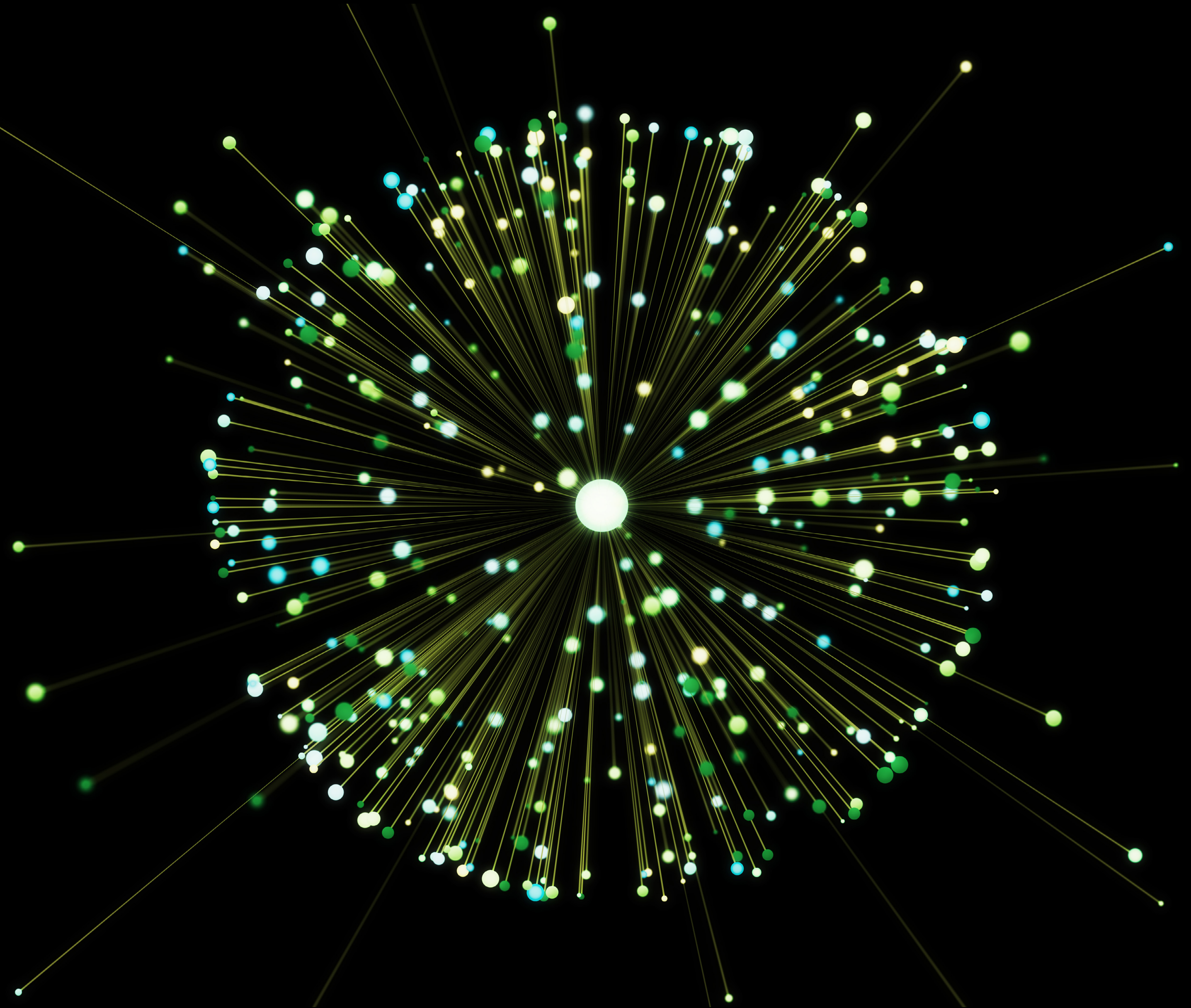


Deloitte.

