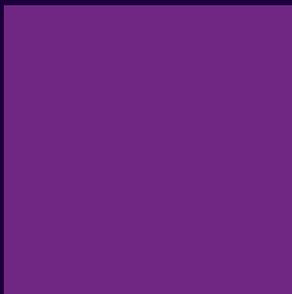


# India alumni newsletter



March 2018

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[KPMG.com/in](http://KPMG.com/in)

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Dear KPMG alums,

As we close out the final quarter of FY 2017-18, we at KPMG in India have a lot to be grateful for – the confidence and support of our clients, old and new, the splendid work of our people and for many friendships including yours. We are in our twenty fifth year in India, and have been honoured to be part of India's remarkable progress from the beginnings of liberalisation. You must feel as much pride as we do in the accomplishments recorded over this period to which you contributed so much during your tenure with the firm.

As India becomes more consequential on the world business slate, the India firm's importance to the global firm continues to increase. This is exactly what our Global Chairman, Bill Thomas, reiterated during his short visit in February. With KPMG in India increasingly acting as a hub for technology and innovation across the global firm, our people are helping to shape and lead global initiatives. Please read the short write-up on his visit.

Along with our work with clients and healthy growth in revenues, we are also delighted to see increased engagement with you, our alumni. We are grateful to have many of you as clients and we are conscious that your support must be reciprocated by our commitment to serve you with the highest quality of service delivery. Through our alumni programme, we have had the pleasure to witness bursting registration numbers – going from an initial 853 alumni to a whopping 19,354. Our #Homecoming campaign too has invoked much nostalgia in our alumni, as a result of which we have welcomed home 148 people just last year.

This International Women's Day, we took a pledge to #PressforProgress by re-emphasising our commitment to Inclusion and Diversity, and brought to fore several women in leadership positions at the firm. Our 21 women Partners and Executive Directors, and 79 women Directors are part of a strong pipeline of future leaders at KPMG in India. But we are not happy with these numbers. We need to have more women in our leadership ranks and are working to overcome the many obstacles that women traditionally face the world over as they try to manage home and career.

Please stay in touch. If you have not already, please join our alumni network and participate in our various activities. Or just call a friend at KPMG and have a meal together to catch up.

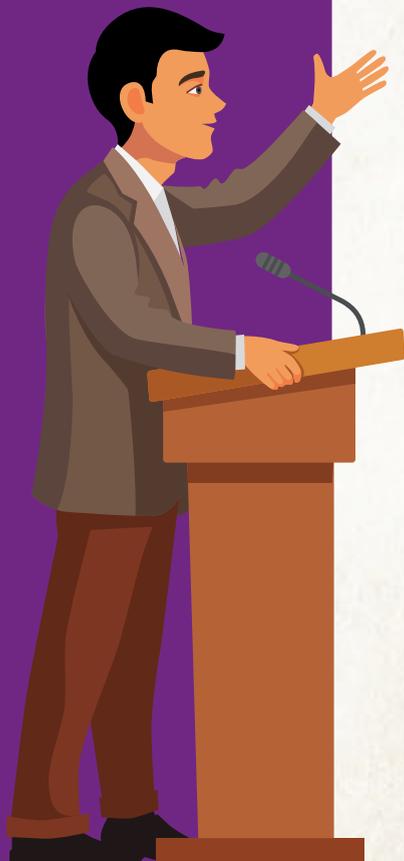
Warm regards,



Arun M. Kumar

**Chairman and CEO,**  
KPMG in India

# Alumni speak



## Celebrating women

**“Success is when you are able to manage work and home together and do justice to both the roles.”**



**Kashmira Tata**

**Finance Head India and South East Asia markets at HTT Pool,** shares how KPMG in India has moulded her career and outlook towards work and life.

### **Tell us something about yourself?**

By qualification, I am a CMA, CS, LLB and M com. Post my stint with KPMG, I moved to HBO India as Senior Manager, Finance. At HBO, I gained a good exposure of the media industry. After a short break of 11 months, I have now joined HTT Pool as Finance Head India and South East Asia markets, which is a cross channel advertising network whose majority stake was recently acquired by Sony Pictures.

### **Tell us about your work-life balance? And what according to you is success?**

I love working and also like spending quality time with my family and pursuing my hobbies. I try to maintain a good balance between work and my personal life. I plan and prioritise my day at work to ensure that I don't have to stay back late. Also, the media industry is quite flexible in terms of work-from-home options. Success is when you are able to manage work and home together and do justice to both the roles.

### **What role has KPMG in India played in your career?**

Working at KPMG in India was an excellent experience. I worked on various diverse projects which made me technically and strategically sound. The firm has also inculcated a professional mindset within me and helped me develop and enhance my client interaction capabilities. It has also added value to my profile as it has an excellent brand perception in the market.

### **What according to you are the challenges faced by women at the workplace and how can we combat them?**

Post marriage, especially after having kids, women tend to find it difficult to maintain their work-life balance. This holds true especially for organisations where work pressure is high. As I said earlier, it is good to plan and prioritise work and thus be more productive. Employers should also come up with more women/people friendly policies like part-time/flexi-time options, options to work from home, etc.

### **Any message for our readers?**

Wish you luck in your future endeavours.





