



Unlocking the potential of UK HealthTech

Data driven insights and recommendations to unlock the potential of UK HealthTech

3 April 2025

What are we going to cover in today's session

Background and research context

Research approach

Key findings

Recommendations

Current funding opportunities

Open discussion



Unlocking the potential of UK HealthTech

Data driven insights and recommendations to unlock the potential of UK HealthTech

Commissioned by the UK Office for Life Sciences
January 2024

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Executive summary

The UK's HealthTech sector plays a pivotal but often underestimated role in the advancement of healthcare, offering a diverse array of technologies with the potential to save lives and enhance wellbeing. These innovations hold a position of global significance, benefitting healthcare systems worldwide, including the NHS. Consider the emergence of AI-driven diagnostic tools, for example, which analyse medical images with remarkable accuracy, expediting disease detection and enhancing the prospects of early treatment, ultimately contributing to the Nation's health.

With a prominent Biopharmaceutical sector in the UK, HealthTech is often less celebrated. This report presents the results of an extensive examination, combining a review of existing research, insight gathered through a survey of HealthTech enterprises, and interviews with key sector stakeholders. The objective was to identify opportunities for growth and enhancement within this important sector. The recommendations encompass critical areas such as research and development, manufacturing, funding, NHS procurement, sector representation and data infrastructure.

Key findings

The HealthTech sector is a key sector for the UK, with growth potential

The HealthTech sector is a significant contributor to the UK economy with an annual turnover of £27.6 billion in 2020 and offering employment to approximately 130,000 professionals. In a recent report by Imb College London, the sector Gross Value Added showed a 10% compound annual growth rate between 2020 for MedTech (which adopts a narrower definition than HealthTech).

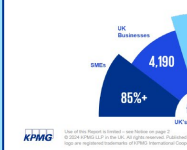
The UK is a net importer of HealthTech products and services

According to the Medicines and Healthcare products Regulatory Agency (MHRA), there are approximately 100,000 products registered for use on the UK market. The UK is a net importer of HealthTech, exporting £5 billion worth of products and services annually, and importing around £7.5 billion of HealthTech products.

The geographical spread of the UK HealthTech sector goes beyond London and the Golden Triangle

The Golden Triangle, encompassing London, Oxford (South East), and Cambridge (East of England), undeniably a prominent hub for research and development in the field of life sciences and medicine. It is the universities ranked among the world's top twenty-five, alongside some of the globe's largest research institutions, including the Sanger Centre, the Francis Crick Institute, and Research Complex at Harwell.

However, it's essential to recognise that the UK's HealthTech sector extends well beyond the Golden Triangle's borders. The sector exhibits significant diversity and a substantial presence throughout the country. While the South East region leads in employment, turnover, and the number of HealthTech sites, 4 Medium Enterprise (SME) HealthTech businesses are dispersed evenly across various UK regions. Focusing funding and support solely within the Golden Triangle overlooks a substantial number of businesses that require support.

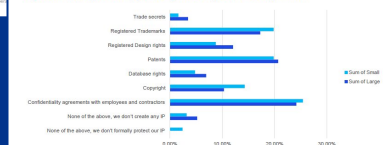


Protecting and commercialising IP

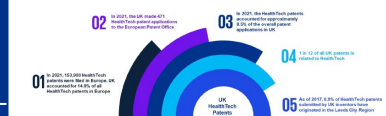
Methods deployed to protect Intellectual Property

The use of Confidentiality Agreements to maintain control of intellectual property generated by respondents is the most utilised form of intellectual property rights protection for UK HealthTech businesses. In terms of registered rights, patents and registered trademarks are used by approximately one-fifth of businesses. Encouragingly, awareness of IP protection issues appears wide-spread in the UK HealthTech sector given the low proportion of businesses that do not formally protect their intellectual property.

Figure 5.1: How do you currently protect IP generated in your UK-based organisation?



The UK is considered one of the popular regions for filing HealthTech patents. In 2021, the UK accounted for 14.9% of all European HealthTech patent applications. Whilst the UK has seen a declining trend in the number of life sciences patents filed per 1,000 population between 2010 and 2020, the UK has risen to fourth up from sixth compared to other comparators due to a similar declining trend seen in other similar countries.



Recommendations

By embracing these recommendations, the UK can foster a thriving HealthTech ecosystem that not only spurs innovation but also enhances patient care, secures economic growth, and solidifies its position as a global leader in health technology. With strategic and targeted interventions, including improved data collection and granular reporting, we can maximise the capability and capacity of the sector. This not only bolsters the sector's significance in the UK's long-term prosperity but also ensures a more comprehensive understanding and representation of the HealthTech landscape.

Research and development

- **Fostering late-stage HealthTech R&D activity:** the UK's HealthTech sector faces challenges in retaining late-stage research and clinical studies within the country. While the UK effectively supports academic research and early-stage spin-out businesses, it encounters difficulties when R&D progresses into a clinical setting. Many companies tend to move their activities outside the UK due to delays in NHS Trust approvals for clinical studies and high R&D costs. Large companies see potential in the NHS for world-class clinical studies, given its access to diverse patient populations. However, the pressure on NHS Trusts and the slow flow-through rate of clinical studies prompt UK HealthTech businesses to choose overseas locations. To optimise the HealthTech innovation landscape and harness commercial opportunities, it is imperative to address how UK-based clinical studies can be accelerated, including funding support for SMEs in this domain.
- **Facilitate clinical testing partnerships:** promote and establish partnerships between industry and prominent clinical settings, such as major hospitals for real-world testing within the UK. For example, additional funding and resources are required to make Academic Health Science Networks (AHSNs) even more proactive in facilitating innovation and collaboration between end-users, healthcare providers, HealthTech businesses, and consumers.

Should consider mechanisms to enhance the critical path for innovation and streamlining the process for cross-sector collaboration with organisations like National and overseas regulators (such as Food and Drug Administration) for all subsectors of HealthTech, including digital health.

As the conceptualisation of relevant UK technologies and companies for demand signalling, it is particularly market pull technologies without a clear view of the tech professionals have. Without improved demand being allocated to areas that do not maximise value.

g there is a need for an extended-term plan to boost the economics of production in the UK and productising skills gaps coupled with improved access to the considered.

Harmonisation and consistency across healthcare manufacturers. Developing harmonised guidelines for social value definitions across the trusts will make being the likelihood for commercial return.



01

Background and research context

02

Research approach

Research approach

1. A review of existing research and data regarding the UK HealthTech sector
2. A primary research phase, including:
 - a. A survey of UK HealthTech businesses
 - b. UK HealthTech Key Informant Interviews
 - c. UK MedTech Trade Association inputs

