Agenda

• Nexia International
• Member firm benefits

• Services
  • Audit
  • Tax
  • People Development
  • Marketing and Business Development
  • Business Groups
  • Conferences and events

• What do Nexia member firms have to say about Nexia?
Global reach

- 651 offices in 115 countries
- over 2,600 partners
Nexia leadership

• The Board of Directors is responsible for the governance and strategy of the international organisation.
Nexia leadership

Board members

The Board members consist of:

• Markus Emmrich (Ebner Stolz) - Chair
• Larry Chastang (CliftonLarsonAllen) - Deputy Chair
• Bashier Adam (Nexia SAB&T)
• Daniel Abelovich (Abelovich, Polano & Asociados S.R.L.)
• Larry Autrey (Whitley Penn LLP)
• Frank Longobardi (CohnReznick LLP)
• Naoko Enomoto (Gyosei & Co)
• Nick Kelsey (Saffery Champness) - Finance
• Ian Stone (Nexia Court & Co)
• Kevin Stopps (Smith & Williamson).
Nexia leadership

Regional Chairs

The Board includes a Regional Chair for the following regions:

- Europe, Middle East & Africa (EMEA): Bashier Adam (Nexia SAB&T)
- Asia Pacific: Ian Stone (Nexia Court & Co)
- North & Central America: Larry Chastang (CliftonLarsonAllen)

Regional Chair champion the interests of the members firms in their specific regions.
Nexia mission statement

Our mission

• To be a top 10 network of outstanding, innovative, client focused, like-minded firms located in every country across the globe

• Our Members, by working closely together, will be able to service clients locally and internationally based on our quality, technical skills, expertise and innovative tailored solutions.
Nexia mission statement

Our positioning: “Closer to you”

• We understand that the key to Nexia’s success and future development is to remain a close, collegiate group of firms that support each other and their clients in any way we can.

• The core theme of how we work with each other as a global group and service our shared clients is best encapsulated in our new positioning statement namely:

“Closer to you”, which sums up how we want clients and prospective clients to view us.

“When you choose a Nexia firm, you get a more responsive, more personal, partner-led service, across the world.”
Nexia mission statement

Our vision

• Nexia’s “Vision” is to maintain and build on our position and reputation as a leading player in the global market for accountancy services

• By remaining one of the Top 10 global accountancy networks and by pooling our collective resources, we believe we will be able to continue to provide consistently high levels of support to Members, not only in the servicing of their clients on cross-border matters and the winning of new work, but also in the development of our firms and very importantly our people

• To do this, Nexia will need to continue to grow in a measured and managed way, ensuring high levels of service and quality are maintained at all times

• At its core though, this “Vision” and our strategic plan for our future, must embrace the desire to retain the spirit of trust and friendship that exists between Members…as they are the very foundations on which Nexia has been built and those on which we believe will ensure our continued success.
Nexia vision statement

Our values

We believe that our current reputation and our vision for our future in both national and international markets will only be maintained and achieved by embracing our shared commitment to the following common set of values.
Our values

For ourselves

- **Ensuring** we act ethically, professionally and transparently in everything we do with our shared clients and each other
- **Playing** an active and supportive role in our local business and wider communities
- **Managing** our impact on the environment.
Our values

For our members

- **Fostering** a strong collaborative bond between Member firms, their partners and staff at all levels
- **Sharing** ideas and providing advice between fellow Member firms on their experiences relating to best practice, technical resources, training and providing support for shared clients and Nexia as a whole
- **Creating** an international environment where professionals at all levels can interact, develop and flourish, both professionally and personally, for the good of themselves, the Member firms and also the Nexia network as a whole, not only for now but also the “next generation Nexia” beyond the life of this plan.
Our values

For our member firms’ clients

• **Providing** them with access to local specialist advice on a global basis in a consistent and cost-effective manner

• **Ensuring** a consistent and quality of service at all times regardless of geographical location

• **Delivering** tailored solutions to our clients by providing an attentive, proactive and partner-led approach to servicing their needs.
Nexia brand

The strengths, which make the Nexia difference are based on three key brand pillars

Closer to you

Nexia International is a leading, global network of independent accounting and consulting firms. When you choose a Nexia firm, you get a more responsive, more personal, partner-led service, across the world.

- Our enduring relationships
- Being business minded
- Being there for clients (Globally connected)
Nexia brand

The strengths, which make the Nexia difference are based on three key brand values.

