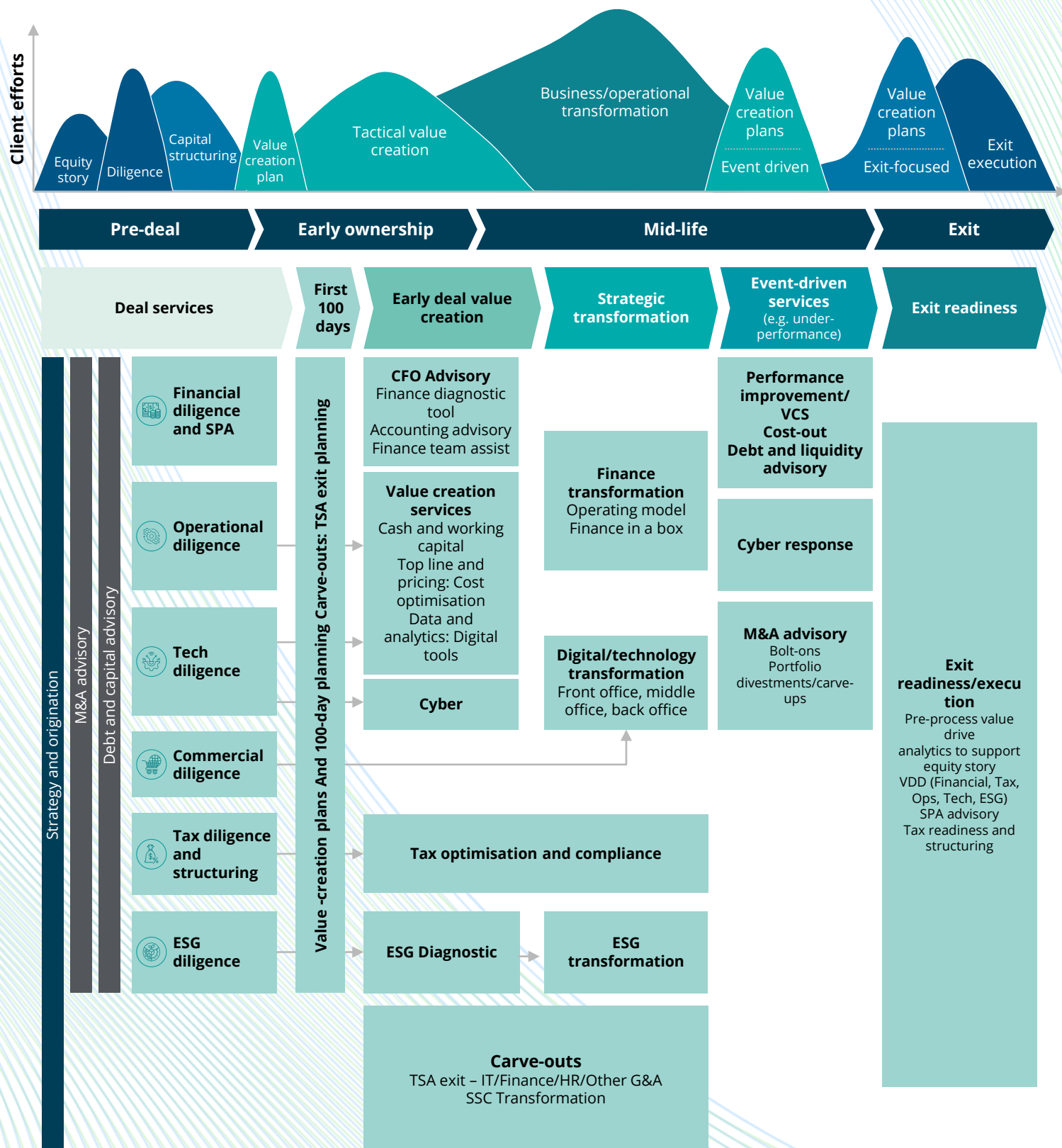
## End-to-end solutions




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# **Deloitte Private** **vis-à-vis** **private equity**

# Private equity's value proposition: End-to-end value creation



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**Deloitte Private**  
**vis-à-vis**  
**startups/emerging**  
**growth companies**



# Our services for startups and emerging growth companies (EGCs)

We are equipped to help them throughout their business lifecycle. Deloitte Private understands that each challenge requires a flexible and agile approach, depending on the needs of the business.

## Capital raising

- What is the best option to fund your business?
- How do you raise capital without over-diluting your shareholding?
- When is it “right to exit”, and what is the best exit for you and your business?
- Pre-revenue, commercialisation, and scaling

## Workforce

- Do you have best-in-class reward strategies to attract and retain top-class talent?
- Do you need to consider workforce restricting options?
- What are the employment law risks and options?