## Up, close and personal



### Nilanjana Rajkhowa

#### India Marketing Lead, AT Kearney

Nilanjana joined KPMG in India in 2014 as a Manager in the Markets team. After KPMG she went in to join AT Kearney as India Marketing Lead.

#### **If not in your current profession, what would you be?**

A psychiatrist

#### **If you could go back in time, what would you do differently?**

Nothing at all, but maybe try and find a chance to be a part-time psychiatrist.

#### **A gadget you can't do without:**

My phone

#### **Favourite holiday destination:**

It's a tough call between Edinburgh in Scotland and Lancashire in England

#### **Favourite dessert:**

Caramel pudding

#### **Favourite street food:** Gol gappe

#### **A film you have seen more than 5 times:**

Actually, there are many, but my all-time favourites are Sound of Music, Forrest Gump, The Pursuit of Happyness, Chicago, and The Hangover (Part1).

#### **If you could live anywhere in the world, where would it be and why?**

San Diego, California

#### **Your personal anthem or theme song:** No one particular song

#### **In your free time where can we find you:** Home or a quiet café

somewhere

#### **A habit you cannot live without:**

Reading books



#### **Best childhood memory:**

I grew up in a small town and as kids we spent a lot of time outdoors. One memory particularly stands out and has beautiful reminisce.

Back in the days when I was a child in my hometown in Assam, a few neighbourhood kids and I decided to be 'explorers' one summer evening. The idea was to go up a mountain path and find a forbidden waterfall. So, all charged up for the adventure, we were soon huffing and puffing on our little bikes up a narrow, hilly path. As we rode up, the woods around us seemed to get denser, greener and quieter, with an occasional squeak or chirp every now and then. Brimming with excitement, we kept going. We were determined to find the waterfall, and then maybe go back later for a picnic. After a surprisingly short ride and much earlier than we expected, we reached the spot. It was like a picture that had suddenly unfolded in front of us. It was lush and green, we were surrounded by trees on all sides but one. We found ourselves on a ledge with the 'forbidden' waterfall cascading right in front of us. It was one of the most beautiful sights I had ever seen. Everything was quiet around us, except the water gushing out from amongst big, grey rocks. To our young minds, it looked like the water was angry and it

was roaring and was breaking out from amongst the big, but docile rocks. We parked our bikes and sat down on the ground and kept watching the waterfall. After a while we noticed that there were wildflowers all around us on the ground, like colorful crayon dots. After we took in everything that we could, we noticed that it was getting dark. We didn't give it too much thought as we assumed it was because the area was very heavily wooded. After spending some more time happily chatting and playing on the ledge, we decided it was time to ride down.

As we got close to our homes, we saw a group of people huddled and making conversations in very low voices. They looked grim, even from a distance. As we rode closer to them, we realised it was our parents who looked very worried, almost panic-stricken. That's the time we realised that our harmless little adventure was almost five hours long!

For years after that and after visiting many so-called exotic tourist locations, that first view of the waterfall is still etched in my memory. The thrill and excitement of riding up with friends and finding something so beautiful is a moment that never leaves me.

# Know our leader



## Parizad Sirwalla

Parizad Sirwalla is a Partner with KPMG in India's Tax practice and serves as the Country Leader for our Tax-Global Mobility Services (GMS) practice in India. She is a professional with over 20 years of experience in tax and advisory and compliance matters pertaining to personal taxation. Her vast experience includes planning and advice related to the structuring of equity-based incentive compensation, taxation of retirals and progressive advice to address different challenges and opportunities.

She talks about her view of KPMG in India, her favourites and her message to all alumni.



### Describe your first day at KPMG...?

1 September 1999, I was apprehensive about joining a new organisation as a young professional after spending seven years at another place. It was a unique sight to first see an office of a leading professional services firm nestled cozily in a vast barren mill area (Kamala Mills Compound). With approximately 35,000 square feet of office space and the ceilings full of mill pipes, it was an architectural sight to behold. The initial trepidation of starting afresh was soon diminished as I saw some familiar faces and like-minded people.

It was a very small tax team then and everyone knew each other. Everyone was hustling and bustling with files and papers and faxes. There was no formal buddy system then and newcomers were assigned client files from day one. From that day till today, my journey has been evolving and I have been passionately immersed in my work, meeting new people every day, handling a variety of clients, and building teams as we go along.



**Define KPMG in one word:** Iconic

**Describe yourself in three words:** Lively, focused, loyal

**What is your greatest source of pride/biggest achievement?**

Seeing the people I believe I had some role in nurturing, grow into independent, rock-solid professionals.

**One thing nobody knows about you.**

I decided to take up the challenge of specialising in taxation as I flunked the taxation paper in CA Finals. That was a career defining moment for me.

**If you were not working with KPMG, what would you be doing?**

Teaching and writing

**Things you don't leave your house without.**

Prayers

**Your favourite...**

**Holiday destination:** U.S.

**Cuisine:** Italian

**Book:** Battlefield of the Mind by Joyce Meyer

**Movie:** Sound of Music

**Sport:** Table Tennis

**When you're not working, you are...?**

Chasing my son to focus on his studies and watching my staple dose of Netflix

**If you could go back in time, what would you tell your 25-year-old self?**

Keep the passion, remove the emotion; speak less, listen more.

**If you could trade lives with anyone for a day, who would it be and why?**

Princess Diana – Would be a people's princess and stay in the hearts and minds of people even so many years after death. Her legacy of love and compassion continues to live on forever.