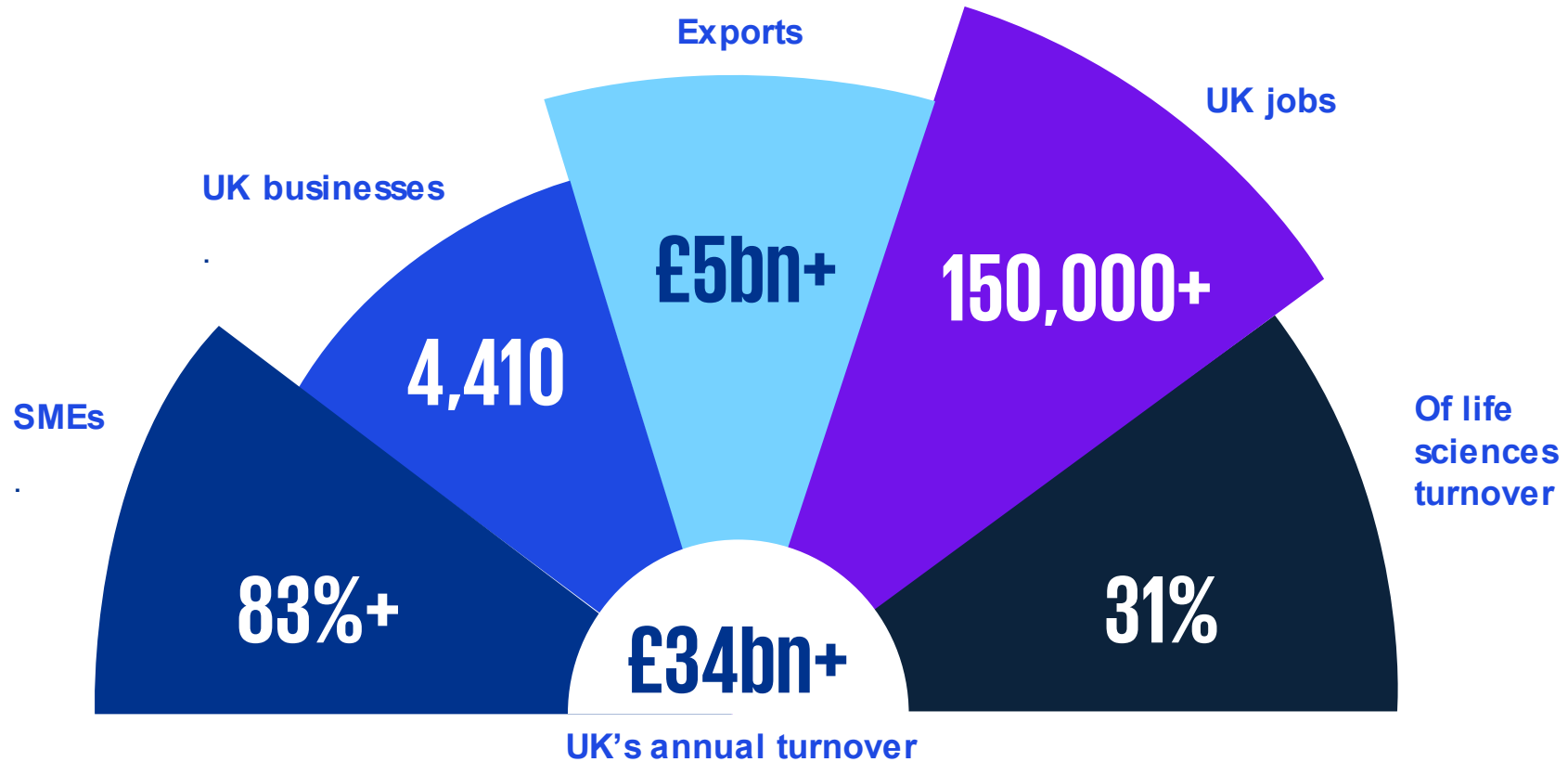
03

Key findings

3.1

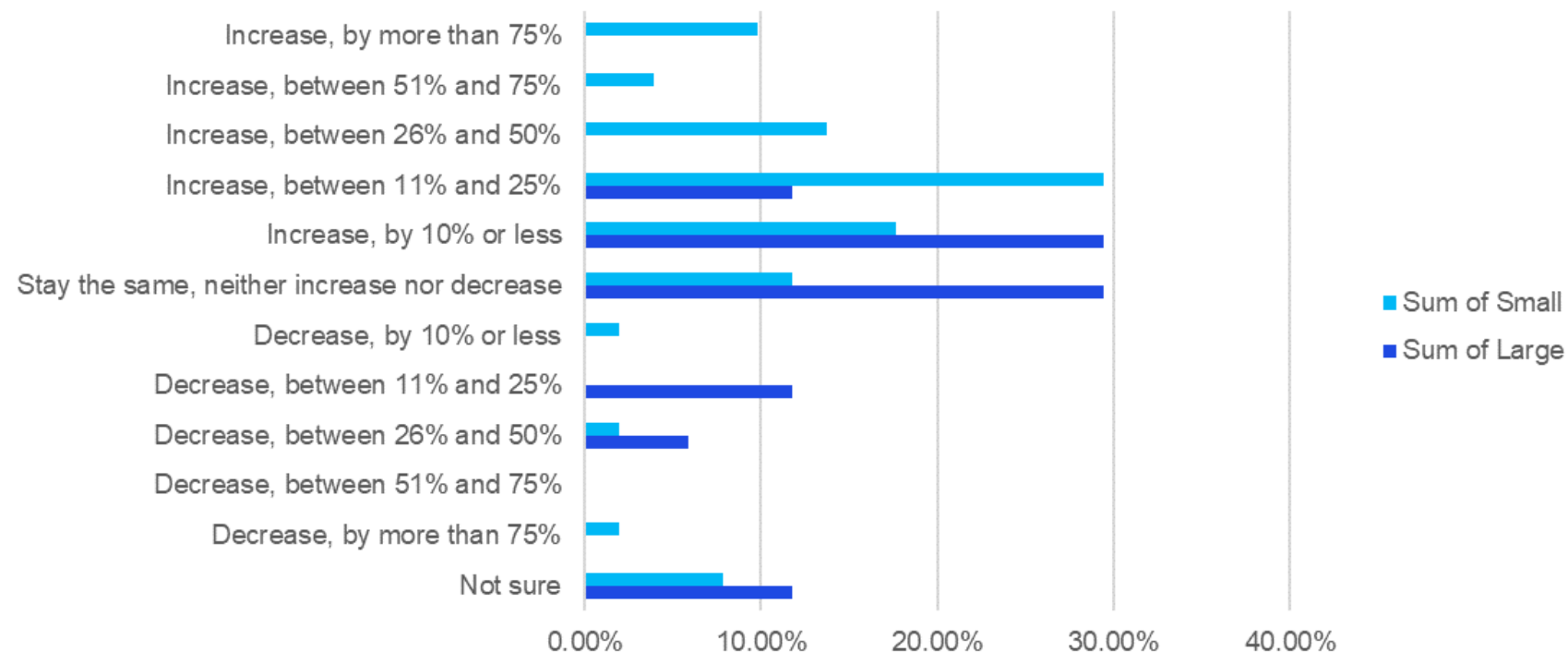
Economic contribution

Economic contribution of HealthTech



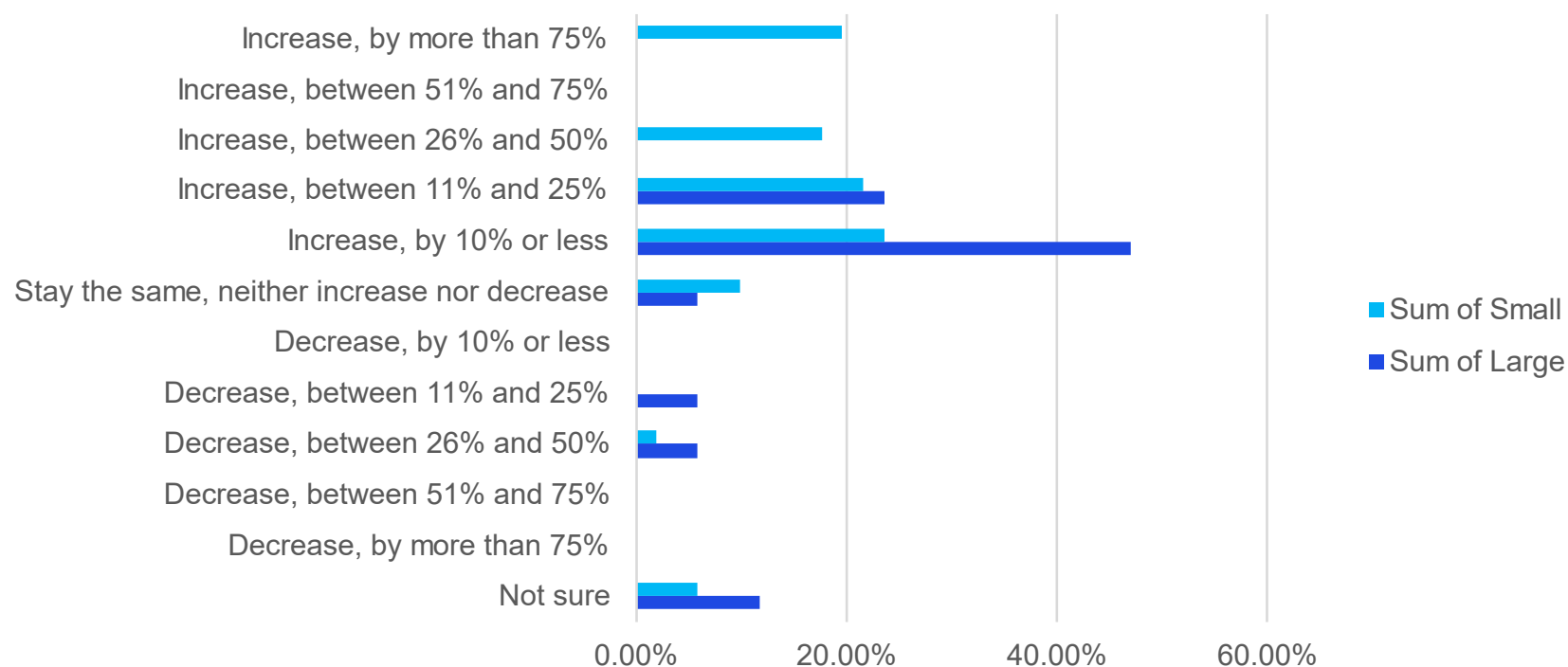
Economic contribution of HealthTech

Figure 1.3: How do you expect your headcount in the UK to change in the next 12-24 months?



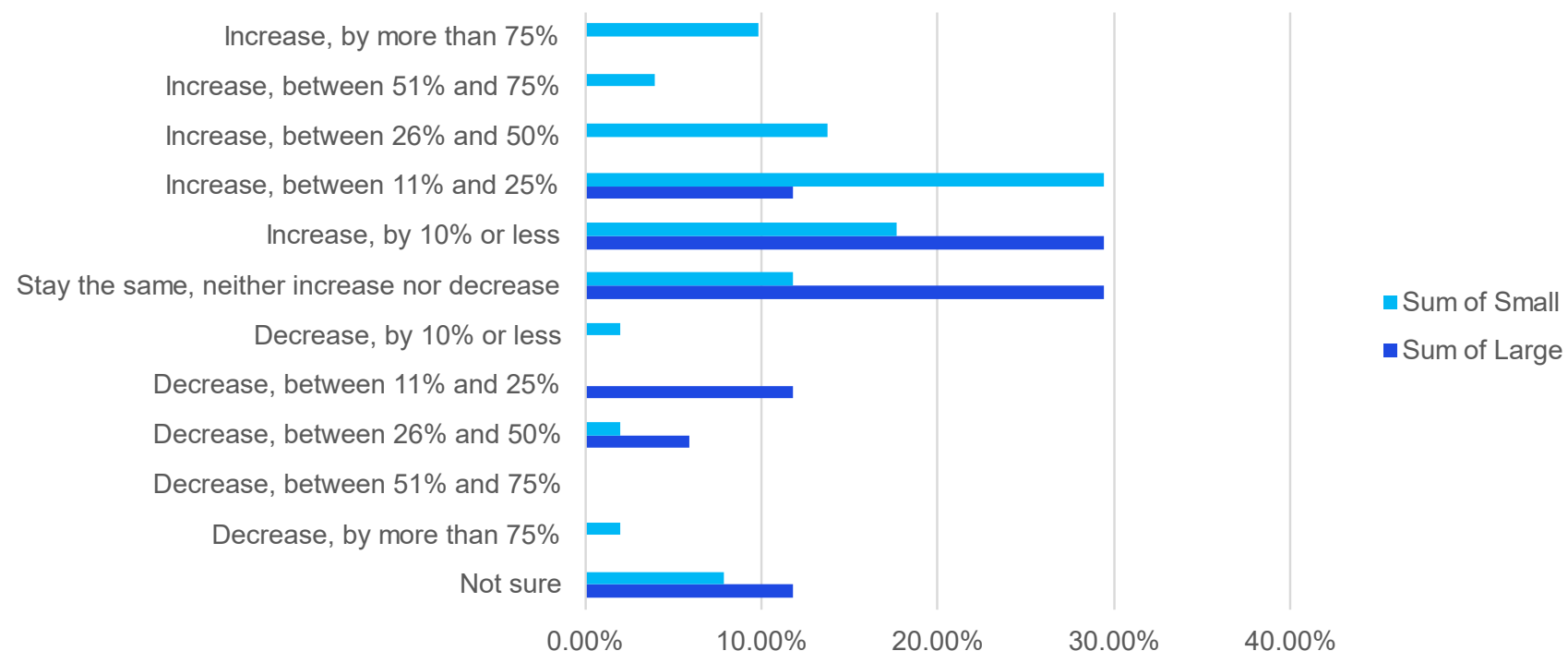
Economic contribution of HealthTech

Figure 1.6: How do you expect your turnover from UK operations to change in the next 12-24 months?



The UK as a net importer of HealthTech

Figure 1.4: Approximately what proportion of your UK organisation's product / service revenue is derived from export?



3.2

Sector representation

Beyond the Golden Triangle

Figure 1.1: Where is your organisation's registered address in the UK?