1. **We build enduring relationships:** The quality of personal relationships forged between Nexia members and between members and their clients, means that we understand our client’s business and can respond quickly.

2. **We are business minded:** Nexia is a highly active and entrepreneurial network, with members who relate well with SME, owner-managed businesses.

3. **We are globally connected:** Competitors are maneuvering to chase global mandates, whereas Nexia’s firms are focused on supporting local businesses expand into new markets.
These brand values provide the basis for a compelling, differentiated and credible proposition.

Closer to you
Nexia team

Greg Vosper
Committee Support Manager

Dalwinder Patel
Marketing & Business Development Manager

Louise Charie
EMEA Projects & Events Coordinator

Diane Mitchell
Finance Officer
Nexia team

Paloma Dios
Brand & Digital Executive

Annabel Zhu
Member Assistant China & Research Analyst

Ammaarah Hafezi
Communications & Business Development Assistant

Laura Maestro
Membership & Committee Support Assistant
Organisational and financial growth 2016

Confirmed - 2016

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>2016 fee income: US$3.2 bn</td>
<td>+ 4%</td>
</tr>
<tr>
<td>651 offices</td>
<td>+ 15%</td>
</tr>
<tr>
<td>2,607 partners and principals</td>
<td>+ 1%</td>
</tr>
<tr>
<td>28,134 total staff</td>
<td>+ 14%</td>
</tr>
<tr>
<td>117 countries</td>
<td></td>
</tr>
</tbody>
</table>

Nexia International
Nexia facts

Financial performance 2011-2016

<table>
<thead>
<tr>
<th>Year</th>
<th>Financial Performance</th>
</tr>
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<tbody>
<tr>
<td>2011</td>
<td>US$2.3</td>
</tr>
<tr>
<td>2012</td>
<td>US$2.8</td>
</tr>
<tr>
<td>2013</td>
<td>US$2.9</td>
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<td>2014</td>
<td>US$3.1</td>
</tr>
<tr>
<td>2015</td>
<td>US$3.1</td>
</tr>
<tr>
<td>2016</td>
<td>US$3.2</td>
</tr>
</tbody>
</table>
Combined fee income by region 2016

- North & Central America, 52% revenue
- Europe, Middle East & Africa, 37% revenue
- Asia Pacific, 10% revenue
- South America, 1% revenue
## Global ranking

### World fee data 2017

<table>
<thead>
<tr>
<th>Rank</th>
<th>Name</th>
<th>Fee Income ($m)</th>
<th>Growth rate (%)</th>
<th>Staff</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Deloitte (1)</td>
<td>36,800.0</td>
<td>5</td>
<td>244,400</td>
</tr>
<tr>
<td>2</td>
<td>PwC (1)</td>
<td>35,896.0</td>
<td>2</td>
<td>223,468</td>
</tr>
<tr>
<td>3</td>
<td>EY (1)</td>
<td>29,626.0</td>
<td>3</td>
<td>230,800</td>
</tr>
<tr>
<td>4</td>
<td>KPMG (1)</td>
<td>25,420.0</td>
<td>4</td>
<td>188,982</td>
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<tr>
<td>5</td>
<td>BDO (2)</td>
<td>7,601.4</td>
<td>4</td>
<td>67,731</td>
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<tr>
<td>6</td>
<td>RSM (3)</td>
<td>4,865.7</td>
<td>5</td>
<td>41,421</td>
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<tr>
<td>7</td>
<td>Grant Thornton (1)</td>
<td>4,789.2</td>
<td>3</td>
<td>47,004</td>
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<tr>
<td>8</td>
<td>Crowe Horwath International(1)(4)</td>
<td>3,708.3</td>
<td>6</td>
<td>35,327</td>
</tr>
<tr>
<td>9</td>
<td>Baker Tilly International (5)</td>
<td>3,235.2</td>
<td>6</td>
<td>30,490</td>
</tr>
<tr>
<td>10</td>
<td>Nexia International</td>
<td>3,207.5</td>
<td>4</td>
<td>28,134</td>
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<tr>
<td>11</td>
<td>Moore Stephens International(6)</td>
<td>2,742.6</td>
<td>3</td>
<td>27,997</td>
</tr>
<tr>
<td>12</td>
<td>Kreston International (7)</td>
<td>2,105.2</td>
<td>3</td>
<td>23,306</td>
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<tr>
<td>13</td>
<td>HLB International (8)</td>
<td>2,077.5</td>
<td>7</td>
<td>22,328</td>
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<tr>
<td>14</td>
<td>Mazars</td>
<td>1,514.7</td>
<td>6</td>
<td>16,987</td>
</tr>
<tr>
<td>15</td>
<td>PKF International (9)</td>
<td>1,042.0</td>
<td>3</td>
<td>14,509</td>
</tr>
</tbody>
</table>

