

# Working closely together around the world



“The enduring relationships we have with our clients, our teams and each member throughout our global network is a core value of Nexia and a hall mark of Nexia’s success.”

Ian Stone  
Director, Nexia Australia - Sydney  
Chair, Nexia International

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# Welcome to Nexia



Welcome to Nexia International. I am delighted that we have risen one place since last year to become the eighth largest global network of independent accounting and consulting firms. In 2020, Nexia’s total fee income was USD4.5bn across the network - an increase of 5% on 2019.

This brochure provides an overview of our network and the range of services offered by Nexia International member firms, including audit, accounting, tax and advisory services.

It includes several case studies that showcase how Nexia member firms’ innovative and collaborative approach is helping their clients to succeed.

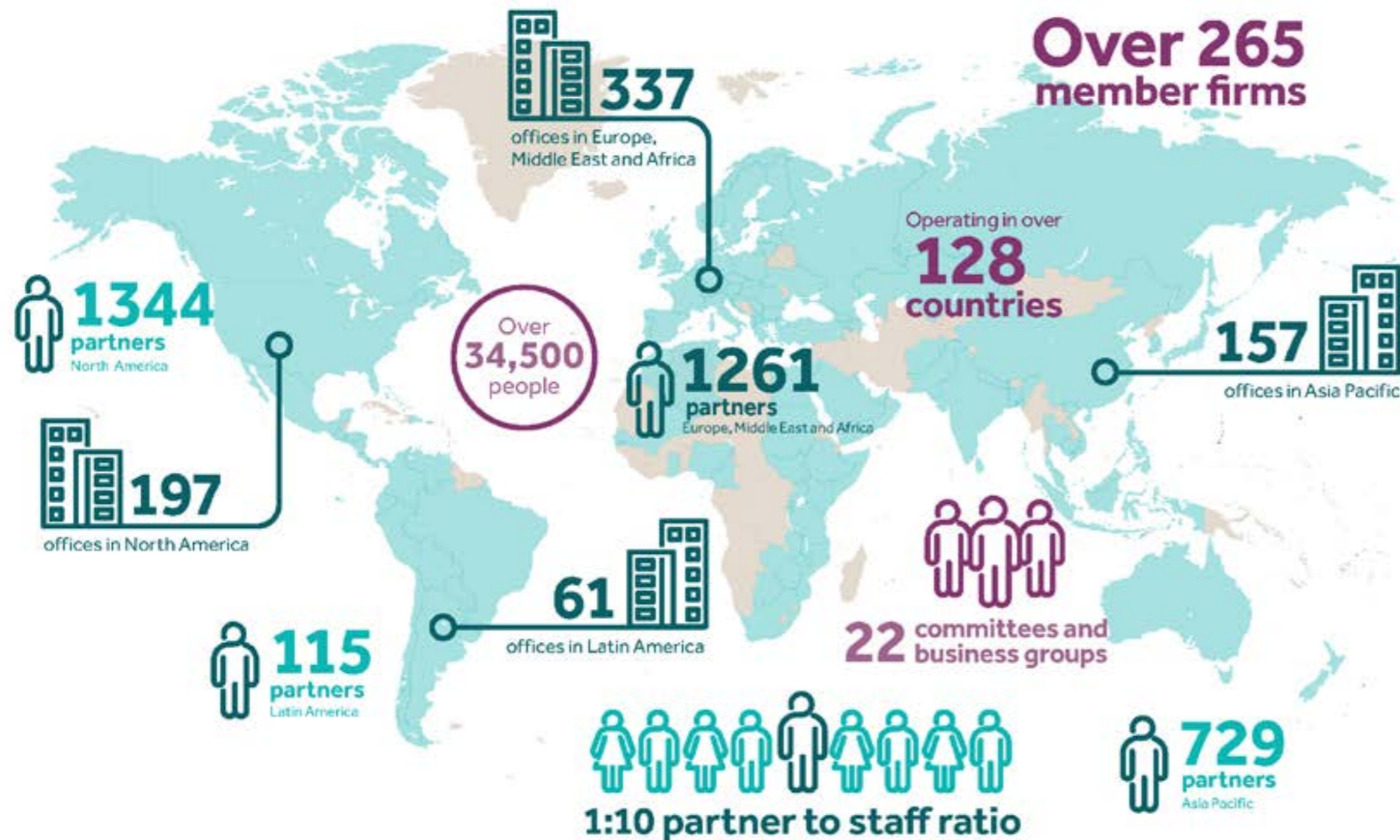
On the following pages we also explain more about Nexia International - who we are, what we do, where we work and the benefits we offer our members and their clients.