**What would you do if you were invisible?**

Sneak around and listen to what people say about me behind my back.

**Message to all alumni**

Any organisation's alumni is key to its growth. We are happy to stay connected and continue to partner in various initiatives. No distance or place or lapse of time can lessen the bond some of us have built over the years. Like branches of a tree, our life may grow in different directions, yet our roots remain as one.

# KPMG in focus



## Bill Thomas on KPMG completing 25 years in India

We recently hosted KPMG International's Global Chairman Bill Thomas on his three-day visit to India, where he met various business and political leaders, and in his conversations highlighted the India firm's importance in the KPMG network. On his brief visit, he engaged in numerous public forums and had insightful media interactions.

As the keynote speaker at the Global Business Summit (GBS) 2018, he applauded India's transformation and talked of how KPMG in India can play a constructive role in many ways, including in universal health coverage and in the new National Health Protection Scheme. At the same time, he noted there were still complexities involved in the country's economic environment that the government is focused on addressing.

Bill was widely appreciative of KPMG in India's efforts and noted the difference we have made by helping our clients and communities realise important goals. He was supportive of the firm's significant growth and appreciative of initiatives taken to grasp the right opportunities. On the occasion of our 25th anniversary, Bill shared a few more of his thoughts and congratulated each employee for being a part of the KPMG journey.





## Third Eastern India Microfinance Summit 2018

The Association of Microfinance Institutions – West Bengal's (AMFI-WB) third Eastern India Microfinance Summit was hosted in Kolkata on 18 January 2018 where KPMG in India was the knowledge partner. The summit witnessed the presence of Micro Finance Institutions (MFI) industry leaders and policymakers from all over the country to address critical issues of national and regional significance. At the occasion, KPMG in India released the report titled 'Microfinance – The crucial link in inclusiveness in Eastern India'. The report highlights MFI industry trends, growth drivers and key challenges. It focusses on the key imperatives around future-focussed, innovation-led strategies, digital for optimising cost of service delivery, potential alliances and partnerships, and risk management implications for MFIs to excel in the changing market landscape.



## Breakfast Session on Authorized Economic Operator (AEO) and e-Way Bill

Under the AEO Scheme, stakeholders approved by the Customs Department, and who are compliant with the supply chain security standards, will be given various benefits such as direct port delivery/port entry, identity card – entry to customs house/CFS, earmarked space – custodian's premises, relaxation in bank guarantee, priority processing of shipping bill/bills of entry, separate MRP stickers for premises, faster duty drawback disbursement, early refund/rebate, 24X7 clearances, deferred customs duty payment, etc. KPMG in India's Partners at the event discussed the changes that the e-Way bill might bring in.

The event also discussed the Goods and Services Tax (GST) bill. Smooth movement of goods across the country was, therefore, one of the promised benefits. The e-Way bill is being seen as a panacea to check GST evasion.

The discussion concluded that AEO and e-Way Bill together might cut down the lead time in international and inter-state movement of goods significantly, and will thereby radically improve the ease of doing business in India.





## Roundtable discussion on 'Top geopolitical risks in 2018: Impact on Indian companies'

KPMG's Board Leadership Center organised a roundtable discussion on 'Top geopolitical risks in 2018: Impact on Indian companies' with Sean West, Deputy CEO for Eurasia Group, one of the world's foremost political analysis firms, and Rohitesh Dhawan, Global Head of Geopolitics for KPMG International, as speakers and over 40 leading corporate directors as participants in Mumbai and New Delhi. The event was appreciated by the participants and was well covered on social media.



## The KPMG International Case Competition (KICC)

The KPMG International Case Competition (KICC) is an opportunity for students from top educational institutions to exhibit their case solving abilities on a global platform. The participants are provided real world business scenarios to analyse and make recommendations to a panel of KPMG professionals.

What sets this competition apart is its distinct format, fast-paced structure and feedback and mentoring by experienced KPMG professionals. In each round of the competition, the participants are required to analyse, prepare and present their findings on a case in a limited time frame.

This year 3,400 students from 39 campuses took part in the competition. After four rounds in the competition, the six strongest teams in the country made it to the national finals held on 20 January 2018 at The Oberoi Trident. A team of students from S.P Jain Institute of Management and Research, Mumbai were declared the India national champions. The winners received a trophy, prize money of INR1 lakh and a ticket to compete against teams from 22 countries at the KICC international finals in Kuala Lumpur, Malaysia. The team from Indian Institute of Management, Kozhikode were the runners-up.

The chief guest for the national finals was Manav Jeet from Rubique, a Fintech firm, who gave insights about his experience in the fintech industry. These insights were extremely relevant for the participants who, throughout KICC this year, had been attempting fintech case studies. This programme was broadcasted on CNBC TV18 on 10 and 11 February at 5:00 p.m.