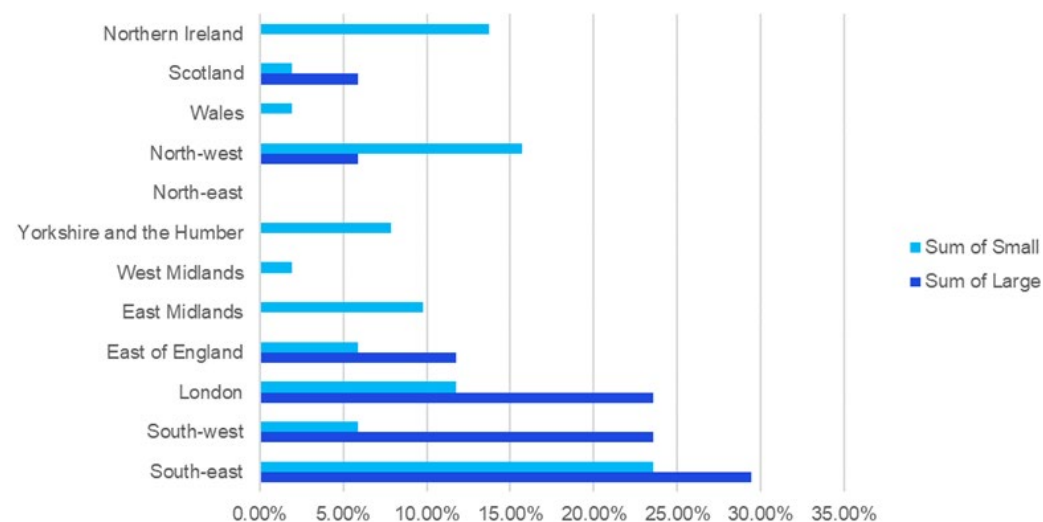
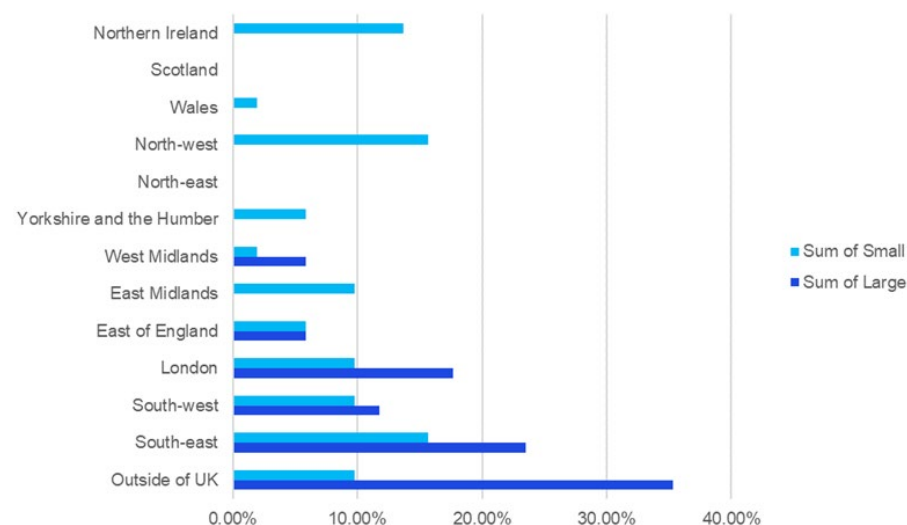
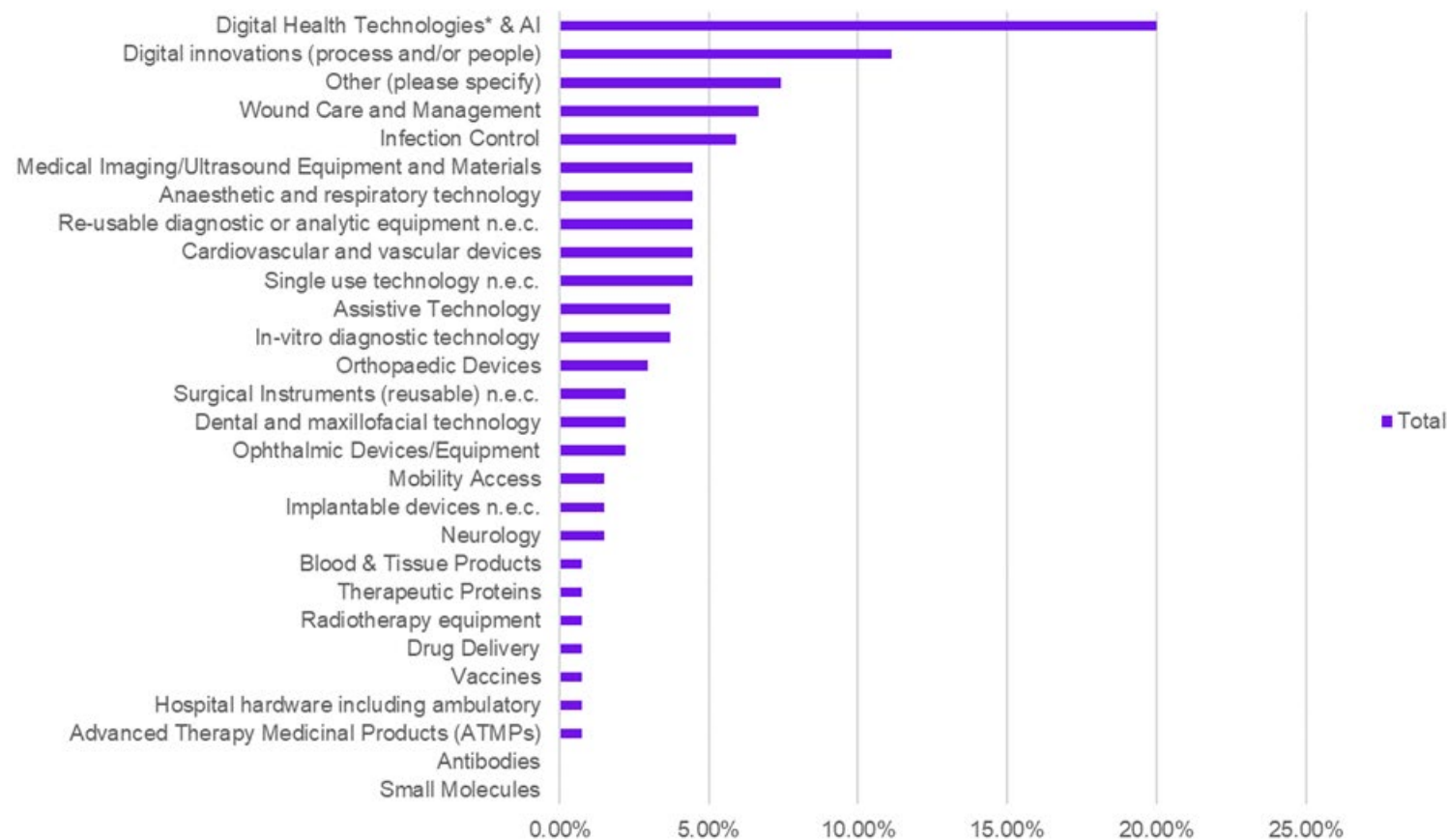


Figure 1.2: Where is your organisation's head office located?



The need for a formal redefinition of HealthTech

Figure 1.5: In which HealthTech subsector(s) does your organisation primarily operate?

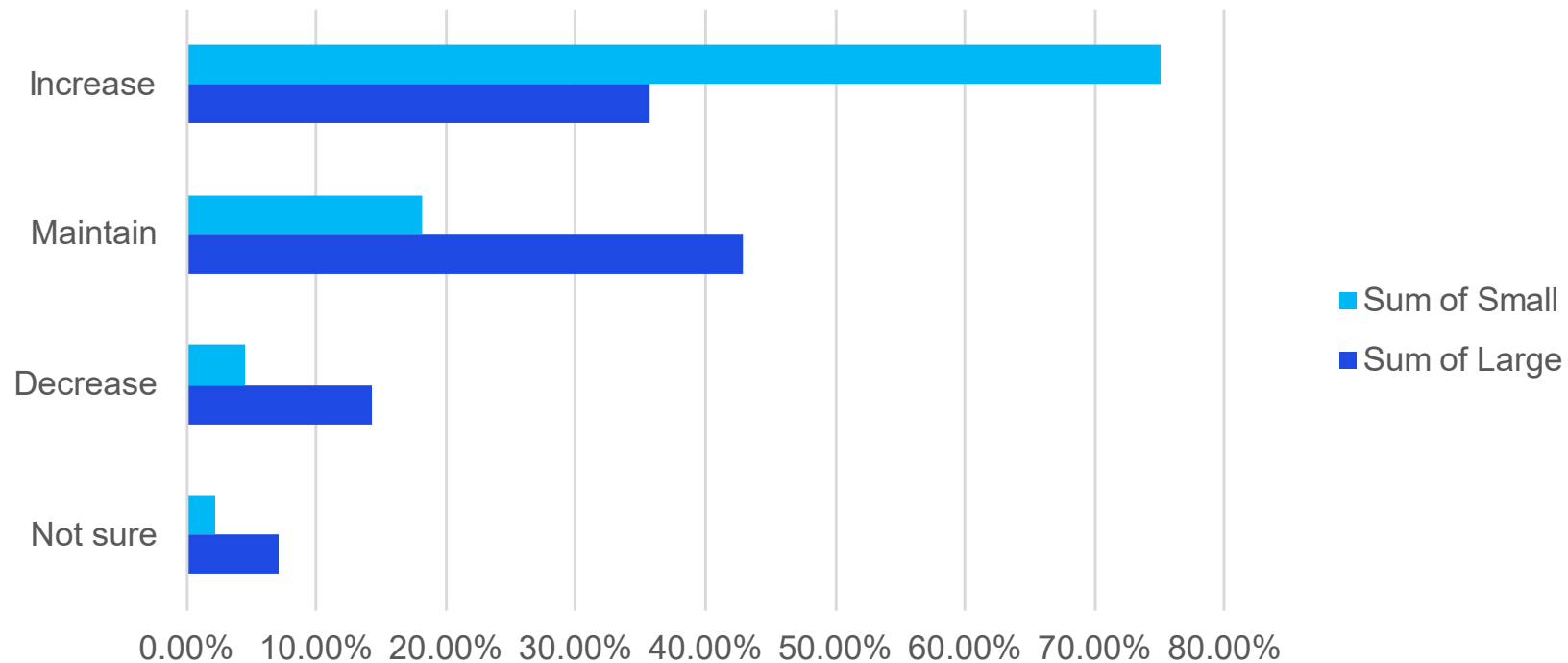


3.3

Innovation and R&D landscape

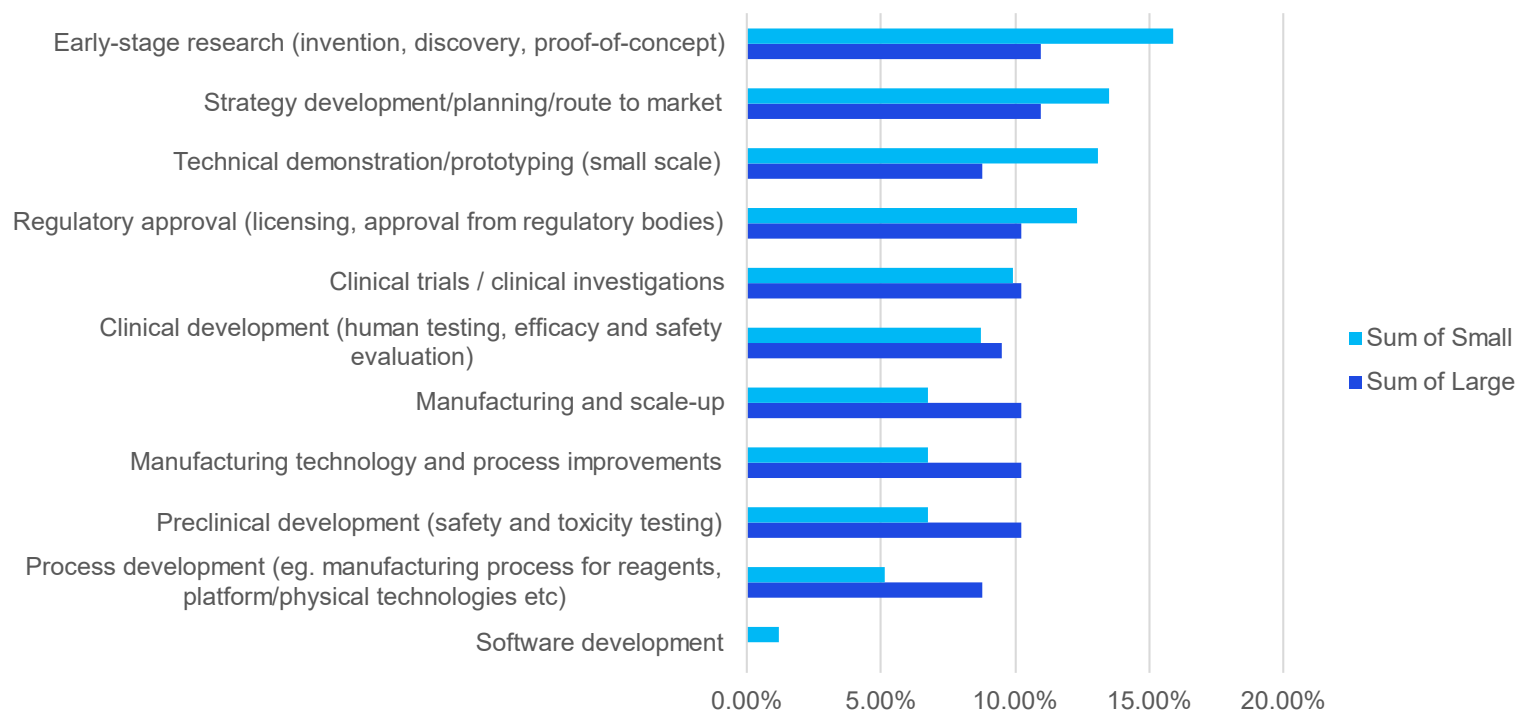
Strong commitment to R&D

Figure 2.2: Do you plan to maintain, increase or decrease UK R&D activity specific to HealthTech in the next 5 years?