I, and the Nexia International team, look forward to working ‘Closer to you’.

Kevin Arnold  
CEO, Nexia International



# Our world in numbers



## 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 2021



Over 34,500 people helping your business to grow



Fee income for 2020



A global network that is where you want us to be

## Service lines

Advisory  
Audit  
Tax



# We are Nexia International

Today we are the eighth largest global network of independent accounting and consulting firms. Our members deliver an extensive portfolio of audit, accountancy, tax and advisory services.





# Closer to you



Enduring relationships



Business minded



Globally connected

Nexia International works with its member firms leveraging strength across the network and enabling the delivery of global solutions by member firms to clients.

Nexia was established over 25 years ago. Our continued success is thanks to what lies at the heart of our business: international knowledge, proven experience and enduring relationships. This is reflected in our promise, 'Closer to you'. When you choose a Nexia member firm, you get a more responsive, more personal, partner-led service wherever you are in the world.

Our values define what we stand for:

- **We build enduring relationships**  
Our strength comes from the quality of personal relationships forged between members and members with their clients. This ensures greater trust, responsiveness and more effective delivery. Member firms communicate openly and clearly, which means there are no surprises when you work with a Nexia member firm. You are always supported by the right team with an experienced partner on every assignment, who is available for you. This helps members to think beyond the current assignment and invest in building long-term relationships.
- **We are business-minded**  
Our member firms are characterised by people who have an entrepreneurial spirit and who can relate closely to the small and medium sized enterprises and owner-managed businesses they serve. Our member firms think like business people, acting with a sense of purpose and bringing ideas to help their clients to develop and grow. They spend time listening so that they know you and are able to provide tailored advice, based on their deep understanding.
- **We are globally connected**  
Our member firms are internationally minded, focused on supporting local companies as they grow and help their clients to venture confidently into new international markets. They will connect you with the right people and deliver local accounting, tax, economic and market knowledge around the world.

# Commitment to quality

Our member firms share common values, which enable them to provide tailored solutions and high-quality advice across a wide portfolio of services.

Quality is embedded in everything we do at Nexia, from members developing valuable relationships with each other and their clients to the delivery of quality services by member firms across the world.

## **Recruitment of quality firms**

Before being admitted to the network all applicant firms are subject to an in-depth due diligence process which includes a review of procedures and completed engagements. Firms are then subject to an ongoing quality management process.

## **Network-wide audit quality**

Nexia's approach to network wide audit quality is based on members providing audit services to the highest standard with a minimum expectation of compliance with the International Standards on Auditing and the IESBA Code of Ethics.

Furthermore, the Nexia Independence Monitoring tool (NIMO) supports member firms in complying with the independence requirements of the IESBA Code of Ethics.

## **Nexia's common global audit methodology; Nexia Advance**

Nexia provides members with the option of adopting its cloud-based common global audit methodology. Nexia Advance is compliant with the International Standards of Auditing and is designed to ensure that audits are conducted in a consistent and efficient way, taking account of international standards and the latest best practice.

## **Committees and business groups**

Individuals across member firms can participate in over 20 committees and business groups, designed to help improve the quality of services to clients.

The committees and business groups do this through sharing local and global expertise, knowledge and best practices, developing guidance and templates to enable benchmarking and setting standards across jurisdictions as well as producing common methodologies and delivering specialist training.







# Governance and management

## Nexia International

Nexia International is a leading, global network of independent accounting and consulting firms, providing a comprehensive portfolio of audit, accountancy, tax, and advisory services.

Nexia International Limited coordinates the Nexia International network. It does not provide services to clients.

Nexia International is governed by a Council in which all member firms are represented. The Council elects the Nexia Board of Directors and approves the annual budget.

## Nexia International's leadership teams are:

### Nexia International Board Chair

Nexia's Board Chair is Ian Stone. Ian also maintains a large client base in his practice in the Nexia Australia's Sydney office. Ian held the position of Chair at Nexia Australia for 11 years, stepping down in 2020, which has over 550 employees throughout Australia. He joined Nexia's International Board in November 2011 and has also held the position of Regional Chair of the Asia Pacific region.