**Source:**

1. Accounting services are included in Audit and Assurance.
2. FY16 fee data includes $2,059.0m from correspondent and alliance member firms.
3. FY16 fee data includes $1.0bn from correspondent and alliance member firms.
4. FY16 data includes $950m from alliance or correspondent member firms.
5. Baker Tilly International restated their FY15 reported revenues to comply with IAB world survey guidelines. The restatement includes applying average exchange rates, rather than constant exchange rates and including only full member firms that were part of the network at the end of the financial year. FY16 fee data includes $9.6m from alliance member firms.
6. FY16 fee data includes $22.7m from correspondent and alliance member firms.
7. FY16 fee data includes $2.4m from correspondent and alliance member firms.
8. FY16 fee data includes $23m from correspondent and alliance member firms.
9. FY16 fee data includes $12m from correspondent and alliance member firms.
### Nexia facts

#### Regional ranking 2017: Europe

<table>
<thead>
<tr>
<th>Rank</th>
<th>Name</th>
<th>Revenue ($m)</th>
<th>Staff</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>PwC</td>
<td>13,017.0</td>
<td>78,900</td>
</tr>
<tr>
<td>2</td>
<td>Deloitte</td>
<td>11,187.8</td>
<td>74,298</td>
</tr>
<tr>
<td>3</td>
<td>EY (e)</td>
<td>10,694.8</td>
<td>96,867</td>
</tr>
<tr>
<td>4</td>
<td>KPMG</td>
<td>10,314.6</td>
<td>82,734</td>
</tr>
<tr>
<td>5</td>
<td>BDO (1)</td>
<td>2,354.5</td>
<td>20,278</td>
</tr>
<tr>
<td>6</td>
<td>Grant Thornton</td>
<td>1,665.1</td>
<td>14,214</td>
</tr>
<tr>
<td>7</td>
<td><strong>Nexia International</strong></td>
<td><strong>1,124.1</strong></td>
<td><strong>8,941</strong></td>
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<tr>
<td>8</td>
<td>Mazars</td>
<td>1,021.8</td>
<td>8,947</td>
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<tr>
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<td>RSM (2)</td>
<td>997.8</td>
<td>9,256</td>
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<tr>
<td>10</td>
<td>Baker Tilly International (3)</td>
<td>957.3</td>
<td>9,311</td>
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<td>11</td>
<td>HLB International</td>
<td>938.7</td>
<td>8,692</td>
</tr>
<tr>
<td>12</td>
<td>Moore Stephens International</td>
<td>824.2</td>
<td>8,015</td>
</tr>
<tr>
<td>13</td>
<td>Crowe Horwath International</td>
<td>812.7</td>
<td>8,219</td>
</tr>
<tr>
<td>14</td>
<td>Kreston International</td>
<td>612.8</td>
<td>7,448</td>
</tr>
<tr>
<td>15</td>
<td>PKF International</td>
<td>542.0</td>
<td>6,688</td>
</tr>
</tbody>
</table>

**Source:**

(1) Alliance and correspondent member firms may be included.
(2) FY16 data includes $21.6m from correspondent member firms.
(3) Baker Tilly International restated their FY15 reported revenues to comply with IAB world survey guidelines. The restatement includes applying average exchange rates, rather than constant exchange rates and including only full member firms that were part of the network at the end of the financial year.
### Nexia facts