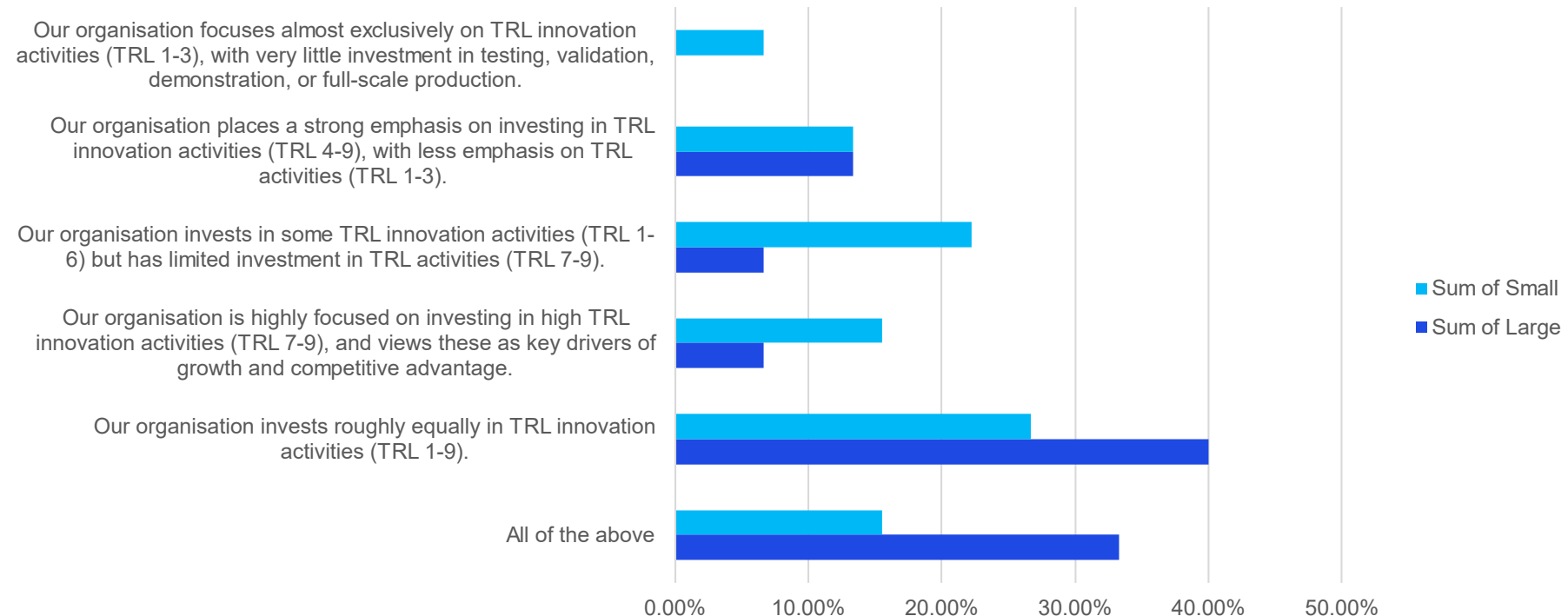
Disparity in innovation lifecycle

Figure 2.6: Please indicate the R&D activities that your organisation engages in the UK and overseas specific to HealthTech



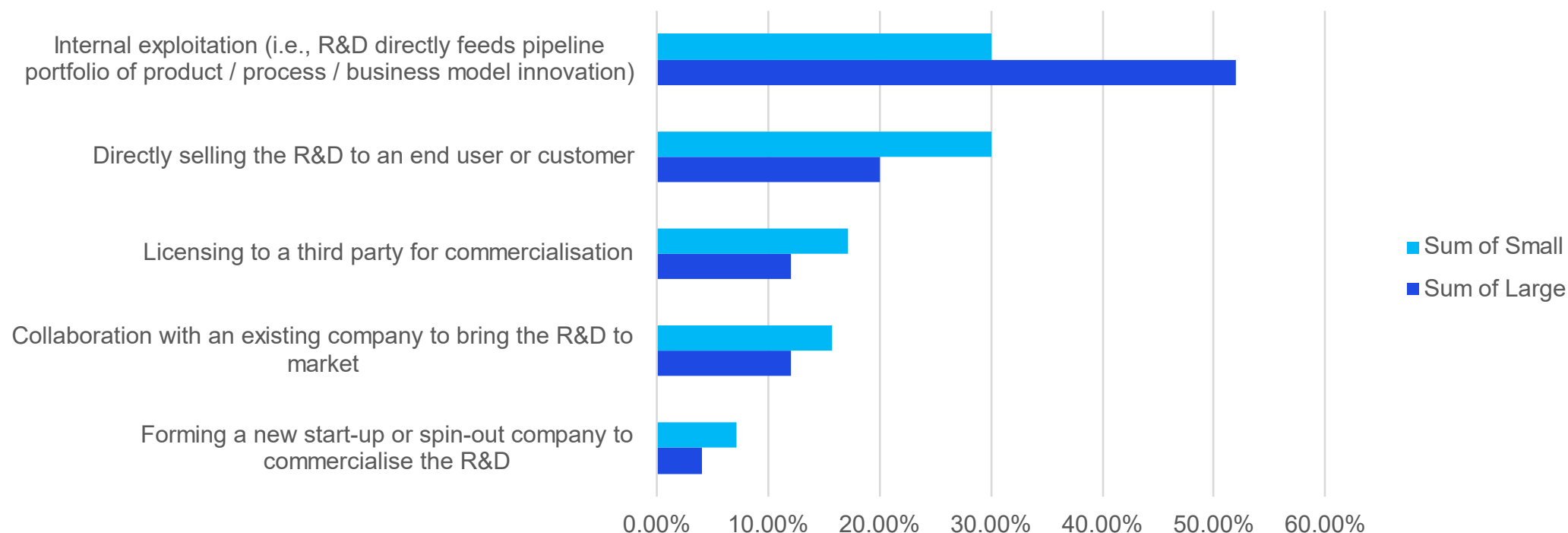
R&D focus

Figure 2.8: Which of the following best describes your organisation's investment in R&D activities specific to HealthTech across the range of Technology Readiness Levels?



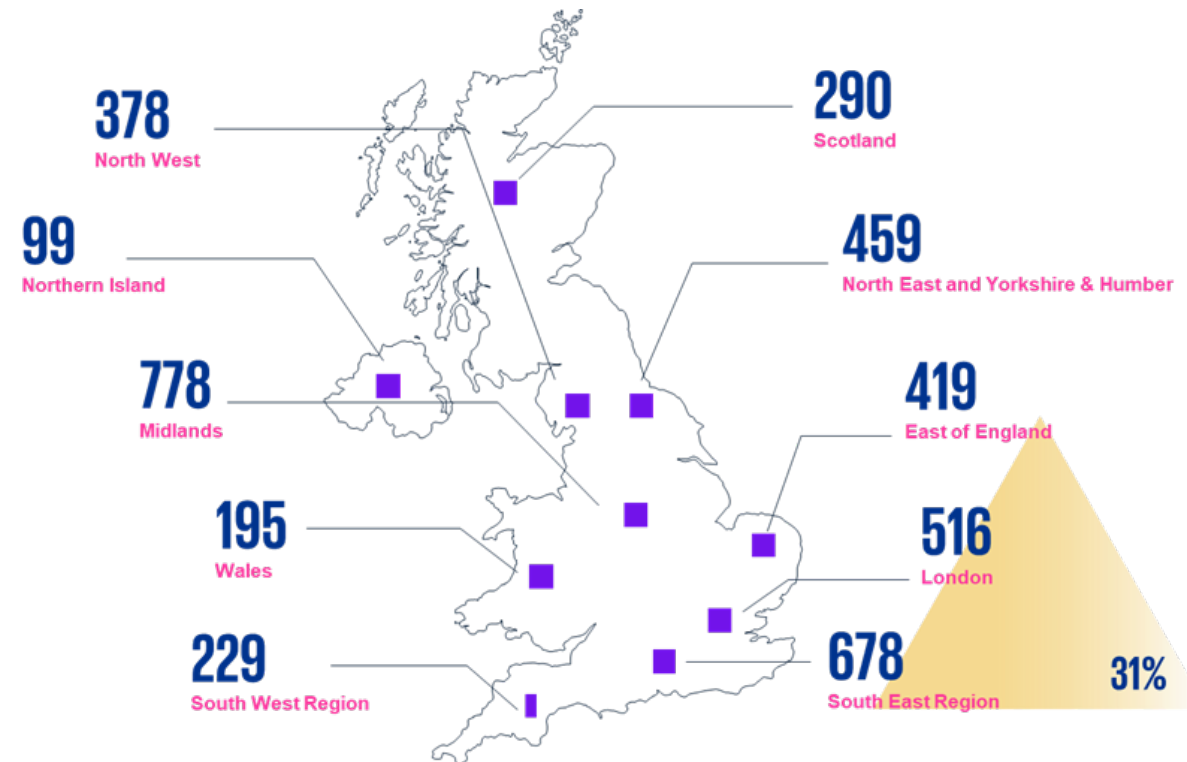
Routes to commercialisation

Figure 5.5: What methods or pathways does your organisation utilise to commercialise your R&D specific to HealthTech?



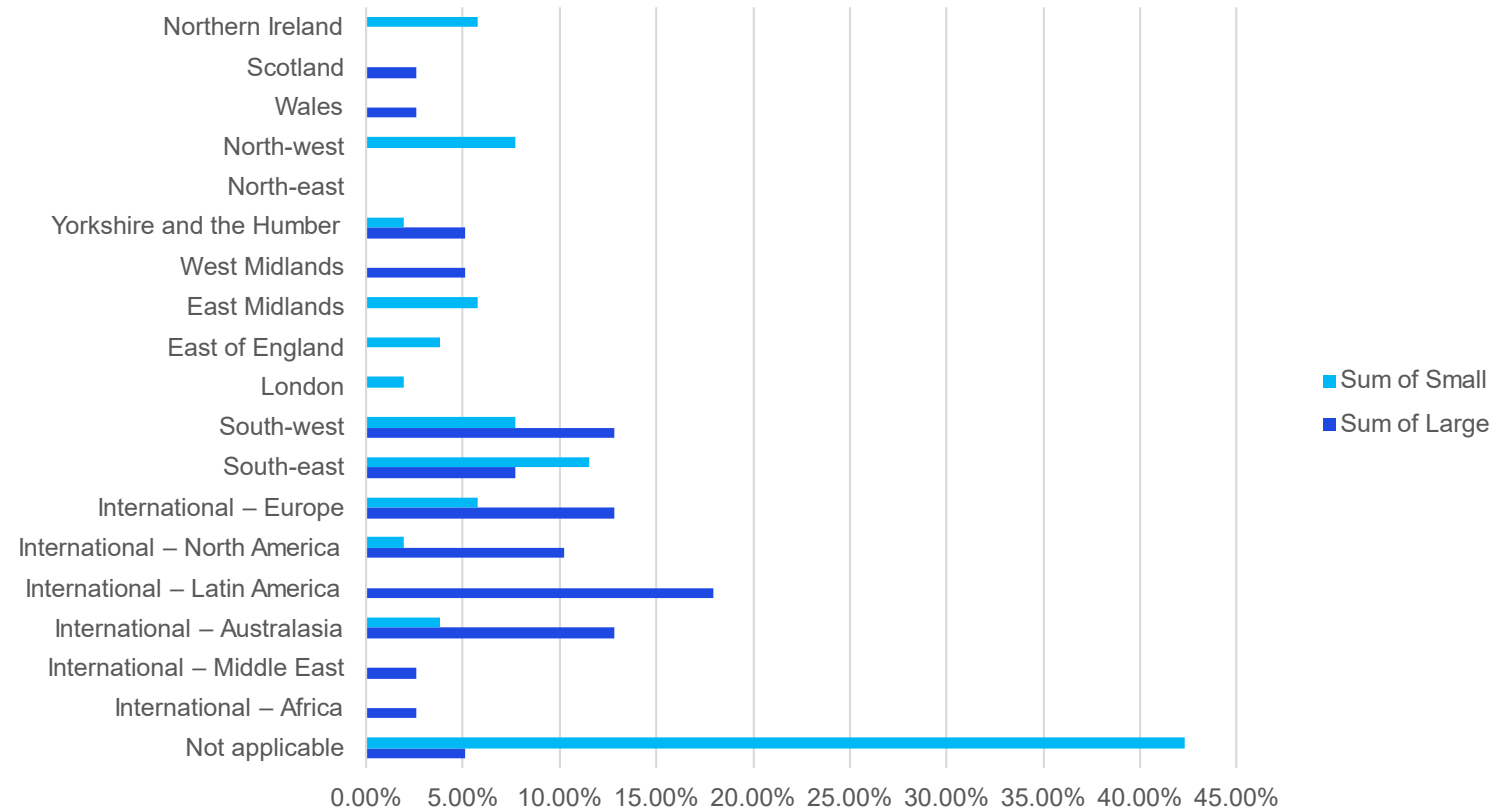
Committed to manufacturing in the UK

Figure 3.1: Numbers of HealthTech manufacturers in 2020



Committed to manufacturing in the UK

Figure 3.6: Where is your organisation's manufacturing activity located specific to HealthTech?



Committed to manufacturing in the UK

Figure 3.7: Do you plan to maintain, increase, or decrease the level of UK-based manufacturing activity in the next 5 years specific to HealthTech?

