

# PKF Private Capital Solutions



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PKF's Private Capital Solutions practice comprises a team of **specialists** with a **wealth of industry experience** based in the major financial centres around the world.

By leveraging the PKF global network, we provide the best possible team for you, drawing on the skills of our 20,000 professionals operating in over 150 countries across our five regions. We have the reach of an international firm balanced with personalised and cost-efficient services.

**Our Private Capital Solutions team delivers pragmatic solutions to clients operating in the private capital markets, including private equity, venture capital, private debt, real estate, hedge funds and infrastructure.**

# PKF Private Capital Solutions

Private Capital markets play a key role in the allocation of institutional investors and, increasingly, retail investors. Assets under management by the end of 2021 were estimated at USD 13.7tn.

PKF recognizes the importance of reliable and quality professional services for Private Capital markets and has put together a team of specialists in the major financial centres around the world. We define our private capital group to include private equity, venture capital, private debt, real estate, hedge funds, and infrastructure.



The diagram features three overlapping circles. The top circle is dark blue and labeled 'Allocators'. The bottom-left circle is light blue and labeled 'Funds'. The bottom-right circle is dark blue and labeled 'PKF'. The central area where all three circles overlap is also dark blue and contains the text 'PKF'.

## PKF

### Allocators

- Private Foundation
- Endowments
- Pension Plans
- Family Offices
- Fund of Funds
- High Net Worth
- Insurance
- Banks / Capital Market

### Funds


- Private Equity
- Venture Capital
- Credit
- Real Estate
- Long/Short
- Infrastructure
- Fund of Funds



# What can we offer you?

We provide strategic and pragmatic advice to benefit your business, tailored to your needs, so that you can focus on what you do best – investing. Our services include:

## Core Services

-  Audit and assurance
-  Tax planning, compliance and structuring
-  Valuation services
-  Transaction advisory and due diligence

## Specialisations

- |  |   |  |
|--|---|--|
|  M&A advice          |  Governance, risk management and compliance |  Outsourcing                                 |
|  Investor reporting |  Vendor management                         |  Staffing                                   |
|  ESG reporting      |  Technology solutions                      |  Cybersecurity, privacy and data protection |

# Private Capital Approach

## Focus on Profitable Solutions to benefit Private Capital Clients

We provide pragmatic solutions delivered by professionals with deep industry experience in a cost-efficient manner. We leverage the PKF network with its private capital specialists and former industry participants to provide the best possible teams of experts to our clients.





# Case Study for a client – Our client's needs

This leading global investment professional services organization firm with a proven track record in regulated investment management solutions was **expanding their operations in the United States**, specifically in New York City.

Our client was **seeking to work with a firm with international capabilities** that could guide them through this new hurdle as they expanded their global footprint. The investment firm was **looking for a “one-stop” solution provider** at a non-Big Four price point.

The required services included: **structural and tax advice & reporting (for both the new firm and its principals), bookkeeping services, and strategic CFO advice.**



**Mike Stellwagen**  
**New York**

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# PKF solution and results

PKF invested the time to **understand the clients' needs and challenges**. Having the ability to **draw from our international network** of PKF affiliated member firms, we were able to offer pragmatic solutions for their needs.

PKF has become their trusted valued business advisor providing the following services:

- Establishment of transfer pricing policies & procedures;
- Tax structuring and return services:
  - Entity level tax returns;
  - Establishment of "tax nexus" for foreign Principals;
  - State and local tax consulting;
- Outsourced CFO & Bookkeeping services:
  - Monthly financial statements;
  - Bill pay;
  - Payroll processing;
  - Strategic oversight.
- Ad hoc consulting services as needed.

# Case Study for a client – Rockpool Investments

Rockpool Investments is a private equity firm which provides equity and loan financing of between £5 million and £15 million to profitable UK-based companies and has invested more than £650 million since inception in 2012.

We have worked with Rockpool for over three years; providing full suite of corporate finance, tax and compliance services, including

- Financial due diligence and buy-side advisory
- Tax due diligence and structuring
- Financial modelling
- Debt advisory services to portfolio companies



**Tom Coey, investment director**

*"It was a pleasure to work with the highly professional team at PKF on another due diligence engagement. We valued PKF's commercial input and clear recommendations in what was a thorough and efficient diligence exercise."*

**Ben Hutchinson, Investment Director**

*"PKF added value and insight through their collaborative approach with both of us and the management team, and through their commercial insights which brought the financials to life in clear and focused reports."*



# PKF Australia Case Study

## At a glance



Sector:  
Software & services



Services:

- Transaction support services
- Financial due diligence
- Taxation due diligence



PKF global offices involved:

- Australia
- USA
- Canada
- Philippines
- Belgium

## US Private Equity Partner

PKF provided transaction and advisory services to a New York based equity partner on the acquisition of several businesses from an Australian publicly listed company.

### Objectives:

- Minimise financial and taxation risks through targeted due diligence procedures
- Minimise value leakage via purchase price completion adjustment mechanisms
- Provide clarity regarding working capital requirements and cash burn
- Advise on deal structure to achieve optimal tax position

### Challenges:

- Australian corporations legislation and listing exchange regulations
- Navigating global taxation regulations
- 'Carve out' transaction structure of several business units

### Solutions:

- Red flags report to initially identify key financial, taxation and transaction risks to be focused on during a full due diligence phase
- Helped craft alternative deal structure to mitigate tax risks identified
- Advised on purchase price completion mechanisms to provide clarity over key items that impacted purchase price
- Provided specific indirect taxation guidance regarding significant R&D government grant income



Stefan Galbo

Corporate Finance Partner  
PKF Australia  
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"The commitment of the entire PKF deal team to advise and support a US client out of an Australian office on a complex and regulated Australian transaction which required specialist advice across multiple global taxation jurisdictions was only possible by the ability to leverage and collaborate with a flexible team of specialists across the entire PKF global network"

Stefan Galbo  
Partner, Corporate Finance

# Case Study for an Emerging Firm

## Foundational Phase

Provide strategic assistance with your fund's launch. Dynamic growth is built on a reliable and scalable operational foundation.