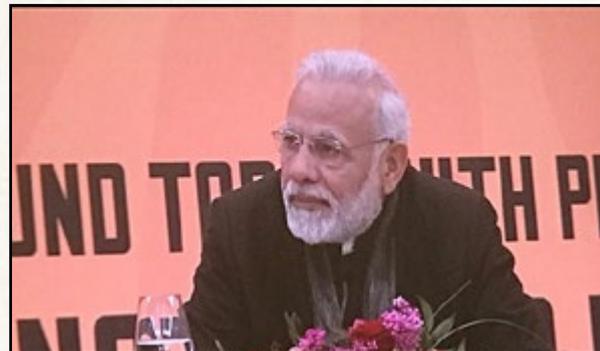


## 2018 World Economic Forum Annual Meeting

The World Economic Forum's (WEF) 48th Annual Meeting was held in Davos-Klosters, Switzerland during 23-26 January 2018. The programme, initiatives and projects of the meeting focused on 'Creating a Shared Future in a Fractured World' and saw a record number of attendance from world leaders, including heads of state from Argentina, Brazil, Canada, France, Germany, India, Israel, Italy, the U.K., the U.S. and Zimbabwe. Speeches from the U.K. Prime Minister Theresa May, Indian Prime Minister Narendra Modi and U.S. President Donald Trump set the tone for several discussions and client conversations.

Over 3,000 world leaders from business, politics, art, academia and civil society attended the meeting, including 130 participants from India who consistently stated their openness for business and trade. It will be interesting to see how world leaders would translate their words into action, with significant decisions still to be made on NAFTA and BREXIT, among others.

KPMG's presence on the ground allowed our partners to view their opinion in these important discussions while demonstrating a desire to connect, build, brainstorm and improve – both in terms of our business and for clients.



## India Energy Congress 2018

World Energy Council India (WEC India) conducted its seventh edition of India Energy Congress (IEC 2018), a joint event of Ministries of Power, Coal, New & Renewable Energy, Petroleum & Natural Gas, External Affairs and Department of Atomic Energy on 1-2 February 2018 in New Delhi with the theme 'Energy 4.0: Energy Transition towards 2030'. The congress served as a platform to deliberate and debate on the opportunities and challenges of India's energy transition and new realities faced by the Indian energy sector in the backdrop of global developments and uncertainties on various counts.

The marquee event saw the presence of five ministers, 50 eminent speakers, including 25 CMD/CEOs and international speakers, more than 300 delegates representing organisations across the energy value chain. Under the broad theme of the event, the congress was structured into five cross cutting sub-themes. High powered technical committees guided the agenda of the congress supported by knowledge partners for each sub-theme.

KPMG in India presented a background paper on sub-theme titled 'Energy Investment in an Uncertain World' and Anish De, Partner, Head of Strategy and Operations, Infrastructure, Government and Healthcare (IGH), and Leader - Oil and Gas, KPMG in India moderated the session on

the said sub-theme. The session deliberated upon various disruptions happening globally in the energy sector, the ramifications of the same in the Indian context and how the stakeholders need to adapt to the ever-changing and uncertain environment and factor those into their investment decisions.

The conference also saw ministerial sessions with R.K. Singh, Honourable Minister of State (Power & Renewable Energy) giving inaugural address, with Dharmendra Pradhan, Honourable Minister of Petroleum and Natural Gas and Minister of Skill Development and Entrepreneurship, and Piyush Goyal, Honourable Minister of Coal and Railways addressing the congress about their vision for the sector in India.





## IBEX India 2018

IBEX India, one of India's premier events for banking technology, equipment and services was held during 1–3 February 2018 in Mumbai. The agenda for the event is 'Digital Era: Opportunity and Challenges'. This event provided a platform for all stakeholders in the BFSI sector to come together, to explore, understand and deliberate on the challenges and opportunities in adapting innovative and disruptive banking technologies. KPMG in India was the knowledge partner for the event.

The first day of the event involved panel discussions and address speeches by the dignitaries. On the second day, technology companies showcased their innovations related to the BFSI sector. Applications were screened by a jury comprising leading CIOs, CTOs and CISOs in the BFSI world and the best innovative products were awarded. On the third day, banks, financial service organisations and insurance companies displayed and demonstrated their innovations. Top 23 innovations of the year were recognised and awarded, judged by a high-power jury set up by Banking Frontiers.



## Interactive session on Union Budget 2018-19 and Global Tax Issues

'India Union Budget 2018-19 and Global Tax Issues' was a multiple city event conducted in Mumbai on 6 February, Bengaluru on 7 February and Gurugram on 9 February. The event saw the presence of more than 700 clients across the three cities. The event provided a deep dive analysis of the Union Budget 2018-19 by our Direct Tax and Indirect Tax experts, followed

by sessions on global tax issues by Jane McCormick, Global Head of Tax, KPMG International and U.S. Tax reforms and their impact on Indian businesses by Rodney Lawrence, Global Head of International Tax, KPMG US. These sessions were well received by our clients.



# Cover story



## Coffee n Connect with Gayathri Sukumar on International Women's Day



On account of International Women's Day, we had Gayathri Sukumar, Head of Tax at Essar Oil, visit our Mumbai office. Naresh Makhijani, Partner and Head, Financial Services introduced Gayathri to the participants and talked about his first few interactions with her. He was keen to include her in a growing KPMG family right away. He described her as extremely methodical and organised, very clear in her thoughts and articulation, with varied experience and a wealth of knowledge.

In her talk, Gayathri emphasized on the influence KPMG has had on her professional life of nearly 30 years and spoke about the dos and don'ts of the consulting business.

### How did KPMG in India happen

It is a coincidence that Naresh and I are here together. I still remember this one Saturday years ago when Naresh woke me from a mid-day slumber to ask me about what I thought of moving to KPMG in India. And that is how it all started.