Deloitte Private Equity

A greater return on ideas

Firm and Fund Operations
Optimize and grow services



Contents

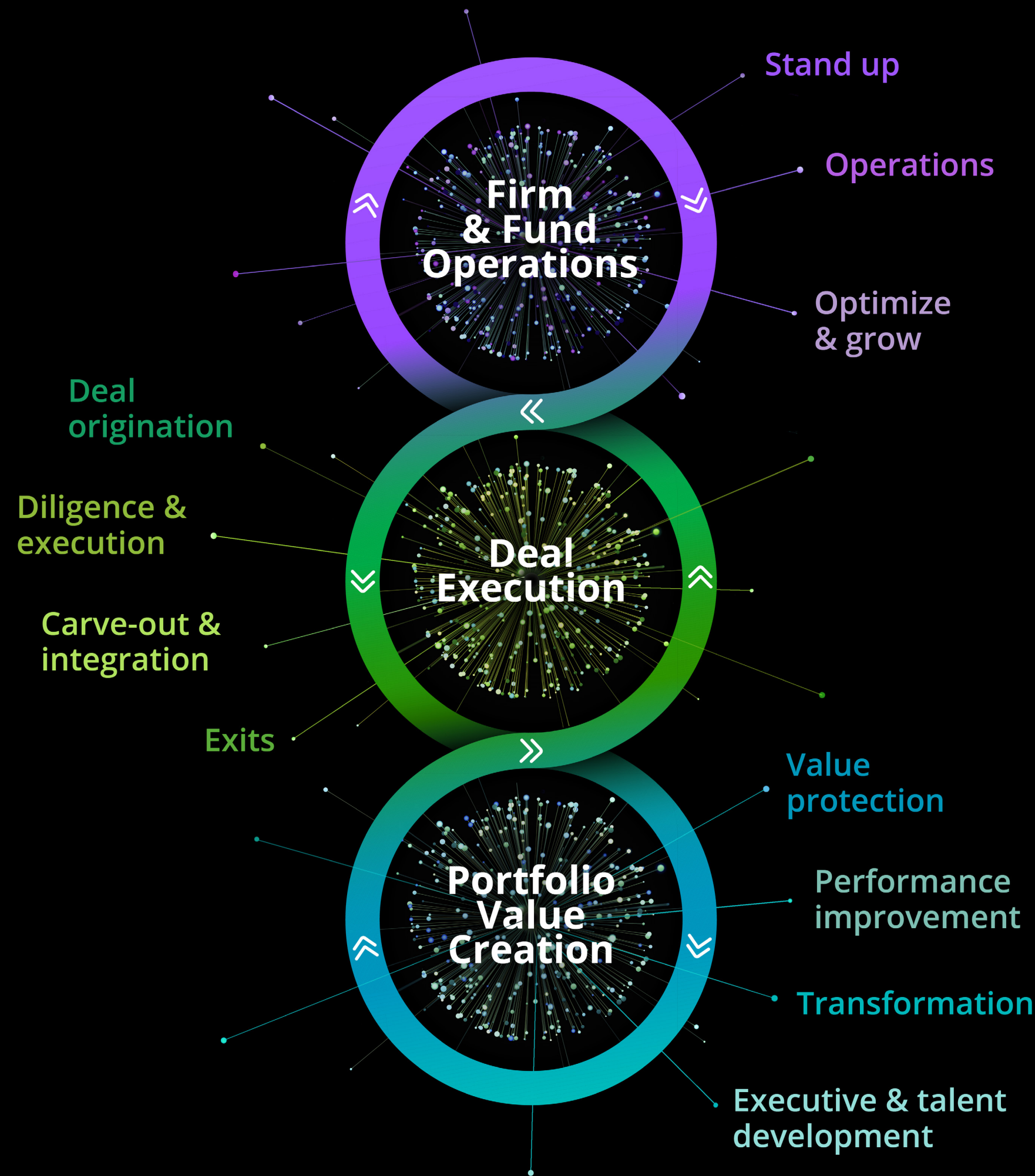
Introduction	03
Firm and Fund Operations overview	04
Optimize and grow services	05
Related services	14
Contacts	15

Introduction

Delivering value – how we support PE firms and their portfolio companies across every stage of the lifecycle.