### Build operational and financial infrastructure

- ☐ Finance processes, policies, and procedures (e.g., valuation, financial close)
- ☐ Cybersecurity processes, policies, and procedures (outsourced CISO)
- ☐ Governance framework
- ☐ Regulatory compliance, processes, policies, and procedures (RIA and Fund)
- ☐ Investor reporting process
- ☐ Systems selection

### Train key personnel

- ☐ Cybersecurity
- ☐ Compliance
- ☐ Finance and tax
- ☐ Enterprise risk management
- ☐ Onboarded key staff

### Provide pragmatic and knowledgeable observations

- ☐ Structuring, domicile
- ☐ Tax planning and compliance
- ☐ Key staff identification

### Selection and onboarding of key 3rd parties

- ☐ Fund administrator
- ☐ Auditor
- ☐ Legal and HR
- ☐ Banking and custodian
- ☐ Insurance

### Support key initiatives

- ☐ Audits (e.g., financial, tax, regulatory)
- ☐ Investor requests
- ☐ VP Finance
- ☐ Technology implementation

## Growth Phase

Provide strategic assistance with managing volume, complexity, and change in your business.

- ☐ Evaluate complexity and activity to ensure foundational items noted above are current and appropriate
- ☐ Assess key staffing needs and training
- ☐ Continuously evaluate and update key policies and procedures

- ☐ Keep you abreast of emerging trends and suggested solutions (e.g., accounting, tax, regulatory)
- ☐ Evaluate and update ESG reporting strategy
- ☐ Reassess enterprise-wide risks



# Our people: your team

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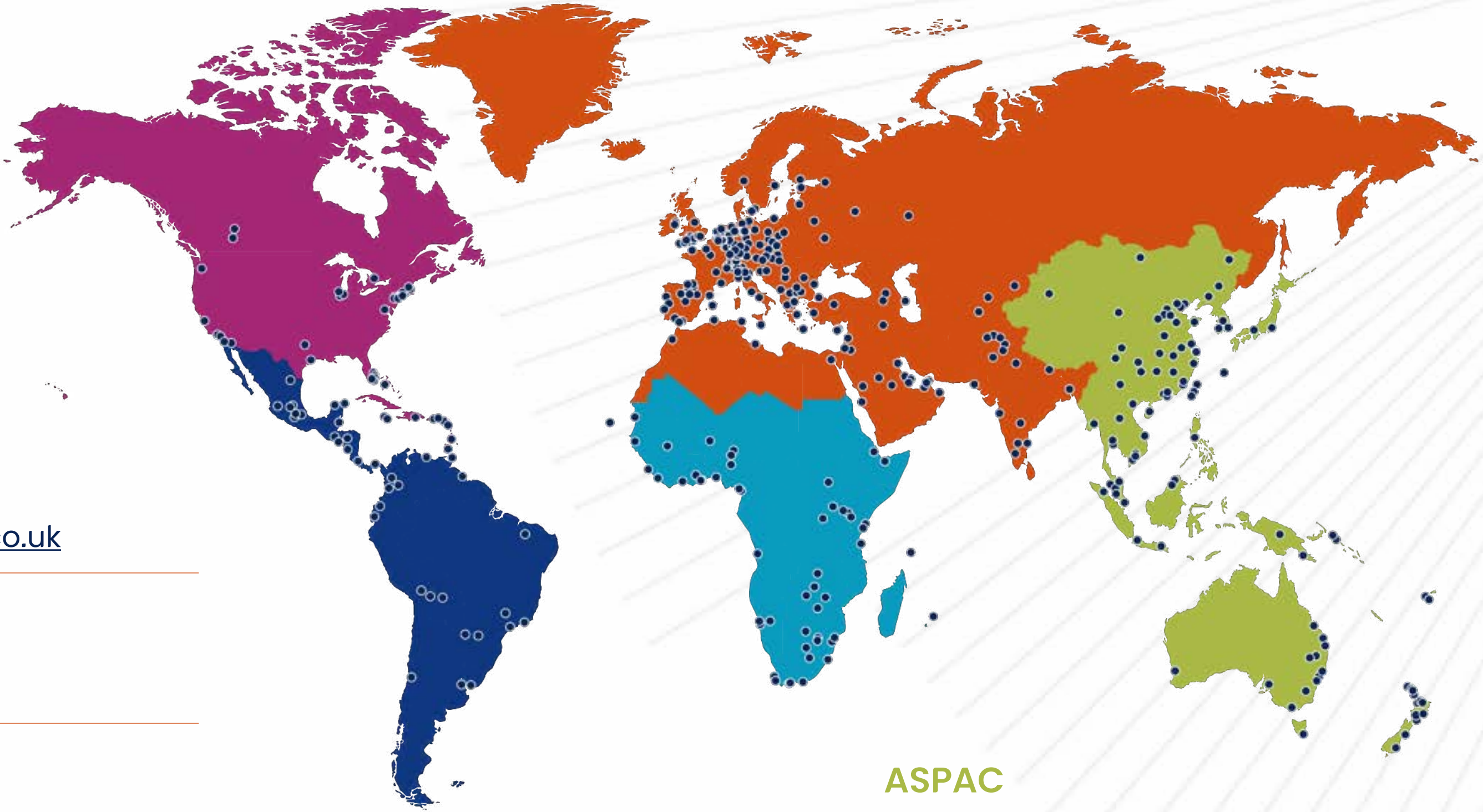
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