#### Regional ranking 2017: Middle East

<table>
<thead>
<tr>
<th>Rank</th>
<th>Name</th>
<th>Revenue (US $ m)</th>
<th>Staff</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>PwC</td>
<td>642.0</td>
<td>4,037</td>
</tr>
<tr>
<td>2</td>
<td>Deloitte</td>
<td>551.8</td>
<td>3,372</td>
</tr>
<tr>
<td>3</td>
<td>EY</td>
<td>527.5</td>
<td>4,396</td>
</tr>
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<td>4</td>
<td>KPMG</td>
<td>508.7</td>
<td>3,755</td>
</tr>
<tr>
<td>5</td>
<td>BDO (1)</td>
<td>127.3</td>
<td>1,968</td>
</tr>
<tr>
<td>6</td>
<td>Baker Tilly International (2)</td>
<td>66.3</td>
<td>807</td>
</tr>
<tr>
<td>7</td>
<td>Grant Thornton (3)</td>
<td>66.1</td>
<td>1,055</td>
</tr>
<tr>
<td>8</td>
<td>Crowe Horwath International (3)</td>
<td>52.3</td>
<td>1,062</td>
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<tr>
<td>9</td>
<td>RSM(4)</td>
<td>37.6</td>
<td>680</td>
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<tr>
<td>10</td>
<td>SFAI</td>
<td>34.5</td>
<td>341</td>
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<tr>
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<td>Moore Stephens International</td>
<td>31.6</td>
<td>742</td>
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<tr>
<td>12</td>
<td>Nexia International</td>
<td>29.9</td>
<td>554</td>
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<tr>
<td>13</td>
<td>PKF International</td>
<td>29.0</td>
<td>796</td>
</tr>
<tr>
<td>14</td>
<td>Kreston International (5)</td>
<td>25.8</td>
<td>613</td>
</tr>
<tr>
<td>15</td>
<td>UHY International</td>
<td>24.1</td>
<td>458</td>
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</tbody>
</table>

**Source:**

(1) Alliance and correspondent member firms may be included.
(2) Baker Tilly International restated their FY15 reported revenues to comply with IAB world survey guidelines. The restatement includes applying average exchange rates, rather than constant exchange rates and including only full member firms that were part of the network at the end of the financial year.
(3) Accounting services are included in audit and assurance.
(4) FY16 data includes $0.9m from correspondent member firms.
(5) FY16 data includes $0.2m from correspondent member firms.
Nexia facts

Regional ranking 2017: Africa

<table>
<thead>
<tr>
<th>Rank</th>
<th>Name</th>
<th>Revenue (US$m)</th>
<th>Staff</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>PwC</td>
<td>652.0</td>
<td>8,999</td>
</tr>
<tr>
<td>2</td>
<td>Deloitte</td>
<td>560.4</td>
<td>8,904</td>
</tr>
<tr>
<td>3</td>
<td>EY</td>
<td>535.7</td>
<td>11,608</td>
</tr>
<tr>
<td>4</td>
<td>KPMG</td>
<td>516.6</td>
<td>9,914</td>
</tr>
<tr>
<td>5</td>
<td>BDO (1)</td>
<td>102.0</td>
<td>2,297</td>
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<tr>
<td>6</td>
<td>Grant Thornton (2)</td>
<td>100.3</td>
<td>2,466</td>
</tr>
<tr>
<td>7</td>
<td>Mazars</td>
<td>79.3</td>
<td>2,489</td>
</tr>
<tr>
<td>8</td>
<td>SFAI</td>
<td>78.6</td>
<td>1,800</td>
</tr>
<tr>
<td>9</td>
<td>PKF International</td>
<td>49.0</td>
<td>1,916</td>
</tr>
<tr>
<td>10</td>
<td>RSM (3)</td>
<td>40.7</td>
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<tr>
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<td><strong>32.0</strong></td>
<td><strong>1,547</strong></td>
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<tr>
<td>12</td>
<td>Crowe Horwath International (2)</td>
<td>29.2</td>
<td>825</td>
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<tr>
<td>13</td>
<td>Kreston International</td>
<td>27.3</td>
<td>1,091</td>
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<td>14</td>
<td>Moore Stephens International</td>
<td>24.3</td>
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</tr>
<tr>
<td>15</td>
<td>Baker Tilly International (4)</td>
<td>23.9</td>
<td>998</td>
</tr>
</tbody>
</table>

Source:

(1) Alliance and correspondent member firms may be included.
(2) Accounting services are included in audit and assurance.
(3) FY16 data includes $8.7m from correspondent member firms.
(4) Baker Tilly International restated their FY15 reported revenues to comply with IAB world survey guidelines. The restatement includes applying average exchange rates, rather than constant exchange rates and including only full member firms that were part of the network at the end of the financial year.
Nexia facts