It has been close to 29 years for me, post qualification. Apart from the number of years, things were so different at the time, especially if you were an Indian girl. The context of working and thought processes were quite different from today. My aspiration was to set up a small practice, keeping myself engaged

professionally and looking at my other life aspects as well. So, I joined a mid-sized firm thinking I will get the kind of experience that I want. But within a year I got married and my husband got a job at the United Nations, which nobody rejects so easily, and I agreed to leave and accompany him.

I remember at the time my managing partner really ticked me off and had a few words to say about my husband as well for uprooting me. That was how non-serious I was about my career aspirations.

After that, it took me almost seven years to finally pursue a serious career. As I said, it was a different time and

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age, and very few people would take that chance at the risk of losing seniority and experience. This was the time when I joined AF Ferguson. It was a thorough-bred firm that was very good professionally, however it retained its certain old world thoughts about work-life balance and so on. Nine years seem static but it is a long time and I did not want to take responsibilities that would demand more time from me, until that call with Naresh happened.

As my children were growing up, it was at that time I realised I was in a position to take on something like this. That is how I got in!

### What I learnt at KPMG in India

There were certain things that stood out for me about KPMG – complete accessibility and a high degree of informality. On one hand they were seniors at a professional services firm but the open communication made for a very friendly environment. One of the first things I learnt was that people may come to KPMG and leave, but once you are there, you are a part of that family. Today, when I walk into

KPMG office, in many ways I feel like I am continuing where I left off years ago.

KPMG also gives you the platform and the tools to take on new initiatives. I definitely benefited from it. My decision to join the firm was a quantum shift in the way I perceived things and worked.

There are so many memories I have and invariably they have got encapsulated into a feeling over time – one of a lasting impression. One of the initiatives I spearheaded here at KPMG was to do with Special Economic Zones (SEZs). At the time there was a new law that came in and we took this on as a new initiative. A client that we used to service called one fine day to ask if we were doing anything about it. Being in the IT sector, they were potential beneficiaries and upon researching I found there was potential to take this forward. The Partners were extremely supportive and at that time Sudhir Kapadia was the Head of Tax. He let me take this on as a new initiative and provided me the required support in terms of teams, publicity and other

resources. We did not work so much with Markets then because each team did its own marketing to some extent. Those were very exciting times.

### Consultant at heart

Most competitors in the field are more or less the same, but the differentiating factor is 'people'. Hence, when it comes to decisions, I go by people and not by brand names.

Honestly, I never thought I would go to an industry because I still believe in my heart that I am a consultant – I have been oriented that way. I like consulting for the kind of work that it allows you to do. And when I did go to the industry it was because of the roles. Having said that, fortunately I have been with promoter-driven groups. I have realised that when we address any issue, there is an element of academic inputs and experience, but without the ability to think strategically (triggered by the need to get something implemented) the impact is incomplete.



### What clients really expect from you

We work with consultants all the time and there are certain expectations. Since KPMG's business is more advisory oriented, clients will expect you to:

- Have total awareness of subjects
- Create awareness beyond regulations and business environment
- Have a high degree of resourcefulness
- Build more solutions rather than just serving as interpreters
- Have a better understanding of businesses and the people who run them





## Coffee n Connect with Soumya Palchoudhuri



Soumya Palchoudhuri, President - Marketing and Corporate Communications, Yes Bank was part of KPMG in India from 2002 to 2005 as an assistant manager in the Markets team. He had helped set up and managed KPMG India Proposal Centre. He is known for leading corporate and retail marketing, brand and communications for retail groups as well as wholesale, relationship, product and knowledge groups for Yes Bank for the North and East regions.

We invited him to our Gurugram office for an intriguing session of Coffee n Connect in February where he was introduced by Akshay Bhalla, Chief Operating Officer (COO), Sales and Markets. As a KPMG alumnus, he shares his experiences and lessons learnt during his stint at the firm. Here are some excerpts from his session in Gurugram.

### **A place like KPMG lays a solid foundation for your career**

I had an offbeat start to my career as a tea taster. After spending a few years in the tea industry, I applied to Manchester Business School in 1999-2000.

I joined KPMG in India in early 2002 as the first full-time equivalent (FTE) of Markets led by Pamela O'Leary. The first phase was gruelling to say the least. Projects like the Oracle system and Full compliance of Partners' sales pipelines kick started an adventurous journey

of many ups and downs and most importantly facilitated on-the-job learning.

At the time when I started my journey with KPMG in India, there were only 27 partners in the firm and close to 800 employees. As a single contributor and one of the early employees, I had an opportunity to work directly with senior Partners like Sudhir Kapadia and Hitesh Gajaria, to name a few. With their diverse experience and having worked across service lines, it was indeed a great learning experience.

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I have some fond memories of working with some really bright colleagues and recruiting some really fantastic youngsters into the team such as Anuj Vadhera, who is currently one of the rejoiners at KPMG in India. The KPMG network played a big role in shaping my career and future choices.

### A strong go-getter attitude will take you places

Despite having left KPMG 13 years ago, I still highly value and respect what KPMG stands for. What distinguishes KPMG from other firms is the emphasis on quality which has simply been non-negotiable over the years. In my current role, I continue to come across the firm at various forums and it is always a pleasure simply because employees here always stand out – be it their responsiveness, sense of accountability or overall professionalism. The strong go-getter attitude in their overall business approach is what sets KPMG's professionals apart from all other firms. A year ago, I also had the privilege of hosting Arun M. Kumar, Chairman and CEO, KPMG in India in his earlier avatar with the U.S. Commercial Service where he delivered a keynote at an event which was co-hosted by Yes



Bank. Needless to say, you may leave the firm but the firm never leaves you.