## Nexia International Board of Directors

- Daniel Abelovich, Abelovich, Polano & Asociados, S.R.L. (Argentina).
- Bashier Adam, Nexia SAB&T (South Africa).
- Larry Autrey, Whitley Penn LLP (U.S.).
- Richard Collis, Saffery Champness (U.K.).
- Christian Fuchs, Ebner Stolz Partnerschaft mbB (Germany).
- Krupal Kanakia, C B V & Associates LLP (India).
- Jefforie Kvilhaug, CLA (CliftonLarsonAllen LLP) (U.S.).
- Philip Mandel, CohnReznick (U.S.).
- Sancho Simmonds, Smith & Williamson (U.K.).

## Regional Directors

Nexia International is organised into four regions: Asia Pacific; Europe, Middle East & Africa; North America; and Latin America. The Directors for each of these regions are:

- Asia Pacific: Krupal Kanakia, C B V & Associates LLP (India).  
Regional Executive Director: Kristin Kim, Nexia International.
- Europe, Middle East & Africa: Bashier Adam, Nexia SAB&T (South Africa).  
Regional Executive Director: Daniel Shah.
- North America: Larry Autrey, Whitley Penn (U.S.).  
Regional Executive Director: Justin Dillmore.
- Latin America: Daniel Abelovich, Abelovich, Polano & Asociados S.R.L. (Argentina).  
Regional Executive Director: Ramiro Gonzalez Puglia.

## International committees

The committees exist to implement Nexia's strategy. Each committee is expected to assist the Board of Directors with staying abreast of global, regional, and local regulatory standards and policy changes. Each committee is formed by specialists who share their knowledge and expertise to help the committees deliver effectively and ensure all decisions are taken in the best interests of Nexia and its members.

## Nexia's international committees are:

### International Audit Committee

The Nexia International Audit Committee helps to develop and enhance the standards of audit and related assurance services offered by member firms. The quality of audit work is ensured by the globally coordinated quality management programme.

### International Tax Committee

The Nexia International Tax Committee objectives are to monitor the quality of tax work conducted by members and to improve standards of tax services across the network.

### International Business Advisory Committee

The International Business Advisory Committee is responsible for monitoring the quality of the services carried out by the Advisory Services Business Groups to help improve the standard of advisory capabilities and quality of services offered across the network.

### International Digital Committee

The committee aims to enhance communication and collaboration across the network and improve the capability and consistency of digital services available throughout the Nexia network and those provided by member firms to their clients.

### International Marketing and Business Development Committee

The key role of the committee is to develop the Nexia brand and assist member firms in international opportunities. The committee is responsible for the promotion of the Nexia brand and member firms and developing best practice guidance and tools for member firms across the world.

### International People Development Committee

The committee is responsible for the development of technical and 'soft skills' training, including classroom-based and 'e-learning', providing member firms with guidance to ensure continuous improvement for the firm and its staff and developing deeper relationships between member firms through secondments.

## Business Groups

The key purpose of the Business Groups is to ensure connectivity and communication through facilitating multi-country client offerings and tenders and ensuring better visibility of Nexia's technical expertise internally and externally.

The Business Groups are also responsible for quality and compliance, which they deliver by improving compliance to regulatory requirements, assessing, and monitoring technical capabilities of firms and supporting the process of creating quality manuals and training.



# Member firm Services



Wherever you are in the world, our member firms put themselves at the heart of your business.

Specialists work with you, to create tailored solutions and deliver a proactive approach to service delivery. Their partner led approach means they are focused on supporting you to achieve your business goals and growth ambitions.



# Audit

Our member firms provide a range of audit and assurance services designed to identify, manage and respond to all types of risk.

To find out more about audit services, please contact Stephanie Market, at [audit@nexia.com](mailto:audit@nexia.com), Committee Chair of Audit services at Nexia International.

## Assurance

### Audit

Our member firms provide audit services based on the relevant regulatory requirements of their jurisdiction. We apply strict principles to how our members conduct their audit work. We keep them updated on developments in audit standards, and use rigorous quality control procedures to ensure that they are performing to the highest standards.

### Corporate governance and risk advisory

Member firms work closely with public, private and not-for-profit organisations. Member firms' expertise spans regulatory compliance, internal audits, fraud risk assessments, internal control reviews, information security risk assessments and policy and procedure development services.