Regional ranking 2017: Latin America

<table>
<thead>
<tr>
<th>Rank</th>
<th>Name</th>
<th>Fee Income (US $ m)</th>
<th>Staff</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>PwC</td>
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<td>EY</td>
<td>490.0</td>
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<td>3</td>
<td>KPMG</td>
<td>356.5</td>
<td>14,111</td>
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<tr>
<td>4</td>
<td>Deloitte</td>
<td>149.5</td>
<td>19,905</td>
</tr>
<tr>
<td>5</td>
<td>BDO (1)</td>
<td>214.4</td>
<td>5,083</td>
</tr>
<tr>
<td>6</td>
<td>UC &amp; CS America (2)</td>
<td>180.5</td>
<td>2,119</td>
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<tr>
<td>7</td>
<td>Grant Thornton (2)</td>
<td>162.1</td>
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<td>RSM (3)</td>
<td>119.7</td>
<td>2,595</td>
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<td>9</td>
<td>Baker Tilly International (4)</td>
<td>110.1</td>
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<td>110.1</td>
<td>3,430</td>
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<td>SFAI</td>
<td>96.3</td>
<td>2,070</td>
</tr>
<tr>
<td>12</td>
<td>SMS Lationamerica</td>
<td>73.7</td>
<td>2,090</td>
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<td>Moore Stephens International</td>
<td>62.5</td>
<td>2,710</td>
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<td><strong>48.1</strong></td>
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</tr>
<tr>
<td>15</td>
<td>HLB International</td>
<td>48.0</td>
<td>1,314</td>
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</table>

Source:

(1) Alliance and correspondent member firms may be included.
(2) Accounting services are included in audit and assurance.
(3) FY16 data includes $10.1m from correspondent member firms.
(4) Baker Tilly International restated their FY15 reported revenues to comply with IAB world survey guidelines. The restatement includes applying average exchange rates, rather than constant exchange rates and including only full member firms that were part of the network at the end of the financial year.
Nexia facts

Regional ranking 2017: North America

<table>
<thead>
<tr>
<th>Rank</th>
<th>Name</th>
<th>Revenue ($m)</th>
<th>Staff</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Deloitte</td>
<td>19,150.5</td>
<td>88,037</td>
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<td>49,610</td>
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<td>KPMG</td>
<td>10,436.3</td>
<td>40,000</td>
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<td>BDO (1)</td>
<td>3,697.7</td>
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<td>3,052.4</td>
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<td>7</td>
<td>Grant Thornton</td>
<td>2,099.2</td>
<td>12,540</td>
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<td>Crowe Horwath International</td>
<td>1,789.8</td>
<td>8,673</td>
</tr>
<tr>
<td>9</td>
<td><strong>Nexia International</strong></td>
<td><strong>1,655.0</strong></td>
<td><strong>9,813</strong></td>
</tr>
<tr>
<td>10</td>
<td>Baker Tilly International (2)</td>
<td>1,460.7</td>
<td>8,006</td>
</tr>
<tr>
<td>11</td>
<td>Moore Stephens International</td>
<td>1,262.0</td>
<td>6,347</td>
</tr>
<tr>
<td>12</td>
<td>Kreston International (3)</td>
<td>912.6</td>
<td>3,982</td>
</tr>
<tr>
<td>13</td>
<td>HLB International</td>
<td>629.2</td>
<td>3,239</td>
</tr>
<tr>
<td>14</td>
<td>PKF International</td>
<td>238</td>
<td>1,366</td>
</tr>
<tr>
<td>15</td>
<td>ECOVIS International</td>
<td>200.9</td>
<td>642</td>
</tr>
</tbody>
</table>

Source:

(1) Alliance and correspondent member firms may be included.
(2) Baker Tilly International restated their FY15 reported revenues to comply with IAB world survey guidelines. The restatement includes applying average exchange rates, rather than constant exchange rates and including only full member firms that were part of the network at the end of the financial year.
(3) Kreston International FY16 data include $2.9m from correspondent and alliance members.
### Nexia facts

