



# KPMG Ventures

## for Startups

### Shaping the future through targeted innovation

**KPMG Ventures is the strategic investor of choice for startups looking to solve complex business challenges and transform the way our clients operate. We offer more than just capital—we provide a platform for growth, differentiation, and access to transformative opportunities.**

Our size helps startups scale—with 250,000 employees, 5,000 partners and a vast network of alliances and clients, we can amplify the impact of your business, drive industry-changing transformation, and propel your company to new heights.

#### Startup selection

KPMG Ventures invests in what we consider to be the world’s most promising startups, with a focus on those that solve for the needs of our clients and fit into our long-term strategy. We’re focused on startups who share our commitment to serving large, enterprise clients and are in the seed or Series A stage.

By bridging the gap between entrepreneurial startups and our clients, Ventures builds durable relationships that extend beyond the check and are grounded in working together to create real business value.

While many investors focus on the feature, functionality, or founder (aka “shiny object”) when evaluating a startup, the heart of our investment thesis is always the use case—the business problem that the startup is trying to solve. This maintains alignment between the startup, our clients, and ourselves.

#### Growing together

Once a startup is in our portfolio, we open access to a range of experts—from technical specialists who can help create a more enterprise-ready solution, to client-delivery teams able to make introductions and shape pitch decks based on our experience with Fortune 500 clients.

As startups mature, opportunities, obstacles and outcomes help shape their platform or products. KPMG Ventures accelerates this evolution and supports startups as they refine their products. Through deep industry expertise, working together with clients, and access to our expansive network, we’re committed to helping startups realize their full potential and make an impact in their chosen markets and beyond.

#### KPMG Ventures at a glance

- Strategic investor of choice
- Evolving the product, efficiently
- Durability and trust
- Driven by business value
- Unmatched industry and functional expertise
- Moving with speed and purpose
- More than just a check
- Access to scale/sales channels
- Values and culture (aka, we’re nice)

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## Durability, speed, and trust

KPMG Ventures invests for the long run. We build relationships that are durable across economic cycles, providing support and guidance tailored to startup needs. We mentor and support startups along the journey, from emerging innovator to later-stage growth. And we combine this durability with agility because we understand that everyone needs to move with speed and purpose.

Relationships like this are a function of mutual trust, which is why values and culture matter. The most common informal feedback we receive is that we're "nice" and "easy to work with." It's a very human comment that can get lost in the language of investments—but we believe people, relationships, and kindness matter. We look for startups that align with our core principles. And who are also nice.

## Innovation at KPMG: The big picture

At KPMG, we are focused on driving innovation that works by finding ways to drive growth, manage risk, and improve operational efficiency. Our diverse team of strategic thinkers, scientists, technologists, designers, and analysts uses a combination of powerful firm assets to leverage insights, uncover new opportunities, unlock new value, make ideas actionable, and achieve measurable outcomes for the firm and our clients.

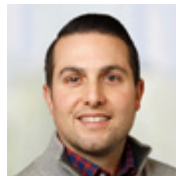
Learn more: [visit.kpmg.us/innovate](https://www.kpmg.us/innovate)

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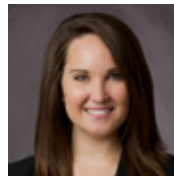
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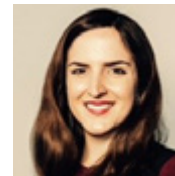
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