## Intellectual property

How do you discover, develop, manage, and monetise your intangible assets?

## Risk and compliance

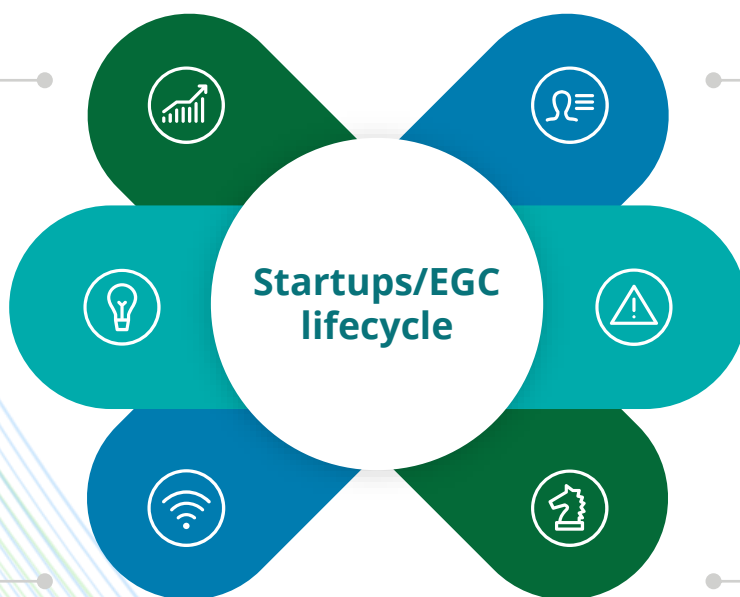
How do you navigate risk while giving your business the freedom to innovate and flourish?

## Cyber and technology

- How do you run an ERP selection and implementation?
- Is your business properly protected from cyber risk?
- What happens if a key supplier can no longer deliver your requirements?

## Strategy and business planning

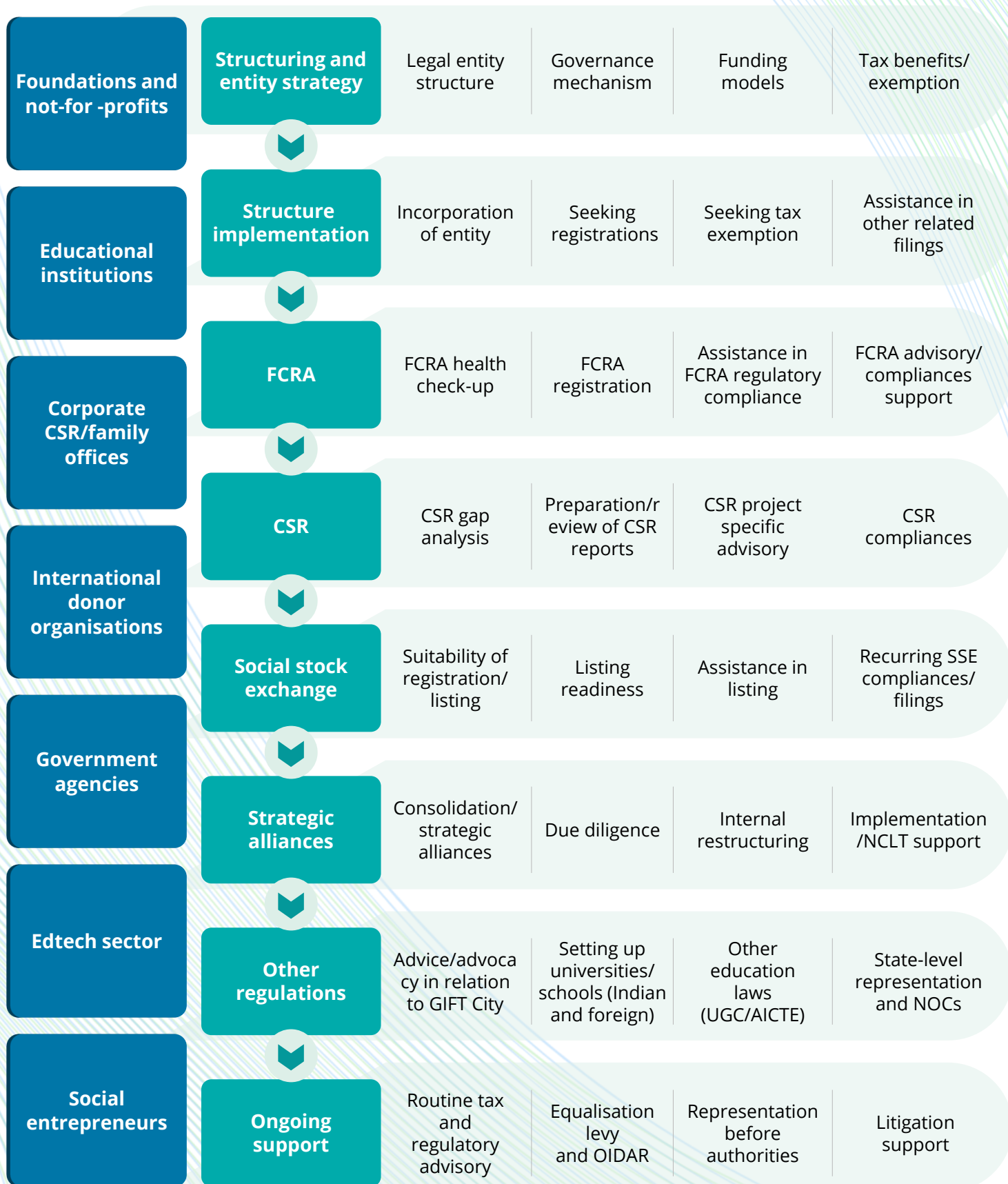
- Do you have the right growth strategy?
- Is it aligned with your objectives?
- What is the market potential?