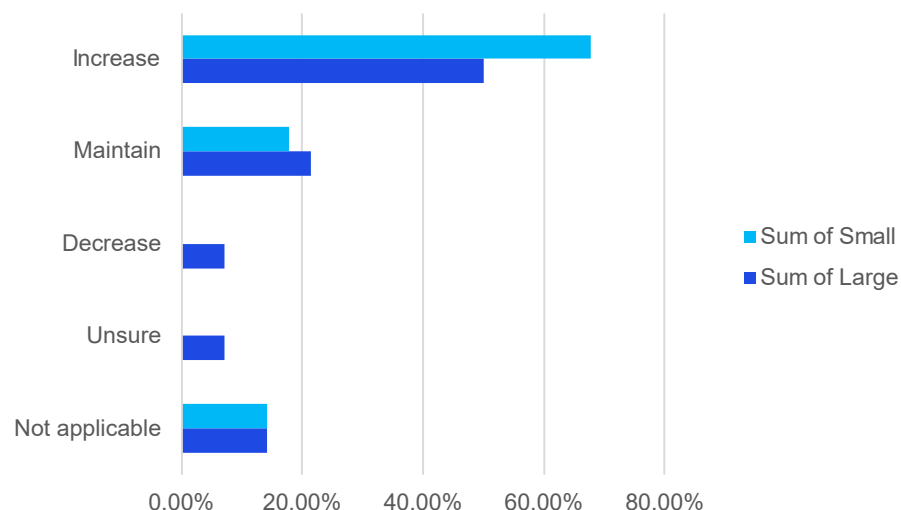
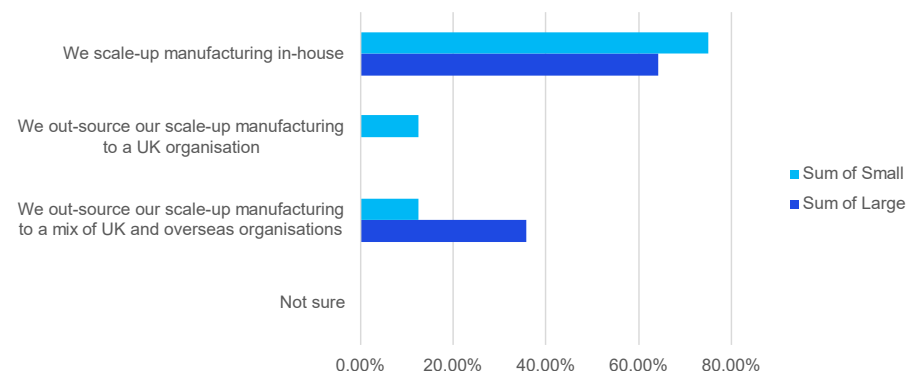


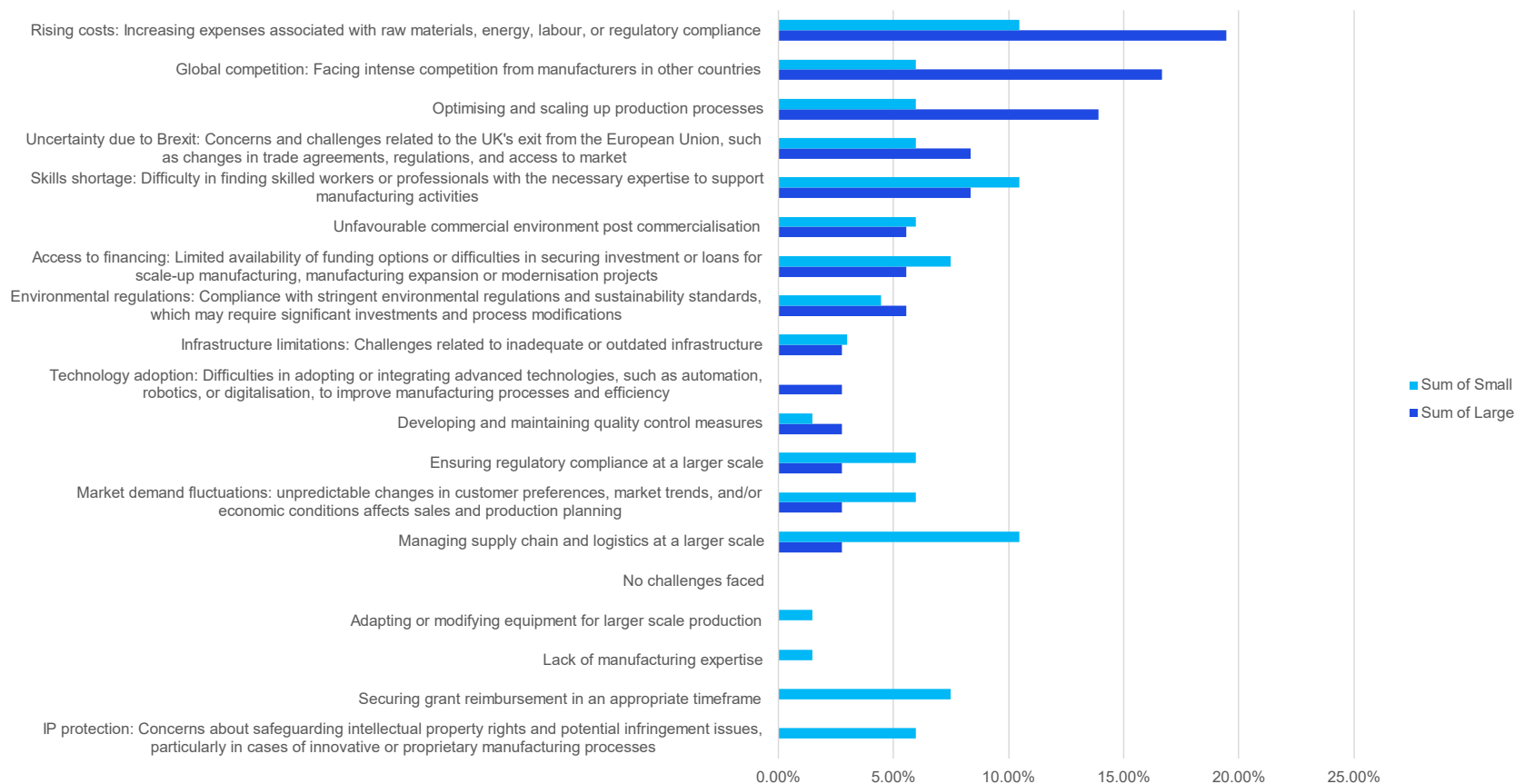
Figure 3.8: How does your organisation scale-up* its manufacturing activity?

* taking a manufacturing process from pilot scale to a scale at which it is commercially feasible



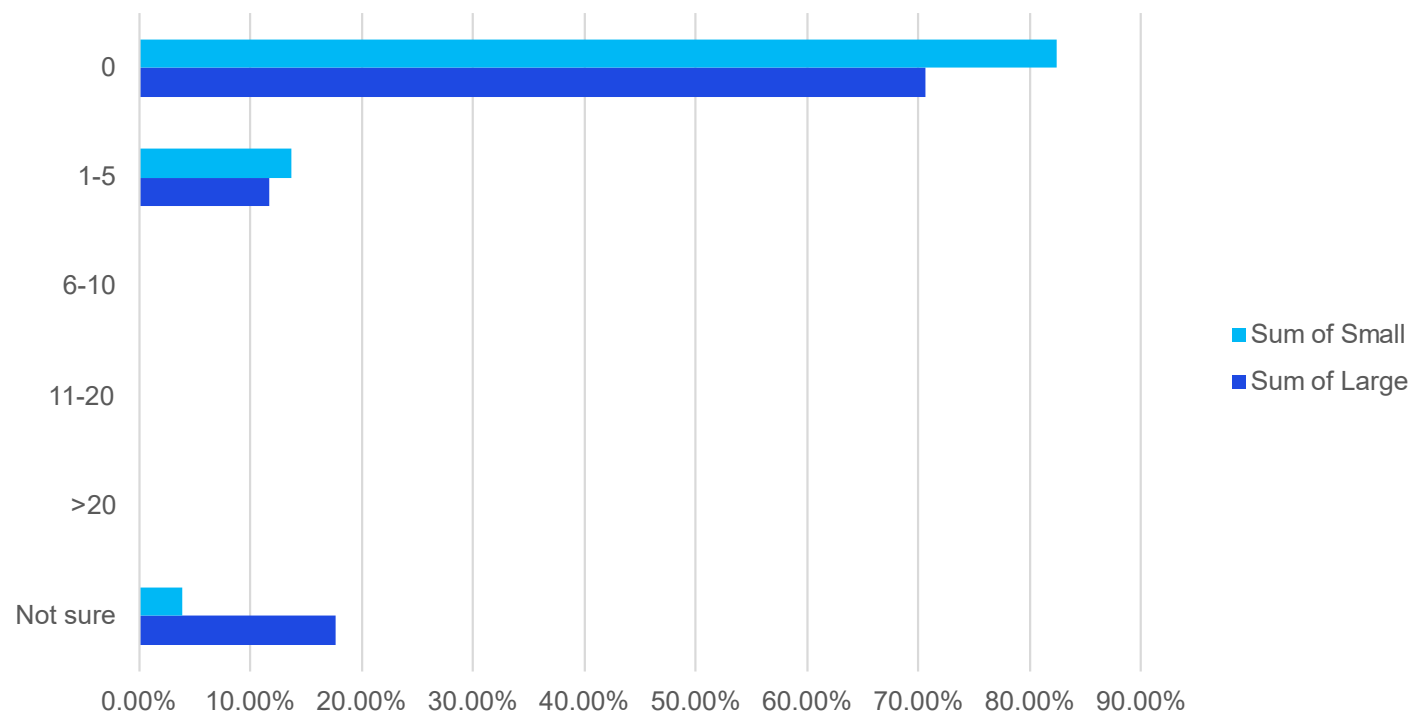
Challenges in scaling-up manufacturing

Figure 3.9: For those that manufacture, what are the top 3 challenges your business faces when scaling up from R&D to production manufacturing specific to HealthTech?



Grant funding for manufacturing / production

Figure 4.7: How many UK-based manufacturing / production grant applications have been submitted in the past 24 months specific to HealthTech?



Reliance on public funding by SMEs

Figure 4.2: Which types of government funding has your UK organisation accessed in the past 24 months, specifically related to R&D and/or manufacturing within HealthTech?