### Quality of earnings due diligence

Our member firms work with corporate vendors, purchasers and sellers to meet the needs of private equity houses, banks and corporate acquirers and sellers. Member firms' expertise in this area includes:

- Financial, commercial, operational, tax, human resources, technology and corporate finance quality of earnings due diligence.
- Acting as reporting accountants to companies seeking admission to public markets.

## IFRS

### International Financial Reporting Standards (IFRS)

The IFRS continue to present significant challenges in preparing and using financial statements. Our member firms' expertise and experience in applying the standards enables clients to enjoy seamless and stress-free delivery.

## Integrated reporting

Our member firms can apply global resources to support clients to produce much more than just a financial audit. We provide industry knowledge, awareness of international trends and sustainability reporting.

We ensure compliance with local and international standards, including requirements and guidance provided by The International Integrated Reporting Council (IIRC). The IIRC is a global coalition of regulators, investors, companies, standard setters, the accounting profession and NGOs. It promotes communication about value creation as the next step in the evolution of corporate reporting.

The IIRC's mission is to establish integrated reporting and thinking within mainstream business practice as the norm in the public and private sectors. Its vision is to align capital allocation and corporate behaviour to the wider goals of financial stability and sustainable development through the cycle of integrated reporting and thinking.

The IIRC is leveraging the support of its partners - organisations like ours - to create the scale and pace to deliver a step change in adoption, so that integrated reporting becomes the global norm in the corporate reporting system.

At Nexia International, we have the global resources to support member firm clients to produce integrated reports, relevant to their business and local and international requirements.





Taxation is becoming increasingly complex, making it easy to pay too much tax, file incorrect accounts or miss tax benefits. Our member firms provide timely and high quality tax advice and support.

#### Corporate and business tax

Our global reach enables member firms to provide an extensive portfolio of cross-border tax consulting services, making them an ideal partner for international businesses. They can support you in everything from tax compliance to tax planning and tax advisory issues. They are kept informed by our business groups, who oversee industry topics and developments - including BEPS, FATCA, the Common Reporting Standard, e-commerce, transfer pricing and the taxation of expatriates.

#### Global mobility

Are you looking for practical logistical advice or expatriate tax planning on all aspects of moving between different countries? Member firms work with businesses who relocate employees overseas, and with individuals on their financial management and tax issues, including pre-departure and subsequent return tax planning and compliance. Let Nexia member firms take the complexity out of tax challenges and legislation, whether you operate in one or several locations.

#### Transfer pricing

Cross-border transactions are coming under increasing scrutiny from tax authorities - making it vital that you know what specific taxation authorities require. Non-compliance with transfer pricing legislation can result in having to pay interest on late tax payments - plus substantial penalties. Our member firms transfer pricing specialists will help you to create a robust transfer pricing policy, so you can protect the profit margins on related party transactions.

#### Indirect taxes

**Value Added Tax (VAT)**, or Goods and Services Tax (GST), exist in over 160 countries around the world today, and the number of countries adopting this IMF and OECD "tax of choice" is continuing to grow. Although the principles of these tax regimes are all similar, at a national level, almost every country implements the legislation slightly differently.

Our members advise inbound businesses on the indirect tax issues of operating in another country, as well as on cross-border transactions and the areas to avoid.

#### Private clients

Member firms provide **private tax and financial planning** for business owners, executives and individuals to help identify financial goals and preserve their wealth. They will create a tailored plan to make the best use of your assets and ensure financial success for you, your family and your business.

Member firms **wealth management** expertise includes:

- Managing cash flow and debt.
- Reducing tax liabilities.
- Identifying tax planning opportunities.
- Improving an investment portfolio.
- Charitable giving.
- Retirement provision.
- Advice on the use of offshore and other specialist trusts and tax saving vehicles.

#### International tax

Complying with international tax laws demands time, effort and expertise - particularly as the risk of non-compliance has increased significantly in recent years. Selecting the correct international tax structure for your business may include managing cash and compliance challenges. Using a service company and/or a holding company and applying appropriate tax structuring and transfer pricing policies can help you to manage your tax planning effectively.

Member firms can evaluate the key components in international tax structures, ensuring compliance with your tax obligations and global supply chains. We can also advise on the use of specialist company structures and the choice of appropriate jurisdictions.