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# **Deloitte Private vis-à-vis the social sector**

# How can Deloitte Private contribute to the social sector?

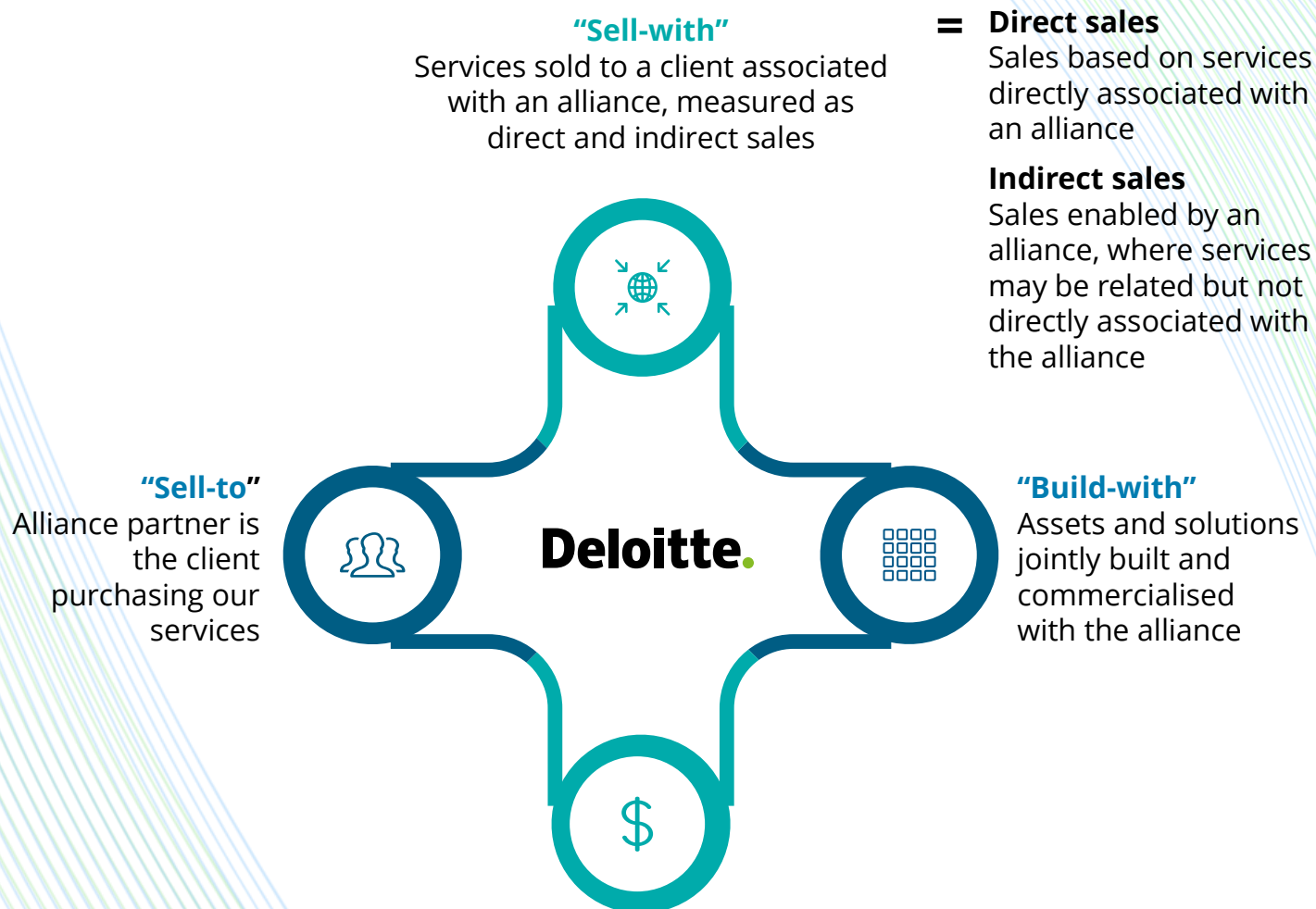




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**Deloitte Private  
and alliances**

# We go to market with Ecosystems & Alliances in several ways



## Supporting the 360° professional relationship...

### Social ventures

Delivering complimentary pro-bono services alongside an alliance to drive social impact

### Resell

Reselling an alliance's product (hardware or software), cloud subscriptions, or maintenance to Deloitte clients

### Ecosystems

Convening other third parties in concert with the alliance to build new offerings and business models

### Eminence

Collaborating with alliances to drive thought leadership and market positioning on signature issues

### Talent

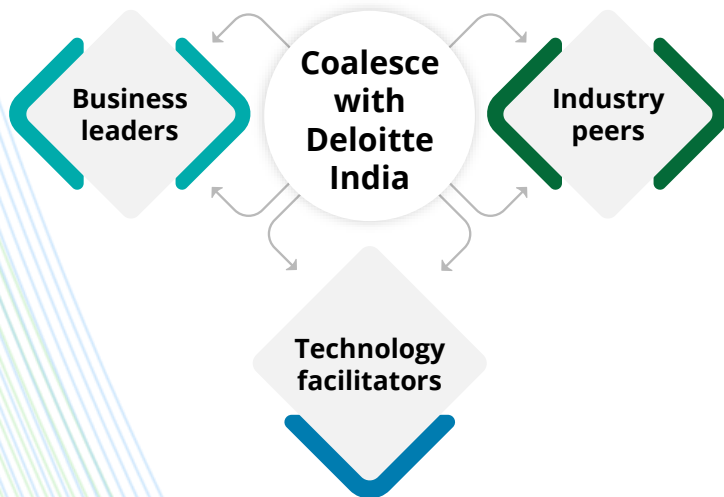
Activating hiring and retention programmes with alliances to support Deloitte certifications and delivery

# Coalesce: Art of the possible

## Harnessing the power of together

### Coalesce:

A multi-disciplinary confluence of business leaders, industry peers, and alliances facilitated by Deloitte India



#### Cross-functional coverage

Strategy, operations, and support functions



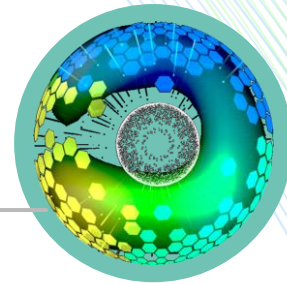
#### Design-thinking workshop

Facilitated by Deloitte India, powered by alliances Showcasing with agility



#### Future strategy

Defined roadmap with actions



**Unconstrained thinking** in defining the future of our client's organisation



Brainstorming and **defining the art of possible** together



Benefit from Deloitte India's **sectors and functional leaders' insights**



Harnessing alliances' perspectives on workable solutions



**Cutting-edge technology solutions** to suit our clients' growth needs

Plug & Play

Assemble the right team

Workshop facilitation

Implement

Identify opportunities

Onboard cross-sectoral peers

Prototypes by alliances



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**Driving eminence  
with client  
engagements**



# Market-building initiatives

Initiatives to build professional relationships with promoters



## Best Managed Companies (BMC)

- Best Managed Companies (BMC) is a signature, relationship-building Deloitte Private programme that is designed to recognise the overall success of private companies.



## Entrepreneur Summit (ES)

- By bringing leading investors and highly successful investee companies together on a common platform, the programme offers a unique learning and networking experience.
- It facilitates insightful conversations and builds new bridges to unlock opportunities for startups.
- The second edition of ES was hosted by Deloitte Private on 26-27 April 2023.



## Tech Fast 50

- Now in its 17th year, Deloitte India's Technology Fast 50 programme recognises fast-growing technology companies, public or private, based on their percentage revenue growth over the last three years.
- Deloitte India has been honouring the fastest-growing technology brands since 2005.

## Deloitte Private's leadership team

Connect with us



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