### Continue to deliver value

In the words of President Obama – change is coming! Nowhere is it more evident than in the banking industry. As per a recent KPMG report, banking is a marketplace under siege. I am sure there is an upheaval in the consulting space as well. But it also offers great opportunities in areas that didn't exist 10 years ago – big data, analytics, cybersecurity, etc. Hence, I strongly recommend that one should gain expertise in future skill sets and build his or her own identity – aligned with future skill requirements.

I would like to share my favourite saying from the 1970s by Brian Dyson, CEO, Coca Cola – “Value has a value, only if its value is valued.”



# Homecoming campaign




**KPMG** #HOMECOMING

“KPMG is a family. A close knit community of friends, well-wishers and mentors who stood by me through my journey to this day. A bond passing all boundaries of just being a colleague.”

**Paul Deepak**  
Executive, National  
KPMG in India



**KPMG** #HOMECOMING

“I strongly believe that the kind of opportunities KPMG gave me during my initial stint played a huge part in shaping me as a professional. Hence, when an opportunity came my way to rejoin KPMG, I did not think twice. I have always felt very strongly of the KPMG brand and feel proud to say I work here.”

**Tapan Goel**  
Partner, Risk Management & Legal  
KPMG Global Services



**25 YEARS** #HOMECOMING

“Coming back to KPMG was like coming back home – to *people, processes, rules and fun* that I realised had become such an integral part of my life in the years that I have been here!”

**Rukmini Biswas**  
Manager, Human Resources  
KPMG Global Services



**KPMG** #HOMECOMING

“I started my professional journey with KPMG nearly 13 years back and I believe that the *knowledge* which I got in my 5 years with KPMG was instrumental in shaping my career. Various *opportunities* and the *encouraging leadership* team were the two essential parameters that led me back to KPMG.”

**Ajay Upadhyay**  
Partner, Risk Consulting  
KPMG in India

KPMG in India's alumni team launched the second season of its 'Homecoming Campaign' on 9 January, 2018 on Social media platforms using #Homecoming and #KPMGalumni as twitter handles to boost the campaign. The objective here was to bring about a feeling of nostalgia among our alumni, thereby highlighting the leading practices of the Firm. Employees who have rejoined the firm, across all levels, were asked to share their quotes on what made them come back. Our employees feel that at KPMG, they can be themselves, work with like-minded people and they get to be the talent with a difference.

As part of our campaign, we welcomed over 148 alumni back into the KPMG fold in 2017. The campaign has garnered some great responses in terms of a number of former employees reaching out to us with queries on joining the firm again. It also reinforced the idea that we are indeed the 'clear choice'.

# Citizenship

## KPMG Day

We organised a KPMG Day at Gurukulam, Chennai, to celebrate our support towards Lifelong Learning. The day brought together KPMG's Family for Literacy volunteers, Junior Achievement mentors, and other volunteers who organised educational activities. Employees from the Chennai office interacted with the students and teachers of Gurukulam to reiterate our commitment towards quality education.



## Walk for a cause

Our people are committed to help raise funds and create awareness for schools and NGOs across the country. Volunteers participated in the Walk for Life 2018 in Delhi organised by CanSupport, to raise funds for palliative cancer care. It is a matter of great pride that KPMG in India was awarded the 'Largest Participating Corporate' through this platform. In the past we have provided CanSupport with transportation and funding for the palliative care services, and currently are supporting a nutrition programme for children suffering from cancer at their day care centre.





## Making a difference

We help increase the avenues through which our staff can utilise their time, skills and knowledge to benefit our communities. Throughout the year, our people engage in various volunteering activities with children at schools and NGOs we work with. Some of the activities include art and craft making, excursions, story-telling and reading sessions, movie screenings and visits to museums.



**Volunteers conducted a reading session for students from Shishu Mandir**



**Volunteers along with students painted murals on the walls at Shishu Mandir**



**Volunteers accompanied students from OM Foundation to the National Science Centre**

To know more about our programmes, download our [Corporate Citizenship Annual Report 2017](#) or email us on [ifoundation@kpmg.com](mailto:ifoundation@kpmg.com)



# Welcome back



**Mythili Madapati**

Senior, Advisory,  
KPMG in India

### What brings you back to KPMG?

It's the work. Working at KPMG in India was my first job and the work was fast paced and amazing. I was involved in advisory work and travelled all across India. It was a wonderful experience and I would learn something new and exciting every day. I worked under amazing managers who taught me the importance of hard work, sincerity and attention to detail. The values that I learned, I carried forward to the other organisations that I worked with and these were highly appreciated. I have my managers and seniors to thank for that, some of whom I am working with again!

### What did you miss most about being here?

Apart from the work, my colleagues. They became my best friends with whom I kept in touch with even after leaving KPMG and I am the happiest to be working with them again.

### Any message for our readers?

I think a first job shapes a professional significantly and mine taught me the importance of being a diligent and hardworking professional. For all those whose first job is with KPMG, you've taken the right decision.