Our global network of practitioners support private equity firms and their portfolio companies in delivering greater returns across every stage of the investment lifecycle. We apply a proven, global, and multidisciplinary model to deliver fully integrated solutions that bridge the gap between strategy and execution – combining technical expertise with business acumen and industry-specific knowledge.

By clicking on the icons on this page you will be able to access an overview of our services across all areas of private equity. We hope you find this information helpful, and we would be delighted to speak with you should you have any questions or require further information. Please feel free to get in touch with the key contacts for the services you require.



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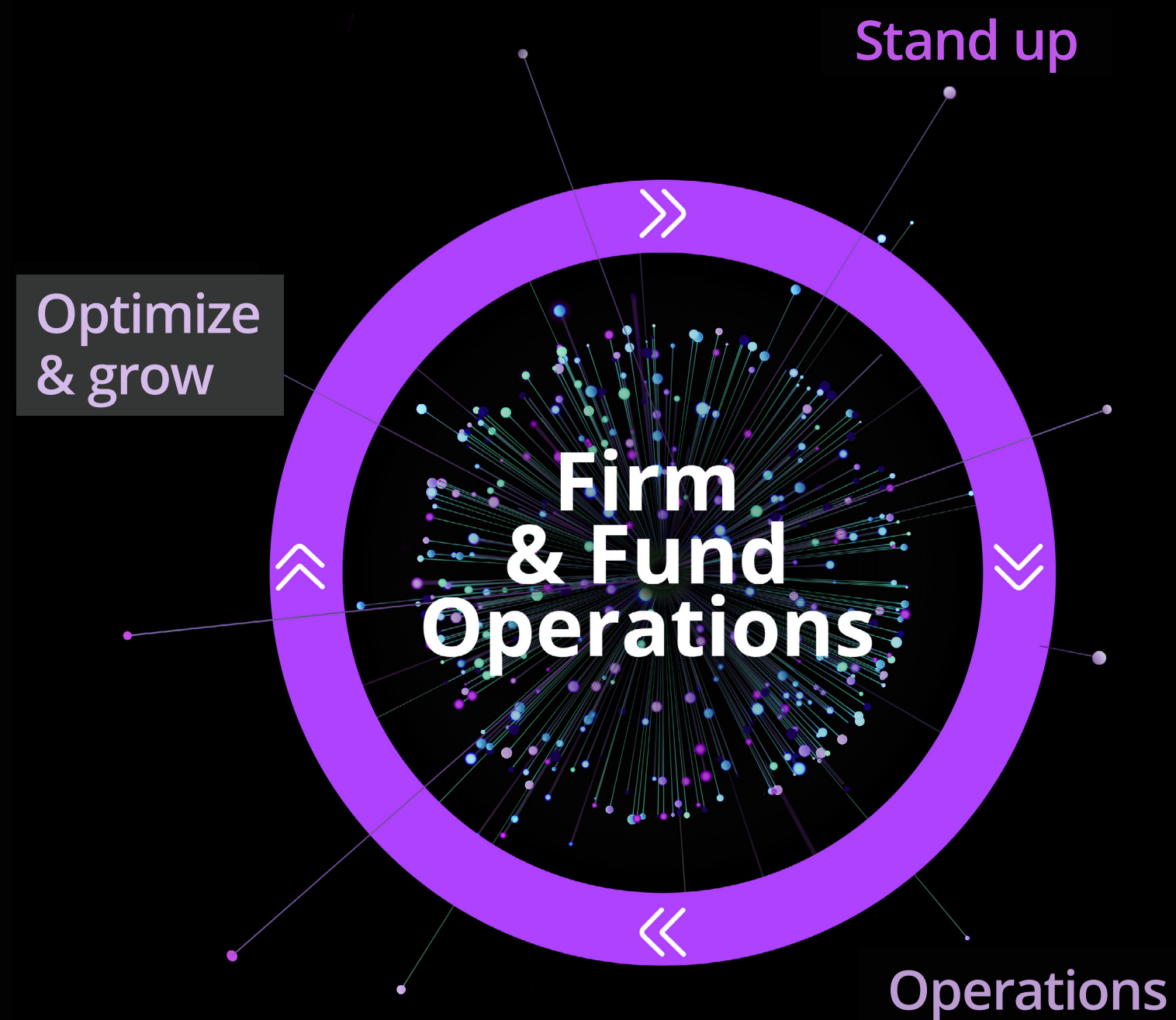
www.deloitte.com/privateequity

Firm and Fund Operations overview

Deloitte Private Equity | Firm and Fund operations | Optimize and grow

Supporting private equity firms to realize and unlock value through structuring, strategies, and transformation throughout their lifecycle.