#### Regional ranking 2017: Asia Pacific

<table>
<thead>
<tr>
<th>Rank</th>
<th>Name</th>
<th>Fee Income ($ m)</th>
<th>Staff</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>PwC</td>
<td>5,843.0</td>
<td>60,649</td>
</tr>
<tr>
<td>2</td>
<td>Deloitte</td>
<td>5,200.0</td>
<td>49,925</td>
</tr>
<tr>
<td>3</td>
<td>KPMG</td>
<td>4,060.0</td>
<td>38,467</td>
</tr>
<tr>
<td>4</td>
<td>EY (1)</td>
<td>3,239.0</td>
<td>40,491</td>
</tr>
<tr>
<td>5</td>
<td>BDO (2)</td>
<td>1,105.5</td>
<td>15,623</td>
</tr>
<tr>
<td>6</td>
<td>Crowe Horwath International (3)</td>
<td>914.2</td>
<td>13,118</td>
</tr>
<tr>
<td>7</td>
<td>Grant Thornton (3)</td>
<td>696.4</td>
<td>12,738</td>
</tr>
<tr>
<td>8</td>
<td>RSM (4)</td>
<td>617.4</td>
<td>12,207</td>
</tr>
<tr>
<td>9</td>
<td>Baker Tilly International (5)</td>
<td>607.2</td>
<td>8,953</td>
</tr>
<tr>
<td>10</td>
<td>Moore Stephens International</td>
<td>514.9</td>
<td>8,994</td>
</tr>
<tr>
<td>11</td>
<td>Kreston International</td>
<td>480.7</td>
<td>8,446</td>
</tr>
<tr>
<td>12</td>
<td>HLB International</td>
<td>395.5</td>
<td>7,769</td>
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<tr>
<td>13</td>
<td>Pan-China International</td>
<td>357.2</td>
<td>5,251</td>
</tr>
<tr>
<td><strong>14</strong></td>
<td><strong>Nexia International</strong></td>
<td><strong>318.4</strong></td>
<td><strong>5,941</strong></td>
</tr>
<tr>
<td>15</td>
<td>ShineWing International</td>
<td>296.2</td>
<td>6,139</td>
</tr>
</tbody>
</table>

**Source:**


(1) EY data does not include India.
(2) Alliance and correspondent member firms may be included.
(3) Accounting services are included in audit and assurance.
(4) FY16 data includes $2.5m from correspondent member firms.
(5) Baker Tilly International restated their FY15 revenues to comply with IAB world survey guidelines. The restatement includes applying average exchange rates, rather than constant exchange rates and including only full member firms that were part of the network at the end of the financial year.
Our world in numbers

- 2650
- 343 offices in Europe, Middle East and Africa
- 953 partners North and Central America
- 168 offices in North and Central America
- 1170 partners Europe, Middle East and Africa
- 34 offices in South America
- 65 partners South America
- Over 28,000 people
- Over 115 countries
- 106 offices in Asia Pacific
- 419 partners Asia Pacific
- 106 committees and special interest groups
- 1:10 partner to staff ratio

Nexia International

Nexia International is a leading, global network of independent accounting and consulting firms. When you choose a Nexia firm, you get a more responsive, more personal, partner-led service, across the world.

Awards and credentials

- International Accounting Bulletin Survey 2017
- Rising Star Network Award at the ICAEW Awards 2017
- US$3.2 billion Fee income for 2016
- 651 offices globally

Service lines

- Accountancy services
- Audit and assurance
- Tax services
- Management consultancy
- Corporate finance
- Litigation support
- Corporate recovery/insolvency
Member firm benefits
Member firm benefits

• assist member firms
• provide access to global expertise
• provide referral opportunities
• help improve quality of service
• access to technical expertise
• deliver training
• provide networking opportunities.
Services

• Audit
• Tax
• People Development
• Conferences and events
• Marketing and Business Development
• Committees and Business Groups.
Services

Audit

Audit Director: Mohammed Yaqoob (myaqoob@nexia.com)

Responsible for:

• Quality Control Reviews (QCRs)
• annual audit forums
• representation on:

• the IFAC Forum of Firms (FoFs) (including membership of the Transactional Auditors Committee (TAC))
• the European Group of International Accounting Networks and Associations (EGIAN)
• producing procedures and guidance
Services

Audit

• development of tools, such as the:
  • IFRS Knowledge Management App
  • IFRS help desk
  • Nexia Independence Monitoring tool (NIMo)
  • IFRS Link quarterly publication

• provide technical support to the Audit committee.
Services: Audit

Audit tools - IFRS Knowledge Management App

Provides an invaluable set of IFRS tools and learning/information resources direct to your desktop

- Access to:
  - IFRS and IASB updates
  - online videos
  - Webinars
  - dynamic e-learning
  - online tools.
Services: Audit