Our member firm experts can advise on:

- Corporate income taxes.
- Indirect taxes.
- Social security taxes.
- State/provincial and municipal income taxes.
- Land transfer taxes.
- Stamp duties.
- Sales taxes.

To find out more about tax services, please contact Robert Langston, at [tax@nexia.com](mailto:tax@nexia.com), Committee Chair of Tax services at Nexia International.



# Advisory



Our member firms provide expert, customised solutions designed to help your business grow, and maximise profitability in the long term.

## Outsourcing

One of the many benefits of our global network is how our member firms can support you to expand your business across almost any city or country. Our global expansion & financial outsourcing teams manage compliance issues, leaving you free to focus on your core business.

What do member firm **corporate services** include?

- Assisting with appropriate business structures.
- Set-up and filing of organisation documents.
- **Bookkeeping**, including financial recordkeeping, reporting local and international tax compliances and related filings/returns.
- **Payroll services**, including supporting clients across all aspects of their employee benefits and pension provisions.
- HR consultancy.

Employment costs can be one of the largest outgoings for many businesses. Member firms can support you to gain the maximum benefit from this investment through:

- Remuneration planning share scheme design.
- Implementation of equity compensation schemes.
- Reward and remuneration packages.
- Pensions consultancy and administration.
- HR support.
- Payroll services.

Operating client payroll, payroll tax returns and compliance and advising on tax authority enquiries are all part of the financial outsourcing services we provide to clients on a daily basis.

## Turnaround restructuring insolvency

Our Turnaround Restructuring Insolvency (TRI) specialists are experts in corporate recovery. They work with companies of all sizes across all sectors.

Member firm TRI specialists cover:

- Business reviews.
- Reconstructions.
- Investigations.
- Corporate insolvency proceedings (turnaround, distressed debt advisory and liquidation).

They also provide personal insolvency services for bankrupt individuals and unincorporated businesses, including acting as bankruptcy trustee and advising debtors and creditors on the impact of insolvency.

Like all our specialist advisory teams, Nexia's TRI specialists support all our member firms across the globe. They also provide an information database to enable them to compete and operate effectively, using skills and experience from across the network.

## Risk advisory

Our risk specialists protect and enhance the value of our clients' businesses, embedding **Governance, Risk management** and **Compliance** requirements across processes and technologies. These services provide a solid platform to perform effective governance and oversight on people, processes and technology across business activities and service providers.

Member firm specialists work closely with public, private and not-for-profit organisations, identifying and responding to risk, and helping to manage and control **technology security and cybersecurity needs**.

Our member firms also support:

- Local and global regulatory compliance.
- Internal audits.
- Fraud risk assessment.
- Internal control reviews.
- IT consulting.
- Information security risk assessments.
- Policy and procedure development services.

## Transactional advisory

Are you looking to raise funds, expand, merge or sell your business? Member firms' transactional advisory experts offer local and cross-border know-how.

Member firms services in this area include capital markets and public listings (IPOs), and **Mergers and Acquisitions**. More specifically, they offer:

- Debt and equity fundraising.
- Management buy-outs (MBOs) and buy-ins (MBIs).
- Preparing a business for sale or disposal.
- Succession planning.
- Venture capital backed transactions.
- Valuations and transaction services.
- Vendor and financial due diligence investigations.
- Post-deal integration and merger support.

## Dispute advisory

Nexia's forensic investigations and litigation support services include quantum, valuations, forensic technology and fraud investigations. Our named experts take a leading, hands-on role in the detail of cases, ideally placing them to give effective oral testimony.

Member firms have given expert evidence before senior courts and at international arbitrations. We have also investigated instances of suspected fraud and allegations of bribery.

## Legal

Legal experts within Nexia member firms serve clients across a range of sectors around the world and can deliver different legal services to help clients in their business endeavours.

Our member firms offer the following legal services:

- Corporate, competition and Mergers & Acquisitions (M&A).
- Intellectual Property (IP), IT and data privacy.
- Labour.
- Real estate.
- Litigation and dispute resolution.
- Private clients - inheritance, estate and business succession planning.

To find out more about advisory services, please contact Stephen Drew, at [advisory@nexia.com](mailto:advisory@nexia.com), Committee Chair of Advisory services at Nexia International.





