

**Readout from meeting between Lord Johnson and KPMG**

**Time and date:** 09:45 on 23<sup>rd</sup> May 2023

**Location:** Old Admiralty Building, London (Teams)

**Attendees:**

- Lord Dominic Johnson (DJ), Minister for Investment, DBT
- Jonathan Holt (JH) - Chief Executive UK, KPMG
- David Ralph (DR) - Executive Lead to the Chief Executive Officer, KPMG
- Rupert Daniels (RD) Director in Financial, Professional, and Business Services, DBT
- David Riches (DR) Deputy Director, Financial, Professional and Business Services in Financial, Professional, and Business Services, DBT
- s40(2) Strategic Partnerships Manager in Partnerships, DBT - IST
- s40(2) (Covering) Private Secretary to the Minister for Investment

**Actions:**

- Organise longer call and discuss the mechanics of a roundtable or working group with KPMG and KPMG clients – Led by DJ's office (TBD)

**Readout:**

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**Overview:**

- DJ stressed that he wanted to be the window into Whitehall and support facilitators (such as KPMG) and their clients on matters such as domestic investment and FDI.
- DJ wanted to understand more about what was concerning KPMG's clients and how he could be of assistance in overcoming thus concerns.

**Landscape:**

- JH stated that clients were investing albeit more cautiously – this taking the form of making smaller investments spread over shorter time horizons.
- JH mentioned deal flow is strong, especially in energy transition and tech; however, JH did state that the deals were not for the UK, but rather being managed from the UK.
- JH stated consumer and B2B deal flow has dropped.
- JH noted that geopolitical pressures and lead-up to the election is making companies "nervous" in terms of certainty and stability.

**Possible Responses:**

- JH stated that more needs to be done to educate businesses on what incentives exist and how businesses can access these incentives.
- JH noted larger companies (FTSE 350) have the capacity to keep staff specifically to hunt for incentives, whereas smaller companies are more constrained and therefore have limited access.
- JH noted there was a need to reskill older persons, whom may be lacking the skills needed to cater for the demands of the modern economy.
- DJ's idea of hosting a roundtable with KPMG's clients was well received by JH.

- ---ENDS---