**Neha Kasturia Ranjan**

Senior Analyst, RAK,  
KPMG Global Services

### What brings you back to KPMG?

So when my husband and I took this decision to move back to India from Bahrain, the first organisation that came to my mind to restart my career with, was of course KPMG Global Services (KGS). And this thought stemmed from the fact that the two years I spent working with KGS were some of my most wonderful years. The kind of work culture, and professional and personal growth opportunities the organisation offers to its employees are exemplary. So needless to say, coming back to KGS was a very obvious and clear choice for me.

### What did you miss most about being here?

I mostly missed the stimulating work environment, being surrounded by inspiring and knowledgeable people, and the circle of friends that I had formed here.

### Any message for our readers?

Learn to unlearn, and then relearn. Keep evolving and always try to be a better version of yourself every day.

# PD hires

## Directors



**Krishnaraj  
Sivaramakrishnan**

**joins us as a Director in our Management Consulting practice. He is a part of the Digital – CIO Advisory (FS) team in Bengaluru.**

Krishnaraj comes with a vast experience of 18 years across diverse roles in the IT sector, significantly in the BFSI domain. He is a seasoned professional in solution architecture, delivery architecture and end-to-end IT project management.

Prior to joining us he was associated with Itrium Global Systems Pvt Ltd, where he was the Head of Technology and Product Innovation. In his earlier stints, he was with IBM India, Oracle Financial Services Software and SSI Technologies.

Krishnaraj is a Mechanical Engineering graduate from PES Institute of Technology, Bangalore.

In his leisure time, he enjoys listening to music and spending time with his friends and family.



**Nitin Gupta**

**joins us as a Director in Advisory Management in Gurugram.**

Nitin has over 12 years of experience as a qualified CA and has expertise in financial consulting, transaction advisory services, business review and dispute resolution advisory.

He has led and closely worked on transactions for strategic investors and PE funds across various sectors, including manufacturing, energy, real estate, IT/ITES and media.

In his previous roles, Nitin spent about 10 years with BMR Advisors and has led Transactions and Financial Risk Advisory as a Director.



**Suyog Saraiya**

**joins us as a Technical Director in the Management Consulting practice as part of the Shared Services and Outsourcing Advisory (SSOA) team in Bengaluru.**

Suyog comes with over 22 years of experience advising CFOs on setting up and transforming FinOps for large organisations. He has led teams to deliver world class finance functions for banks, BPOs and other professional services firms. He has also worked in financial consulting, setting up and running Finance and Accounting Shared services and transformation functions.

Prior to joining us, he was associated with Societe Generale Global Solution Centre, where he was the Head of Delivery Excellence. In his earlier stints, he was associated with WNS Global Services, PwC and Kotak Mahindra.

Suyog is a Chartered Accountant and B.Com graduate from Narsee Monjee College of Commerce & Economics, Mumbai.

In his leisure time, he enjoys volunteering with NGOs.



## Charu Malhotra

**joins us as a Director in the IGH Social team in Gurugram.**

Charu is an educationist and a development professional with 18 years of involvement in social infrastructure building. She brings experience of engagement with governments, private sector, industry chambers and education communities. She has designed, implemented and managed impactful and profitable businesses in education infrastructure with a pan India profile.

Prior to joining us, Charu was with IL&FS Education & Technology Services as Senior Vice President and Business Head of CSR and PPP in Education. While at IL&FS, Charu did path breaking work in professional management of schools, thought leadership, establishing schools under a PPP framework.

In addition, Charu has also served as member, Expert Committee under Ministry of Culture and General Secretary of the IL&FS Knowledge Foundation.

During her spare time, Charu is active in amateur theatre. She also enjoys writing, cooking and engaging with students and youth.