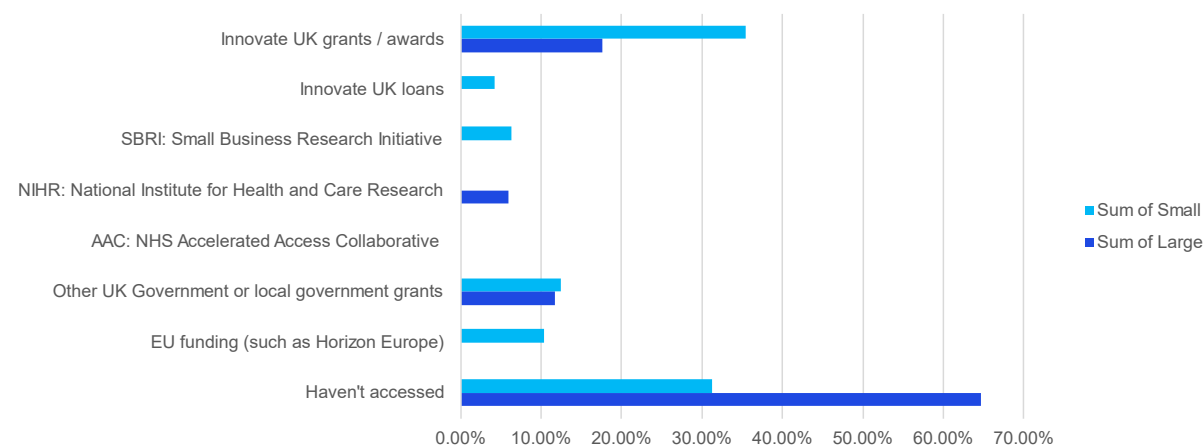
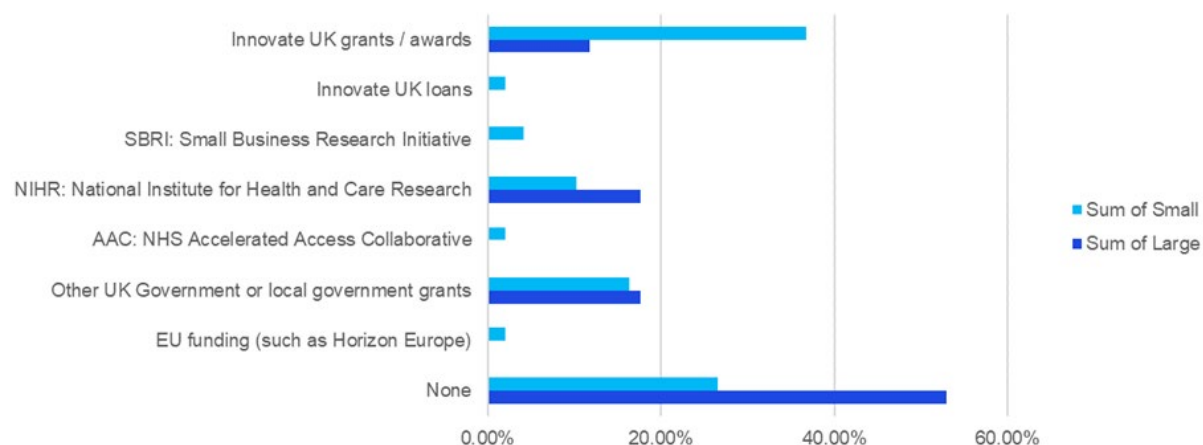
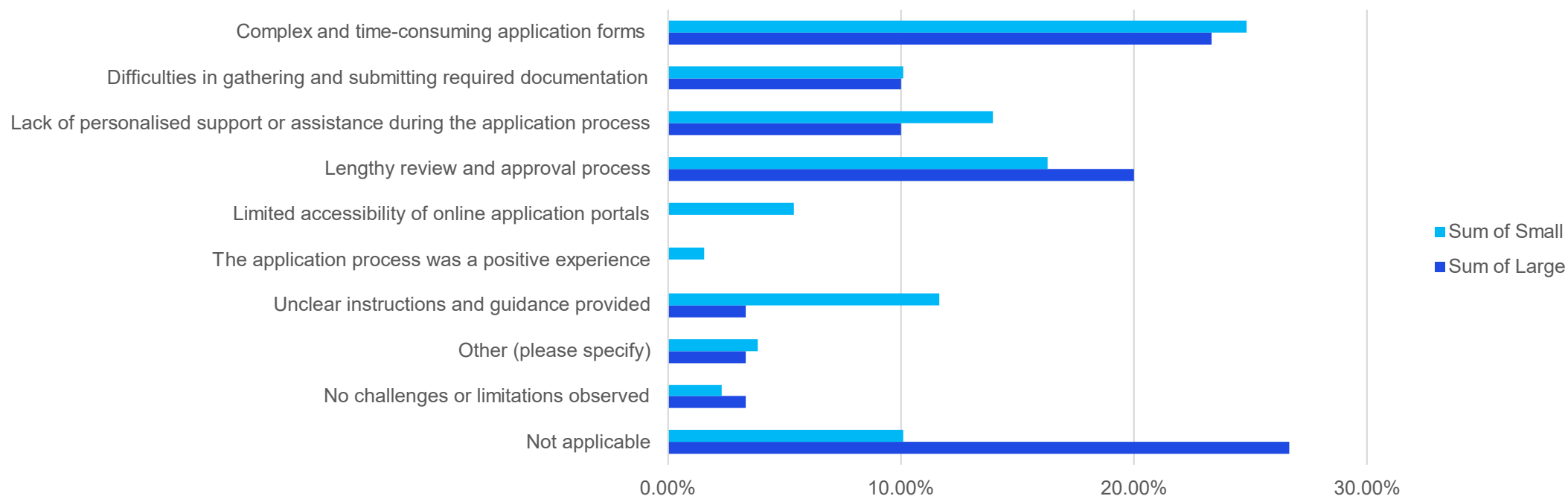


Figure 4.3: Which types of government funding does your UK organisation plan on applying to in the next 24 months (specifically related to R&D and/or manufacturing within HealthTech)?



Challenges of applying for public funding

Figure 4.4: If you have applied for government grants, have you encountered any of the following challenges during the application process?



Private funding for HealthTech

Private sector funding challenges in UK HealthTech

- Lack of private capital leading to acquisition of smaller HealthTech businesses by larger entities.
- Limited private market interest in funding R&D, with concerns over the absence of guaranteed reimbursement for effective and cost-efficient products.

Navigating investment and regulatory environment

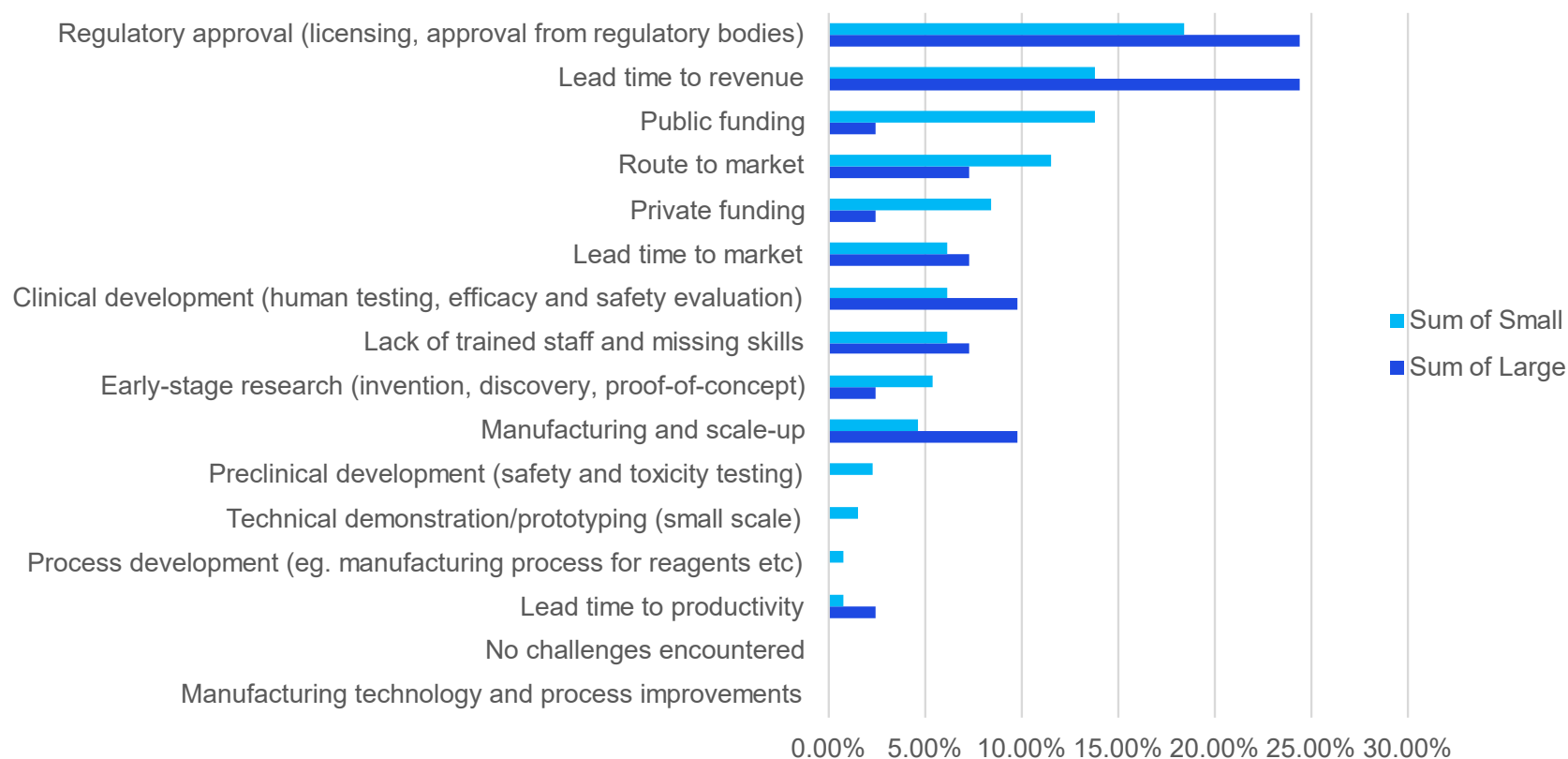
- Difficulties in navigating investment rounds in a challenging global financial climate.
- Importance of a favourable tax, legal, and regulatory framework to sustain the UK's position as a leading investment hub for HealthTech, as underscored by Lord Harrington's Review.

3.4

Barriers to growth

Regulatory approvals present a barrier to innovation

Figure 2.9: What are the top 3 challenges your businesses faces in its R&D activity specific to HealthTech?



NHS procurement policies

Opportunities and challenges with NHS procurement

- The NHS's approach to reducing supplier numbers for cost savings and economies of scale may inhibit innovation and restrict smaller HealthTech businesses' market access

Adopting innovative technologies

- Current focus on short-term cost savings in NHS procurement processes potentially delays the adoption of innovative technologies that promise significant long-term benefits and cost savings

Strategic overhaul for sector development

- Emphasising value-based purchasing and fostering practices that encourage innovation within NHS procurement strategies is crucial for the advancement of the HealthTech sector

Collaboration to address skills shortages

Figure 2.10: Which of the following organisations have you collaborated or partnered with on an R&D project / initiative in the past 2 years?

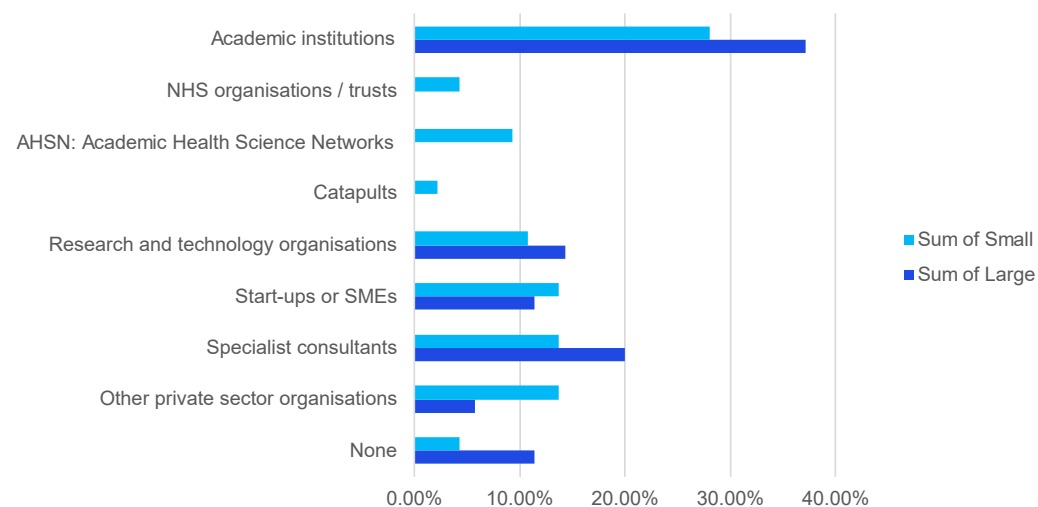
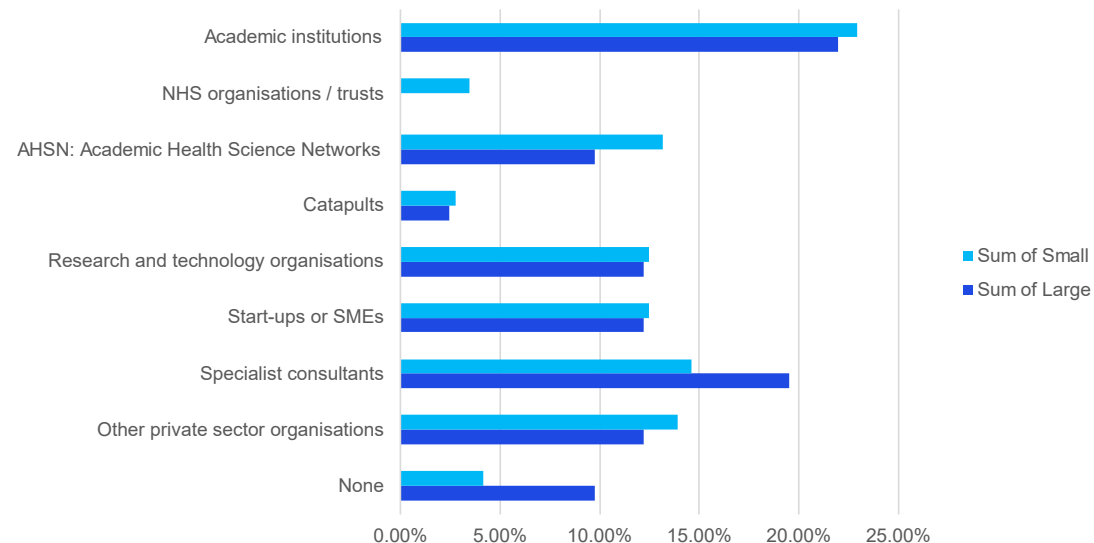


Figure 2.11: Which of the following organisations do you plan on partnering or collaborating with in the next 24 months?