Audit tools - IFRS help desk

Provides members with a “one-stop shop” advice centre

• expert support on IFRS accounting issues
• tailored to members specific requirements. Advice provided from an international team of Nexia IFRS specialists.
Services: Audit

Audit tools - NI Mo

- The purpose of NI Mo is to enable the network to comply with the independence requirements of the IESBA Code of Ethics
- Member firms are required to visit the NI Mo webpage at least every 3 months.
Services: Audit

Audit tools - IFRS Link

• Technical newsletter targeted at auditors/accountants
• Provides updates and information relating to new standards and IFRS.
Services: Audit

Audit Committee

Responsible for:

• developing, enhancing and monitoring the standards of audit and related assurance services offered by members
• developing specific tools to raise the auditing and technical standards of referred work across the network
• providing guidance to members on emerging issues.
Services

Tax

Committee Support Manager: Greg Vosper (greg.vosper@nexia.com)
Responsible for:
• Implementing Nexia tax strategy
• Delivering technical and service quality standards throughout the network
• Facilitating the sharing of technical knowledge and expertise and best practice across the network.
Services: Tax

Tax tools - Tax Academy

Responsible for

• networking and sharing of technical knowledge, expertise and best practice
• 20 tax conferences, meetings and courses run in 2016. There are 20+ planned for 2017
• over 100 tax articles/papers produced in 2016
• 102 country Tax Handbook, online and hard copy published in 2017
• contacts and guidance provided on internal website
• participate in Nexia webinar series.
Services: Tax

Tax tools - Tax Academy

- Residential course in the International Tax Centre in Leiden, Netherlands
- Using Nexia and ITC specialists
- Courses on both basic principles and advanced topics in international tax
- Networking and building internal resource for members.
Services: Tax

Tax tools - Publications

Other tax publications include:

• Business Group newsletters
• Technical guides

Tax Link provides updates and information on tax-related issues

The International Tax Handbook: information on tax rules and regulations

European Holding Company Analysis

Global Real Estate
Services

People Development

International People Development Committee Chair: Mike Bishop (mike.bishop@nexia.com)

Responsible for:

• developing technical and ‘soft skills’ training
• providing member firms with guidance to ensure continuous improvement for the firm and the staff
• building young leaders’ understanding of the Nexia network and its extensive reach
• providing opportunities for learning and development activities
• developing deeper relationships between member firms through secondments
• considering all methods of training delivery, including classroom-based and ‘e-learning’, to ensure training solutions are focused and cost effective for members.
**Services: People Development**

**Training**

**Training offering:**
- **global soft skills training programmes at three levels:**
  - Managers and Future Leaders
  - Moving into Leadership
  - Partners course
- **technical skills training, including:**
  - IFRS help desk
  - IFRS webinars and e-learning
  - ISA webinars
  - ISA eLearning – BEAN audit software.
Services: People Development

Tools and guidance

Performance and development tools
• Performance and Development Framework
• job assessment forms
• appraisal and development form
• recruitment questions

Secondments
• secondments guidelines
• secondment evaluation form for secondees
• secondment evaluation form for host organisations
• secondment case study template.
Services: People Development

Performance and Development Framework

• Sets out the skills and behaviours that professionals need to demonstrate in order to ensure excellence
• Looks at attributes across a number of experience levels
• Focuses on the core skills and behaviours across eight key areas
• Spanish version coming soon.
Services: People Development

People Development video

You can use the video to:

• promote your Nexia membership at induction events
• encourage participation in the Nexia training courses and use them as a recruitment and retention tool
• show how the training courses and secondment opportunities have benefitted other member firms
• communicate who Nexia is and what benefits are received as a result of membership.
Services

Marketing and Business Development

Marketing and Business Development Manager: Dalwinder Patel (dalwinder.patel@nexia.com)

Responsible for:
- supporting the International Marketing and Business Development (IMBD) committee
- development of the Nexia brand
- assisting member firms in international opportunities
- promotion of the Nexia brand and member firms through marketing and PR activities
- developing best practice guidance and templates.
Services
Marketing and Business Development Committee

Achieve two key objectives:
• assist member firms in winning international business
• increase Nexia’s visibility and profile.

Produce tools, guidance and initiatives to support the above objectives.
Services: Marketing and Business Development

Brand

The following are also available:

- Membership logos
- Member firm logos (on request)
- brand templates (stationery and newsletter)
Services: Marketing and Business Development

Publications

Nexia Connect - internal e-newsletter
• updates from Nexia International
• news from member firms from around the world.