Within this document, you will find the details for our **Optimize and grow services**. To find out more on Deloitte's wider service offering in Firm and Fund operations, click on the service icons below.



- **Stand up services:** designing optimal structures aligning to the key strategic objectives for owners, investors, and teams – [discover more here](#).
- **Operations services:** driving efficient operations that successfully manage risk and leverage innovation and technology – [discover more here](#).
- **Optimize and grow services:** transforming operations, reporting, and data analytics to support growth. For further information, read on.

Optimize and grow services

Deloitte Private Equity | Firm and Fund operations | Optimize and grow

Driving efficient operations that successfully manage risk and leverage innovation and technology.

Our dedicated private equity teams can support you with:

01

Digital
transformation

02

Finance
transformation

03

HR
transformation

04

Operational
support

05

Financial due
diligence

06

GP and fund
operational
due diligence

07

M&A diligence
and post
merger
integration

08

Portfolio data
collection,
analysis, and
reporting

01

Digital transformation

After experiencing significant growth in assets under management, back office and operating models can increase in complexity and become unable to keep pace in terms of scalability, technology, or controls, possibly hindering further growth. Increased regulatory scrutiny and professionalizing of management are also driving a focus on risk and cost. This is resulting in a need to design and deliver enhanced operating models and use of data and technology to enable growth and deliver an efficient, safe, and scalable organization. Deloitte's experienced practitioners in digital transformation can help private equity firms and portfolio companies evaluate and transform their capabilities, integrating data and technology-enabled solutions that drive value and insight, from the investment decision-making process through to downstream reporting.

How we can support

- Targeted operating model design
- Maturity and capability assessments
- Design of target technology and data architecture
- Change management
- Process optimization
- Planning and management of technology/data solution implementations
- Extension/optimization of existing system functionality and/or usage
- Strategic data sourcing/amalgamation across traditional and alternative data sources

Finance transformation

Following the rapid growth of private equity firms and their diversification geographically and across asset classes, finance function systems and data have struggled to keep pace. Historic under-investment in legacy systems, broken data models, highly manual processes, and post-acquisition duplication across systems are driving private equity firms to respond and re-shape their finance functions. Deloitte is a leading provider of finance transformation, services supporting clients with definitions of strategy, implementation of cloud-based technologies, and development of agile finance operations, enabling the finance function to be a strategic partner to the business.

How we can support

- Finance strategy and operating model
- Finance modernization and cloud enterprise resource planning
- Profitability and cost management
- Performance management
- ESG financial reporting
- Finance operate

03

Human Resources transformation

Human capital strategy is at the heart of any organization's success and is often critical to achieving growth in the face of heightened business complexity. In an increasingly disrupted marketplace, HR has an opportunity to help lead enterprise-wide matters for a private equity organization. As a market leader globally in HR transformation, we collaborate with clients to develop leading global HR strategies that can drive transformation, maximize the workforce experience, implement well-architected digital HR transformation and technology solutions to streamline and optimize HR operations. We also help develop payroll operating model strategies and solutions needed to manage the workforce of the future.

How we can support

- HR strategy and solutions
- Workday/SAP/Oracle enabled transformation
- Digital workforce and workplace solutions
- Payroll and workforce management solutions
- Organizational design
- Talent acquisition
- Talent experience and management
- Learning and development

04

Operational support

In the face of an unprecedented risk landscape, a scarcity of specialist skills, new disruptive technologies, and complex fund structures and reporting obligations, private equity firms are increasingly considering the pursuit of third-party managed services across core services and functions. Deloitte can provide a range of Operate services that complement and support activities of all stakeholders – from investor through to underlying asset level. Deloitte provide outcome-oriented and innovation-driven solutions through a skilled, flexible workforce, enabling clients to optimize their cost base.

