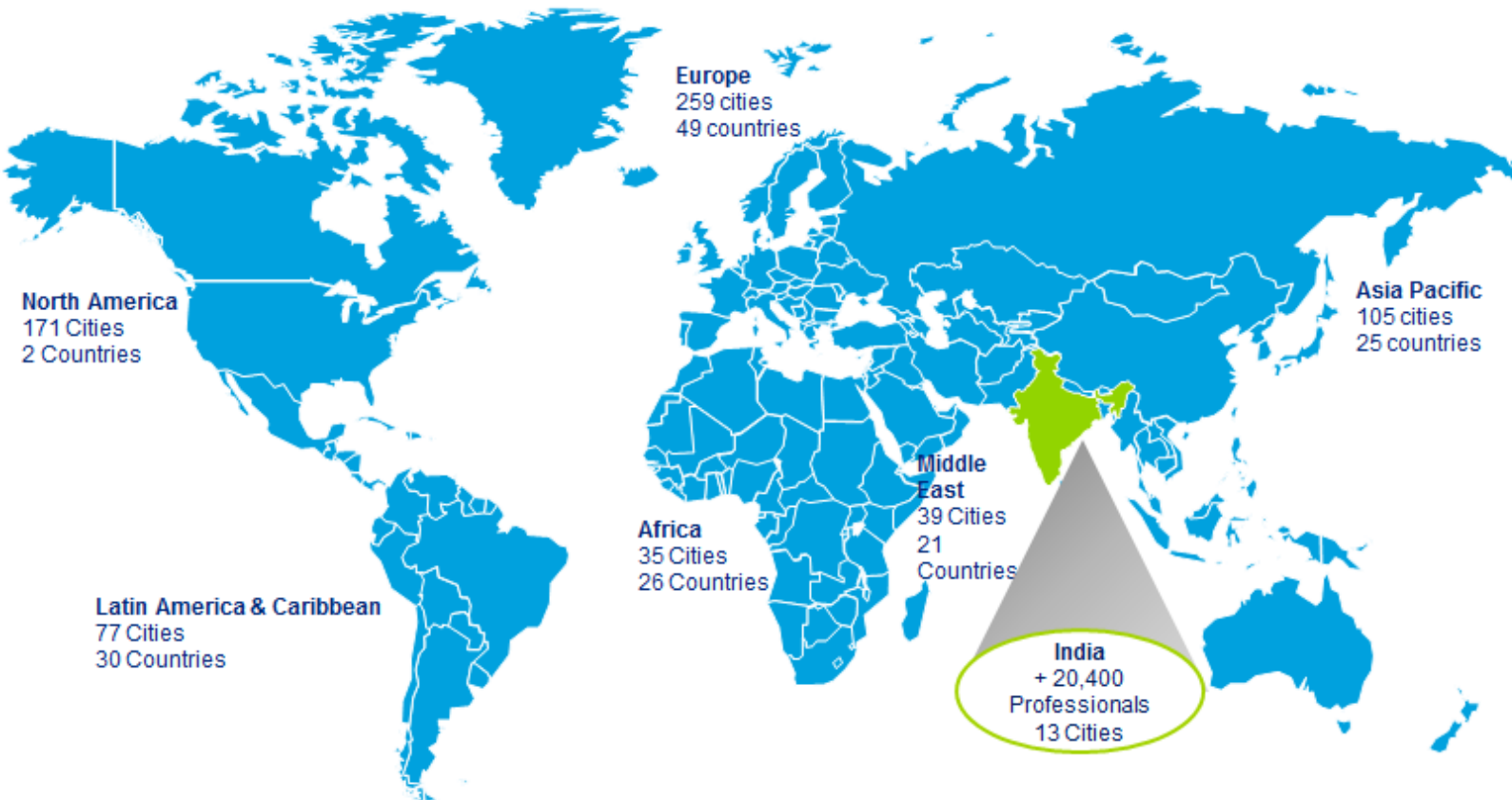


Deloitte: Our global footprint



Our presence globally

- Global practice: Over 202,885 professionals located across 154 countries
- Revenue in excess of \$32.4 billion (FY 13)
- Serves nearly one fifth of world's largest companies
- Service Areas: Audit and Enterprise Risk Services, Consulting, Tax, Financial Advisory

<C&M team to provide information on Deloitte rankings by IDC, Kennedy, etc.>

Deloitte in India



Our network in India

Deloitte India consists of 20,400+ professionals serving clients in India and abroad

Strong national presence with offices in 13 cities, including all metros

Our network firms have been active in the accounting profession in India for more than 115 years

Multidisciplinary organization that offers comprehensive services, namely, Audit, Tax, Financial Advisory, and Consulting

Our solution offering for consulting services

Our clients come to us when they have an issue that is almost always central, intricate and even game changing. Our service portfolio is devised to encompass all these issues and include

Enterprise Applications

Technology Integration

Strategy & Operations

Human Capital Advisory Services

Outsourcing

Impact that is measurable

- It is through our people capabilities that we are a practice that generates tangible and attributable results
- We utilize dedicated teams around the industries we serve, leveraging professionals who have spent years in senior positions with leading companies. Their experience brings a strategic and practical perspective on what works — and what doesn't.