Global Insight - external e-newsletter
• communicate trends/issues effecting all firms at a global level and taking place in individual countries.

Thought leadership - external publications
• led by service line specialists or Business Groups to demonstrate member firm expertise
• covers topical issues/trends affecting member firms and their clients
• based on a survey or commentary from member firms.
Services: Marketing and Business Development

Tools

The following are available:

• Proposal guidance
• Firm fact sheets
• Proposal template, which includes:
  • CV template
  • Client case study template
  • Firm profile template
Services: Marketing and Business Development

Tools

CrossBorder database
- An online tool designed to encourage cross border referrals between member firms
- Help member firms within the network to identify potential clients.
Services: Marketing and Business Development

Digital

Nexia website: nexia.com
• find a member through locations
• press releases
• Insight publications and newsletters.

Members area of the Nexia website
• access to tools and guidance from different service lines
• events calendar
• Nexia alerts
• People Finder functionality.
Services: Marketing and Business Development

Digital

Multi-function directory app
• enables member firms to search for other member firm contacts.

Nexia webinar series
• range of topics including business development, people development, tax and audit.
Services: Marketing and Business Development

Social Media

Nexia has presence on:

LinkedIn Group page: Nexia International
LinkedIn Company page: Nexia International
Nexia International’s Twitter handle: @Nexia_Intnl
Nexia International Youtube channel: TheNexiaChannel

Availability of social media guidance for member firms.
Services

Business Groups (BG)

Committees and BG exist to:
• identify local and global expertise across the network
• promote effective knowledge sharing and best practice
• map standards across jurisdictions and benchmarking.

Can assist member firms in a number of ways, including:
• developing common methodologies
• sharing best practice and producing toolkits
• delivering specialist training for members
• producing thought leadership
• capitalising on networking opportunities.
Services: Business Groups (BG)

Oversight body: International Business Advisory Committee (IBAC)
• Business Expansion & Financial Outsourcing - Manoj Gidwani
• Governance, Risk & Compliance Services - Ingo Köhne
• Transaction Services - Craig Arends
• Turnaround, Reconstruction & Insolvency - Greg Palfrey
• Valuations Group - Andreas Blum.

Oversight body: Tax Committee
• Global Mobility Tax Services - Sten Günsel
• Indirect Taxes - John Voyez
• Legal Services Group - Beatrice Onica Jarka
• Transfer Pricing - Rajesh Sharma
• Private Wealth - Mike Beattie/ John Pridnia
• Real Estate - Henning-Günther Wind.

Oversight body: Audit Committee
• IFRS – Kjeld Verhoeven.
Services

Conferences and Events

• Annual conference for the entire network
• Annual regional conferences in the EMEA, N&CA, APAC and SA regions
• Tax conference and other tax group meetings.
Services: Conferences and Events

Benefits:
• help firms network
• relationship building
• provide training and workshops
• share knowledge.

Highlights
• worldwide renowned speakers
• Nexia business updates
• success stories
• market updates
• marketing and brand workshops
• client panel sessions
• evening events
• delegate programmes.
What do Nexia member firms have to say about Nexia?
Quotes from members

Rolf Verdaasdonk, Audit Partner, VAAS Chartered Accountants Inc., Curacao

“VAAS Accountants is pleased to join Nexia and be part of this top ten network. We look forward to sharing knowledge and insight with experts around the world, and embracing opportunities to enhance and widen the scope of our firm.”
Quotes from members

Catherine Alton, Senior Audit Associate, Smith & Williamson, UK, Secondee in July 2015

“Nexia has enabled me to not only increase my range of skills, but also to learn how different cultures operate, which I think is already important, but I believe this is increasingly important due to the ever increasing trade worldwide. For example, I have learnt to always receive a business card from a Chinese person with two hands, instead of one.”
Quotes from members

Ian Dent, Managing Partner, IDIAA, Somalia

“Now with the establishment of an office in Somalia, we wish to grow and develop our business together with the support of Nexia. We look forward to continued collaboration with our international colleagues in Nexia.”
Quotes from members

Laurence W. Zeifman, Partner, Zeifmans LLP, Canada

Being a part of Nexia has allowed us to retain and attract clients, who operate internationally. Being part of a strong, international network, like Nexia, is crucial for our firm.”