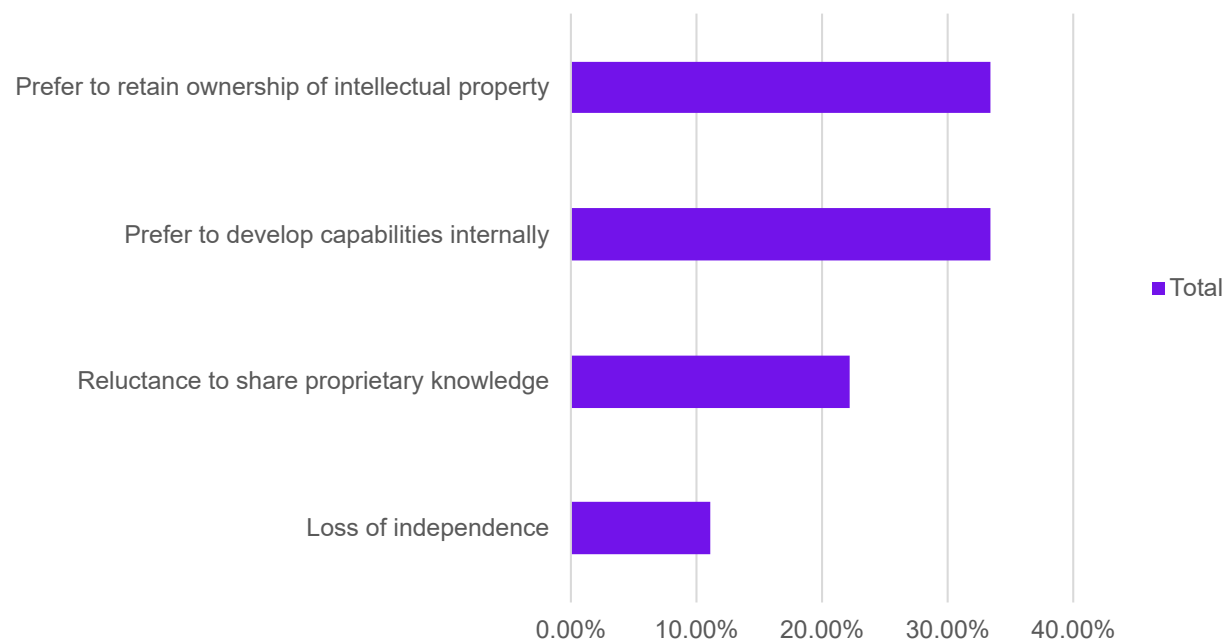
Collaboration to address skills shortages

Figure 2.12: If you have partnered or collaborated (or plan to in the next 24 months) with one or more external organisation(s), select up to top 3 reasons for doing so



Concerns over IP prohibit collaboration

Figure 2.13: If you have not partnered or collaborated (or plan not to in the next 24 months) with any external organisation(s), please explain why?

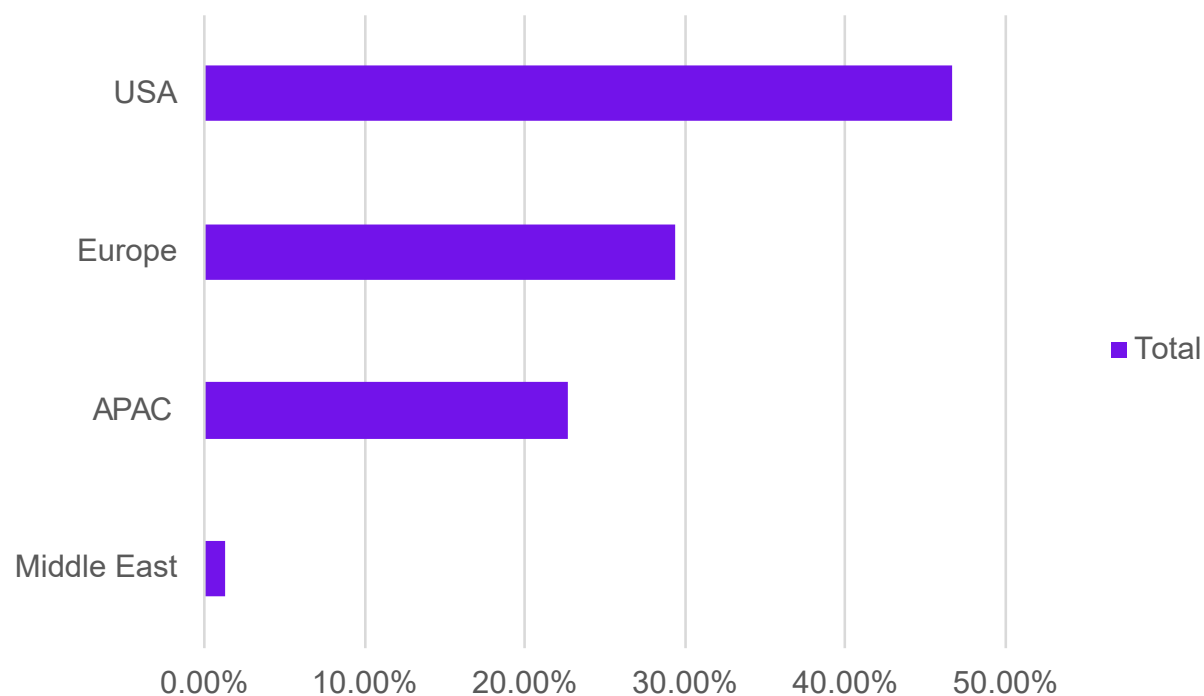


3.5

International benchmarking

International competitiveness

Figure 6.1: Which geography would you describe as the UK's main competitor when for HealthTech R&D / manufacturing organisations?



04

Recommendations

Dan Burton – KPMG

Address how UK-based clinical studies can be accelerated, including funding support for SMEs in this domain

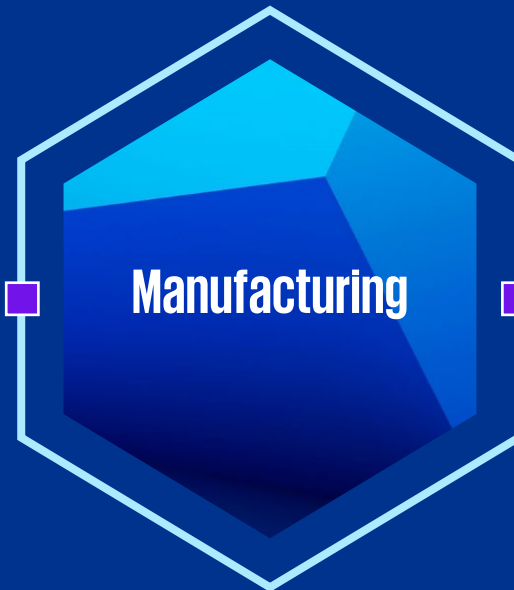
Enhance regulatory pathways



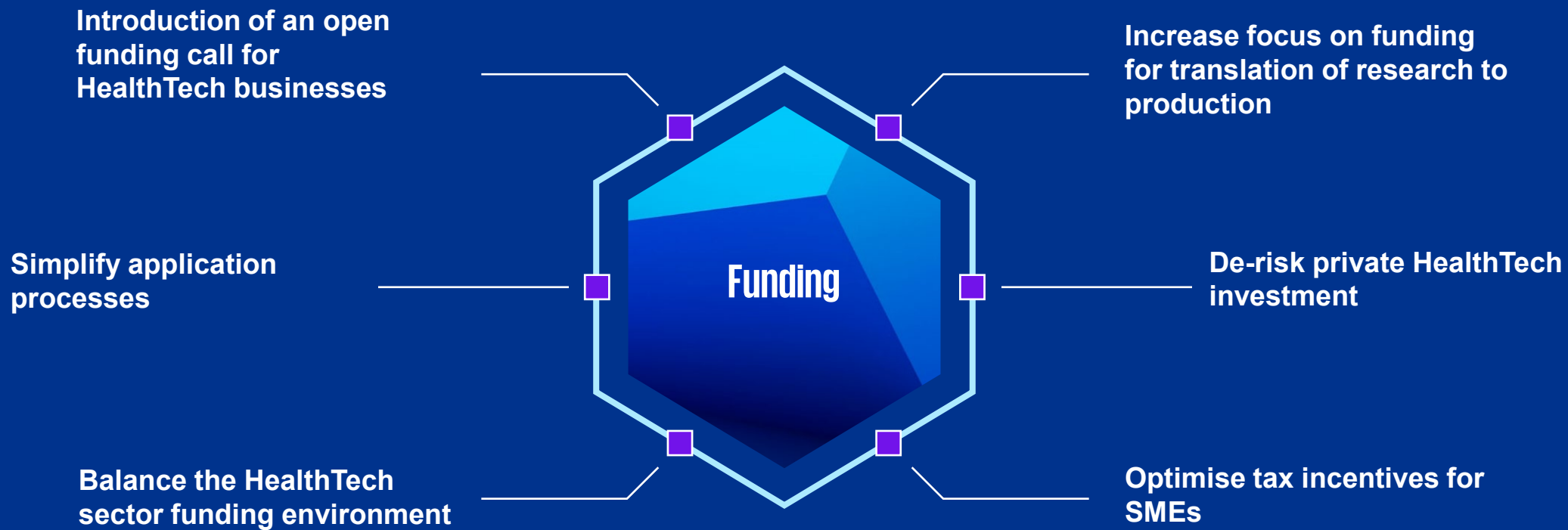
Facilitate clinical testing partnerships

Improve demand signalling for health technologies

**Long-term plan for UK
HealthTech manufacturing**



**Harmonised guidelines for
NHS trusts**



**Access to global markets to
increase exports**

Value-based procurement



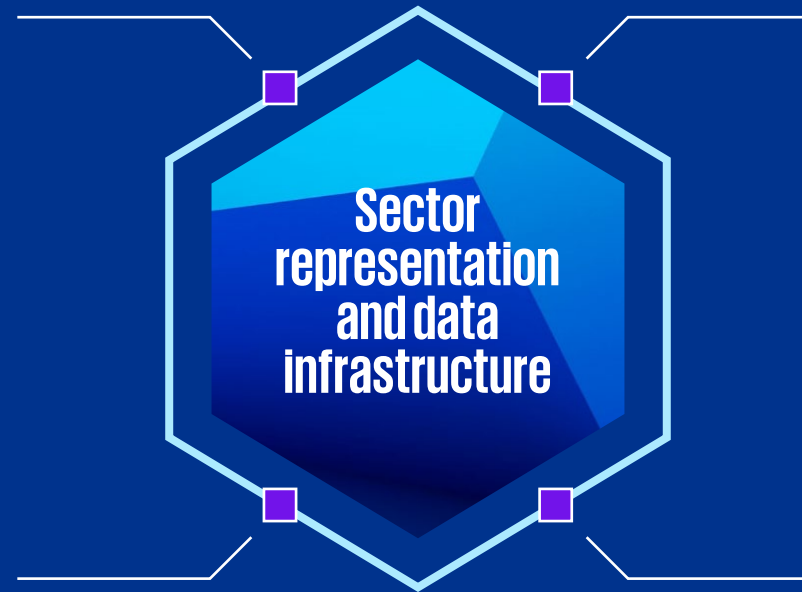
**Generate greater awareness of
Patent Box for wider adoption**