Deloitte Consulting

Across industries

Our solutions are based on experience in specific industries and business environments. Our key industry focus areas include:

Industries we serve

Consumer Business & Transportation

Energy & Resources

Life Sciences & Healthcare

Public Sector

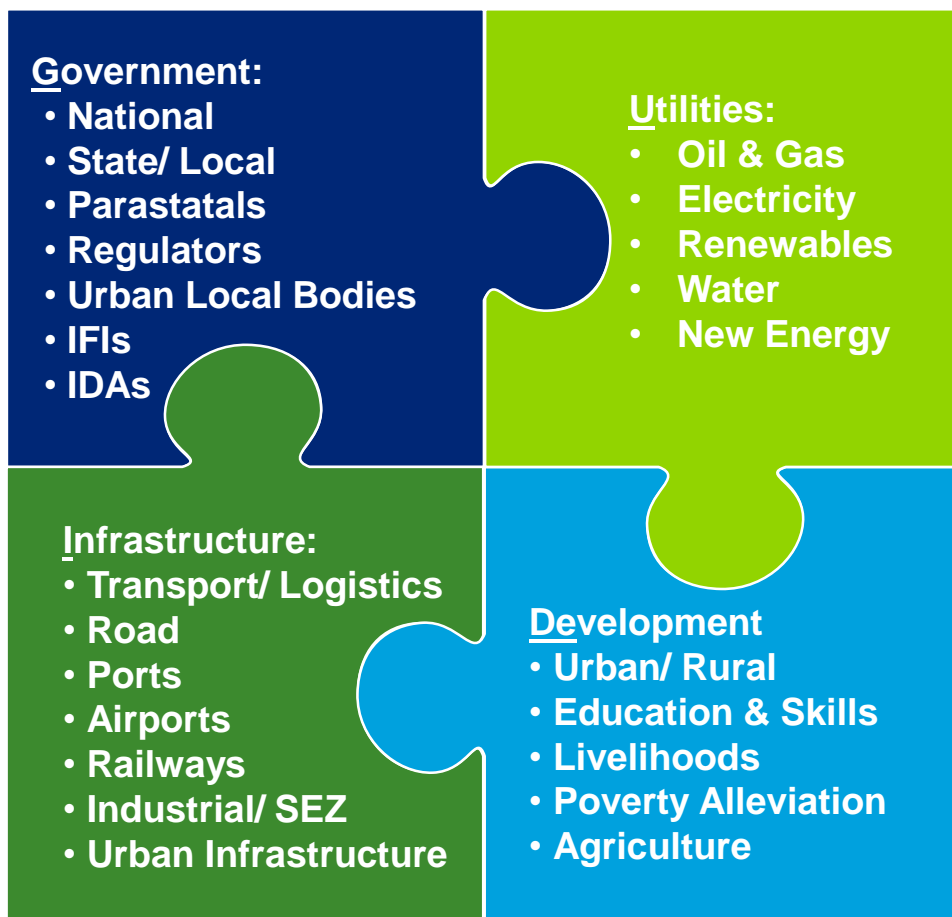
Financial Services

Manufacturing

Technology, Media & Telecommunications

Deloitte Public Sector Advisory - GUIDe

The public sector advisory in India uses an acronym to describe its focus as **GUIDe**. Key service areas comprise:



- GUIDe brings an in-depth understanding of governments at all levels—national, state and local levels—gained through years of consistent service to this critical segment of our economy. It is this understanding that allows us to develop advanced thought leadership and contribute as a strategic partner in development initiatives both in the public and private sectors.
- Our 200+ team comprising Engineer – MBAs, Chartered / Cost & Management Accountants, Economists, Urban Planners, have in-depth expertise in the government policies, regulations and governance; energy and resources; transport and infrastructure and public service delivery such as public health, education, and skill development.

Service offerings

Functions

Policy Design & Review

- ## Offerings
- Assist in Policy Review & Formulation
 - Policy Framework & Strategy
 - Assisting in drafting/ modifying/ amending legislations
 - Supporting reforms at national, state, local level

Institutional Strengthening

- Institutional Structuring & Organizational design
- Institutionalizing processes
- Administrative & Structural reforms
- Role Mapping

Performance Improvement

- Process improvement/ re-engineering
- TNA & Capacity Building
- Financial Management
- Implementation Support

Functions

Monitoring & Evaluation

- Outcome assessments
- M&E of institutional / governance reforms
- Institutionalizing performance monitoring frameworks
- Impact Assessment/ Concurrent Monitoring

Public Private Partnership

- Structuring PPPs
- Assisting in Policy/ Regulatory framework
- Transaction Advisory Services
- Capacity Building for PPP

Program Management

- Program Management Units
- Change Management
- Technical Assistance

Economic Analysis & Regulation

- Analyzing Effectiveness of Regulatory environment
- Economic Development Planning & Analysis
- Sector Analysis & Strategies

Deloitte.