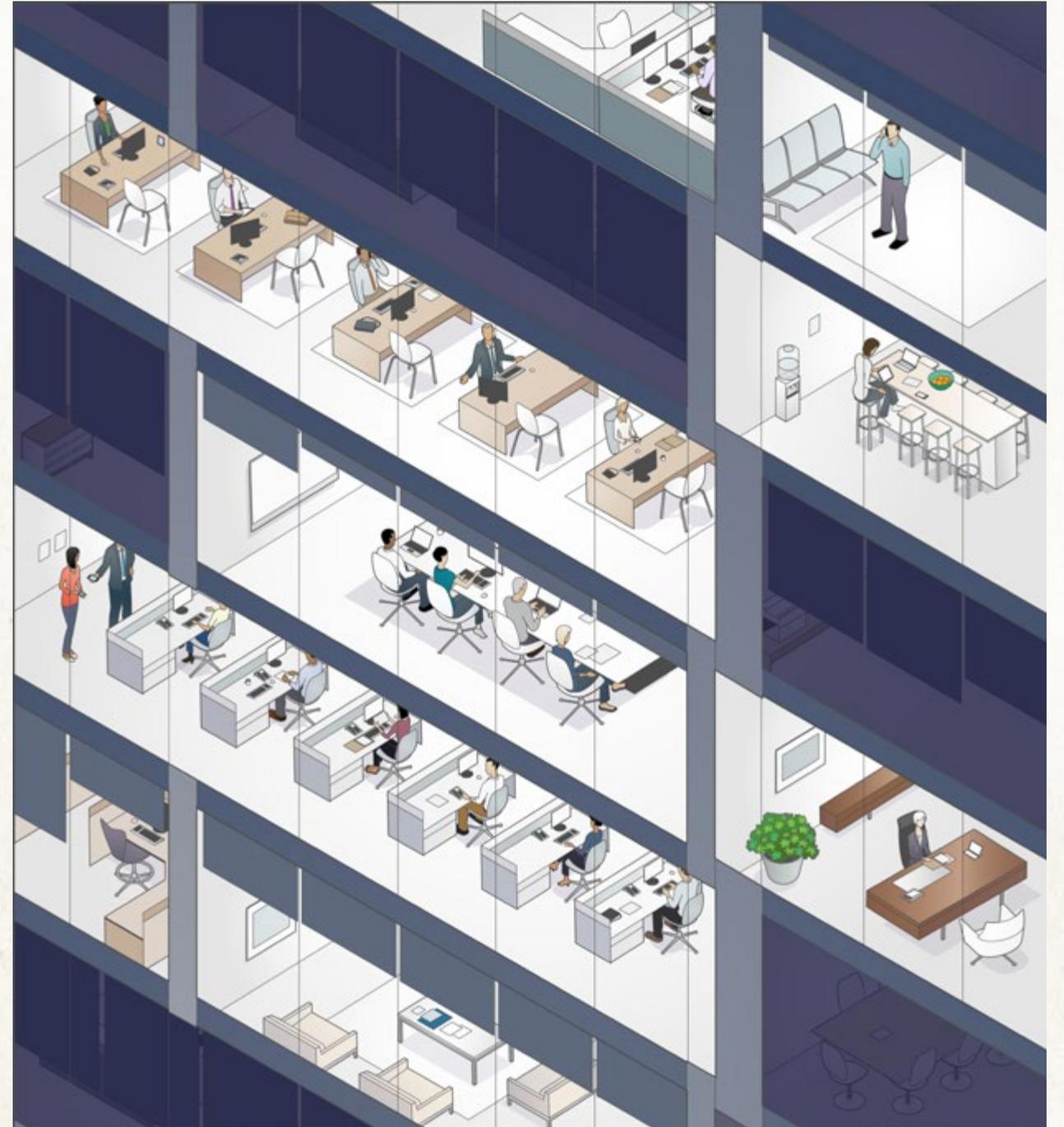
## Dilip Chari

**joins us as a Director in Markets and Strategy and will be part of the Business Development team in Chennai.**

Dilip is a seasoned sales and marketing professional with more than 24 years of varied experience.

Prior to joining us, he was associated with Ernst & Young as Associate Director – Markets. In his earlier stints, he has been associated with Compulink Systems, Aptech, Blueshift Inc., TransIndia Informatics and Samraj Controls.

Dilip has done his MS in Management Systems from BITS Pilani and is an Engineering graduate from Nagpur University. In his leisure time, he enjoys travelling, gardening, reading books and photography.





## Partners



### Nitin Madan

**joins us as a Partner in our Management Consulting practice in Gurugram.**

Nitin returns to our Firm after stints with Ernst & Young and Accenture, and brings significant experience in business and operational transformation in financial services, digital transformation and enterprise performance management.

Nitin is a Chartered Accountant and a CPA from the California Board. He also holds a CISA/CIA certification, and has recently cleared the insolvency professional examination.

In his leisure time, Nitin enjoys cycling and reading.



### Ajay Upadhyay

**joins as a Partner in the Risk Consulting practice in Mumbai office.**

Ajay returns to our Firm after stints at AZB & Partners and Ernst & Young. He was a member of KPMG in India's Risk Consulting practice in 2010.

Ajay brings 15 years of work experience in forensic investigations, forensic technology, regulatory investigations and risk consulting. his sector experience spans oil and gas, real estate, manufacturing, media, infrastructure, chemicals, metal and mining, cement, banking, telecom, pharmaceuticals, consumer goods, private equity investors and sports.

Ajay is a Chartered Accountant, a certified internal auditor and a commerce graduate. In his leisure time, Ajay enjoys tennis, swimming and reading.



## Our thought leadership publications

Cybercrime Survey Report, 2017

Energy investments in an uncertain world

Implications of blockchain and IPA on the Financial Services sector

Microfinance – The crucial link in inclusiveness in Eastern India

MSME group health insurance penetration in India

Health Savings account in India

Visual arts industry in India: Painting the future

India's CSR reporting survey 2017

Transformation of on-road automobiles to electric vehicles in India

The 'Insider' threat – Safeguarding UPSI

Bharat Bill Payment System

To know more about our publications, you can download them from our [website](#).

If you are interested in hard copies of the reports or would like to be included in the firm's external initiatives, you can write to [in-fmkpmgalumni@kpmg.com](mailto:in-fmkpmgalumni@kpmg.com)

## Join KPMG in India's alumni network

### Our alumni website

Registrations continue to pour in for our alumni website - a forum for ex-KPMGiites to connect with each other and the firm!

[Visit the Website](#)



**Our flourishing alumni network not only helps you in establishing contact with your former colleagues, friends and KPMG in India, but also keeps you abreast of our alumni programmes, news and events, as well as latest services and offerings.**

By registering with the network on our [Alumni portal](#), you can also actively participate and contribute to our [Citizenship programme](#) and other initiatives of the Firm, wherever you are based.

**We hope your continuous relationship with the firm will serve as a cherished source of inspiration in all your future endeavours.**

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