How we can support

- Fund reporting
- ESG reporting
- Tax reporting, including Alternative Investment Funds (AIFs), Foreign Account Tax Compliance Act (FATCA) and Common Reporting Standard (CRS)
- Regulatory reporting, including AIFMD, PRIIPS, Solvency II

05

Financial due diligence

Financial due diligence provides a comprehensive understanding of a target investment manager's financial health. This process uncovers financial risks and opportunities and ensures the accuracy of reported earnings that underlay a valuation. Deloitte's deep sector experience and data-driven capabilities during financial diligence helps firms to make informed decisions about acquiring or merging with another investment manager, negotiate deal terms, and plan effective strategies for post-acquisition growth and value creation.

How we can support

- Quality of earnings
- Net working capital
- Net debt
- Data analytics (including customer retention, etc.)
- Purchase agreement review
- Funds flow

06

GP and fund operational due diligence

Operational due diligence is a key part of any fundraising process and has become the norm in the private equity industry. Given the nature of the industry, due diligence matters can often be bespoke to each investor as they evaluate potential new investments. Given the breadth of our operational knowledge and experience, our teams can assist investors in evaluating the fund's structure, investment execution process, any associated back-office operations, control processes, pricing and valuation approach, and broader risk profile.

How we can support

- Tailored due diligence questionnaires
- Benchmarking and research
- Operational proficiency
- Due diligence technology
- Process optimization
- Control framework/oversight frameworks

07

M&A diligence and post-merger integration

M&A diligence and integration provides a comprehensive understanding of a target company's core capabilities, governance, risk and supplier structures, and growth opportunities. It paves the way for a detailed integration and transition plan and future strategic optimization agendas across the combined entities. Deloitte's deep M&A and integration experience assists clients with the evaluation of M&A opportunities, the development of integration and transition considerations, and planning for the seamless migration of critical services, both internal and external.

How we can support

- M&A due diligence
- Transaction management
- Integration planning and readiness assessment
- Target operating model design
- Program management
- Change management

08

Portfolio data collection, analysis, and reporting

As the sophistication and expectation of investors, as well as the reporting demands of regulators, continue to grow, there is now a bigger focus on managing, delivering, and reporting on asset value. Manual collection and use of portfolio company data is a common pain point across private equity, resulting in time-consuming and duplicative efforts to enable internal and external analysis and reporting. Deloitte's deep sector experience supports firms in the review of data and with reporting needs as well as the evaluation and transformation of associated processes. This includes operating models and tooling to streamline processes, realize superior portfolio performance monitoring capabilities, and enable the delivery of enhanced insights into quantitative metrics, valuations, and risk at the asset, portfolio, and fund level.

How we can support

- Operating model review
- Post-deal metrics definition
- Evaluation and implementation of data governance, data management, and data quality framework
- Digitization and automation of data processing
- Delegated data management services
- Third-party provider management
- Data quality monitoring
- Report production services

Related services

Please click links in the table below to explore the breadth of services we offer to Firm and Fund. Please get in touch should you require further information.

		Covered in this document
Stand up	Operations	Optimize and grow
<ul style="list-style-type: none">• Fund structuring• Management company set up• Reward, carry, co-invest and ownership	<ul style="list-style-type: none">• Firm and fund audit• Internal audit• Fund investor tax reporting• Investor reporting• Carry and co-invest reporting• Global Information reporting – FACTA and CRS• Personal and family office tax• Fee and waterfall calculations	<ul style="list-style-type: none">• Carry and reward administration• Fund and portfolio dashboards• Portfolio valuation services• Fund finance advisory• Alternative legal services• ESG advisory• Management group advisory• Cyber
		<ul style="list-style-type: none">• Digital transformation• Finance transformation• HR Transformation• Operational support• Financial due diligence• GP and fund operational due diligence• M&A diligence and post merger integration• Portfolio data collection, analysis, and reporting

Contacts

Deloitte Private Equity | Firm and Fund operations | Optimize and grow



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