Establish a research and data collection programme

Greater reporting transparency and granularity

Introduction of a Standard Industrial Classification (SIC) code

Geographic data should be collected for both head office location and UK registered address



05

Current funding opportunities

Dan Burton – KPMG

	Tackling Health inequalities	Investor Partnerships in HealthTech	Invention for Innovation (i4i)
Funder	WYCA	Innovate UK	NIHR
Value	£120,000	£1,400,000	£150,000
Deadline	7th May 2025	9th April 2025	None specified
Who can apply	<ul style="list-style-type: none"> • UK-registered SMEs with a substantial operational presence in West Yorkshire. • Includes alternative business models and charities undertaking economic activity. • Single organisations or consortia (must all individually meet eligibility criteria). • Consortium must nominate one organisation as the lead entrant. 	<ul style="list-style-type: none"> • Single applicants only. • UK-registered micro or SME. • Be growing their innovation activities in the health technology cluster in West Yorkshire. • Carry out all its project work in the UK. • Have been invited to apply by an investor from Innovate UK's pool of investor partners. 	<ul style="list-style-type: none"> • Lead must be located in the UK. • SMEs. • NHS organisations (including NHS Trusts and NHS Foundation Trusts), and equivalent UK authorities. • Higher education institutions (including universities and research institutes). • Not-for-profit organisations (including charities and Community Interest Companies).
About	<ul style="list-style-type: none"> • Grants and support to accelerate the development of innovative solutions, products or services that address health inequalities in West Yorkshire communities. • Solutions that tackle issues across different domains, including food, the environment, community engagement and healthcare access 	<ul style="list-style-type: none"> • Grant funding for projects that grow their innovation activities in the health technology cluster in West Yorkshire, alongside private investment from selected investor partners. 	<ul style="list-style-type: none"> • Supports R&D of digital health technologies, medical devices, active implantable devices and in vitro diagnostic devices to a point where they are de-risked for follow-on investment.

	LSIMF: EoI	Health Technology Assessment	Public Health Research
Funder	DSIT	NIHR	NIHR
Value	Discretionary	Discretionary	Discretionary
Deadline	None specified	None specified	None specified
Who can apply	<ul style="list-style-type: none"> • UK registered private sector businesses. • Investing in life sciences manufacturing projects in the UK. • Must be a product developer, contract development manufacturing organisation, or a generics manufacturer. • Primarily a capital investment. • A single company investment • Manufacturing project for: human medicines; medical diagnostics; MedTech products 	<ul style="list-style-type: none"> • Organisations that can carry out high-quality health-related research. • Include >2 partners: industry, academia, and the NHS. • Collaboration with SMEs encouraged. • Charity partnerships are welcome. • Applications are accepted from within the UK. • Can address any health issue or problem. 	<ul style="list-style-type: none"> • Researchers in England, Scotland, Wales and Northern Ireland. • It is expected that applicants will collaborate, where appropriate, with partner organisations, such as local government and voluntary organisations. • Evidence of public involvement will be sought.
About	<ul style="list-style-type: none"> • To increase UK health resilience by strengthening the UK's manufacturing capacity and capability. • To create economic opportunity through investments that will make a substantial contribution to GVA and provide high-wage, high-skilled jobs around the UK. 	<ul style="list-style-type: none"> • Financial assistance to conduct research in the UK that assess the effectiveness of different healthcare treatments and tests for those who plan, provide or receive care from NHS and social care services. 	<ul style="list-style-type: none"> • Funding available to support public health research projects. • Research is funded through two routes: commissioned and researcher-led work streams.

	Canada-UK collaborative R&D	UK Innovation & Science Seed Fund	Innovation Loans Future Economy
Funder	Innovate UK	Midven (Future Planet Capital) / DSIT	Innovate UK
Value	£300,000	£100,000-£500,000 // £1,500,000	£2,000,000
Deadline	16 April 2025	None specified	7 th May 2025
Who can apply	<ul style="list-style-type: none"> • UK and Canadian collaborations only. • UK registered business of any size. • Collaborations must involve at least one grant claiming UK registered SME and one eligible Canadian incorporated, profit orientated SME. • UK lead can be UK registered: <ul style="list-style-type: none"> • Business of any size • Academic institution • Charity • Not for profit • Public sector organisation • Research and technology organisation 	<ul style="list-style-type: none"> • Deep tech companies are the target. This includes start-ups whose business model is based on high tech innovation in engineering, or significant scientific advances. • Must fulfil one of the following: <ul style="list-style-type: none"> • Be based at one a specified research campus. • Be working in a strategic priority area engineering biology. • The innovation is based on IP associated with one of a specified list of partners. 	<ul style="list-style-type: none"> • UK registered SME carrying out a project from or in the UK.
About	<ul style="list-style-type: none"> • Grants to collaborate with Canadian SMEs on joint R&D projects. 	<ul style="list-style-type: none"> • Invest in UK innovators who are facilitating sustainable growth, enhancing the health and security of society and delivering economic gains from the UK's publicly funded research. • UKI2S makes equity and convertible loan investments (cheques £100,000 and £500,000). Follow-on rounds in the best-performing companies, up to £1.5 million. 	<ul style="list-style-type: none"> • UK registered SME businesses can apply for loans for innovative projects with strong commercial potential to significantly improve the UK economy.

06

Open discussion

Defining HealthTech

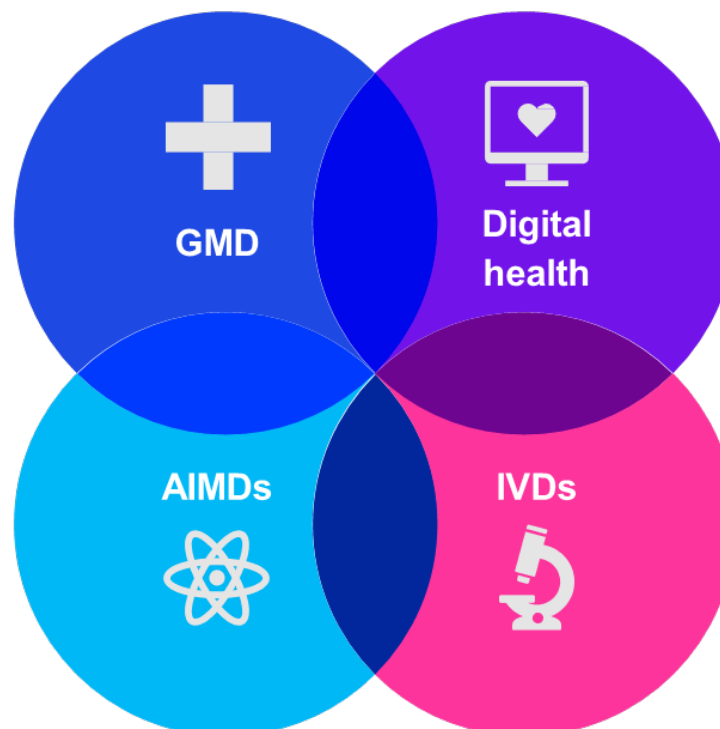
Health technologies or healthtech are broadly categorised as general medical devices (GMD), active implantable medical devices (AIMDs), in vitro diagnostic medical devices (IVDs), and digital health and software

General medical devices

Includes syringes, heart valves, dressings, ECG monitors, surgical robots, CT scanners, and dialysis machines. General medical devices also includes any software used to power them.

Active implantable medical devices

Includes implants such as cardiac pacemakers, nerve stimulators, cochlear implants, and active monitoring devices.



Digital health

Digital health technologies encompass computing platforms, connectivity, software, data analytics and sensors when used to identify and manage health risks, diagnose or manage conditions, track health data, support clinicians in service delivery, or improve the efficiency and effectiveness of health systems. Digital health technologies include categories such as mobile health and apps, health information technology, wearable devices, telehealth and telemedicine, and personalised medicine.

In vitro diagnostic medical devices

IVDs are equipment or systems used in vitro to examine specimens. This includes all instruments, software, reagents and calibrators, such as blood grouping reagents, pregnancy test kits and Hepatitis B test kits.

Note: The report [Medical Technology Strategy](#) defines medical technology industry as a combination of general medical devices, active implantable medical devices (AIMDs), IVDs and digital health and software which we have defined in this report as Healthtech
Source: [Medical Technology Strategy](#), accessed on 10 March 2023

Access the report



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January 2024

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Key findings

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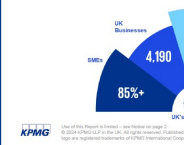
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However, it's essential to recognise that the UK's HealthTech sector extends well beyond the Golden Triangle's borders. The sector exhibits significant diversity and a substantial presence throughout the country. While the South East region leads in employment, turnover, and the number of HealthTech sites, Medium Enterprise (SME) HealthTech businesses are dispersed evenly across various UK regions. Focusing funding and support solely within the Golden Triangle, therefore, risks overlooking a substantial number of businesses that require support.

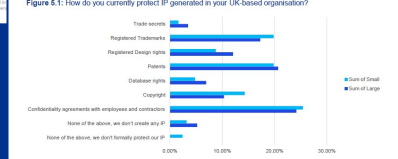


Protecting and commercialising IP

Methods deployed to protect Intellectual Property

The use of Confidentiality Agreements to maintain control of intellectual property generated by respondents is the most utilised form of intellectual property rights protection for UK HealthTech businesses. In terms of registered rights, patents and registered trademarks are used by approximately one-fifth of businesses. Encouragingly, awareness of IP protection issues appears widespread in the UK HealthTech sector given the low proportion of businesses that do not formally protect their intellectual property.

Figure 5.1: How do you currently protect IP generated in your UK-based organisation?



The UK is considered one of the popular regions for filing HealthTech patents. In 2021, the UK accounted for 14.9% of all European HealthTech patent applications. Whilst the UK has seen a declining trend in the number of life sciences patents filed per 1,000 population between 2010 and 2020, the UK has risen to fourth up from sixth compared to other comparators due to a similar declining trend seen in other countries.



Recommendations

By embracing these recommendations, the UK can foster a thriving HealthTech ecosystem that not only spurs innovation but also enhances patient care, secures economic growth, and solidifies its position as a global leader in health technology. With strategic and targeted interventions, including improved data collection and granular reporting, we can maximise the capability and capacity of the sector. This not only bolsters the sector's significance in the UK's long-term prosperity but also ensures a more comprehensive understanding and representation of the HealthTech landscape.

Research and development

- Fostering late-stage HealthTech R&D activity:** the UK's HealthTech sector faces challenges in retaining late-stage research and clinical studies within the country. While the UK effectively supports academic research and early-stage spin-out businesses, it encounters difficulties when R&D progresses into a clinical setting. Many companies tend to move their activities outside the UK due to delays in NHS Trust approvals for clinical studies and high R&D costs. Large companies see potential in the NHS for world-class clinical studies, given its access to diverse patient populations. However, the pressure on NHS Trusts and the slow flow-through rate of clinical studies prompt UK HealthTech businesses to choose overseas locations. To optimise the HealthTech innovation landscape and harness commercial opportunities, it is imperative to address how UK-based clinical studies can be accelerated, including funding support for SMEs in this domain.
- Facilitate clinical testing partnerships:** promote and establish partnerships between industry and prominent clinical settings, such as major hospitals for real-world testing within the UK. For example, additional funding and resources are required to make Academic Health Science Networks (AHSNs) even more proactive in facilitating innovation and collaboration between end-users, healthcare providers, HealthTech businesses, and consumers.

Should consider mechanisms to enhance two critical areas for innovation and streamlining the process for cross-sector collaboration with organisations like National and overseas regulators (such as Food and Drug Administration) for all subsectors of HealthTech, including digital health.

As the conceptualisation of relevant UK technologies and companies for demand signalling. It is particularly market pull technologies without a clear view of the tech professionals have. Without improved demand being allocated to areas that do not maximise value.

There is a need for an extended-term plan to boost the economics of production in the UK and productising skills gaps coupled with improved access to the considered.

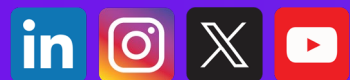
Harmonisation and consistency across healthcare manufacturers. Developing harmonised guidelines for social value definitions across the trusts will make being the likelihood for commercial return.



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