# Navigating a new market

## Concept Laser GmbH

## Case studies

These case studies showcase some of the client success stories achieved by our member firms.

John Murray, President and CEO at Concept Laser LLC and Jen Leary, CEO at CLA (Member of Nexia International).

Concept Laser GmbH was founded in 2000 by Frank Herzog, and is one of the world's leading providers of machine and plant technology for the 3D printing of metal parts. It serves a host of sectors, from medical and dental technology to the aerospace and automotive industries. In 2016, Concept Laser became part of GE Additive, a division of the world's leading digital industrial enterprise General Electric (GE).

### The client challenge

When Concept Laser launched in the United States in 2013, it needed the legal and accounting expertise to navigate the different business environment and tax regulations so it could develop and grow.

### The Nexia solution

CliftonLarsonAllen, a Nexia member firm based in Dallas, worked with Concept Laser to evaluate the options to ensure the company could successfully enter and compete in the US market and operate in regulated environments. This enabled Concept Laser to focus on its strengths and develop its business with the confidence that it had the right support in place.

### Case study

|  |   |
|--|---|
| Sector:  | Manufacturing and distribution/technology |
| Services provided :                              | Financial outsourcing, consulting and tax |
| Number of Nexia member firms serving the client: | 2   |

**“The speed in reporting accurate numbers was a significant benefit for us, allowing us to keep our team in Germany up-to-date with the progress being made in the US. It gave us absolute confidence and trust that CliftonLarsonAllen would deliver for us, and that they would help us grow the business much faster than we could have otherwise.”**

John Murray, President & CEO, Concept Laser LLC



# A personal approach with a global focus

## edding International GmbH

edding has been a byword for felt-tip and fibre-tip pens in Germany for over 50 years. The group manufactures and distributes writing and marking implements under the edding brand, as well as product ranges for visualisation, presentation and conferences under the Legamaster brand. It works with 80 distribution partners in more than 100 countries and generated €138 million sales in 2015.

### The client challenge

Faced with the challenge of working with larger audit companies, edding required a global network that related more closely to medium enterprises while providing a responsive and personal approach.

### The Nexia solution

Nexia member firms across our network delivered a customised solution to provide edding with a consistent audit team able to ensure compliance with IFRS and global compliance and risk management systems around the world.

### Case study

|  |            |
|--|------------|
| Sector:  | Stationery |
| Services provided :                              | Audit      |
| Number of Nexia member firms serving the client: | 7          |

“Since 2009, we have built a strong relationship with Nexia who now audit 14 out of 16 edding companies. Nexia’s partner-led service and customised solutions ensure that we receive a personal approach, proactive communication and, critically, high quality audits around the world.”

Sönke Goosse, Chief Financial Officer of edding

# Improving efficiency with a central solution

## Tech Mahindra

Tech Mahindra is an Indian multinational provider of information technology services and solutions to over 800 global customers. Part of the Mahindra Group, Tech Mahindra operates in 90 countries with a major presence in the USA, UK, Australia, Singapore, South Africa and Sweden. The group has generated more than \$4.5 billion in revenue since March 2018.

### The client challenge

Co-ordinating with multiple accounting firms and payroll providers across different regions and countries presented challenges for Tech Mahindaras managerial personnel. This resulted in fragmented reporting and culture and language issues. Tech Mahindra wanted to adopt an integrated approach to multi-country compliances for its overseas corporate compliance. It also wanted to standardise its methodology and processes.

### The Nexia solution

Nexia member firm, SKP India, won our ‘Firm of the Year’ Award in 2015. The team worked with Tech Mahindra to provide a central point for global compliance management, and for corporate, accounting, payroll and secretarial compliances in each country.

### Case study

|  |             |
|--|-------------|
| Sector:  | IT Services |
| Services provided :                              | Audit       |
| Number of Nexia member firms serving the client: | 5           |

“We have had a strong working relationship with SKP India, who have provided assurance and reliability for over 11 years. Their global expertise, delivered from a central local point, has improved the efficiency of our in-house teams and enabled us to implement uniform processes for the different corporate compliances in multiple countries.”

Vishwanath Kini, Head of Global Tax at Tech Mahindra



# We look forward to working with you

It's easy to get started with Nexia.  
Talk to us about how you can enjoy  
the many benefits of working with  
our member firms around the globe.

We look forward to working  
'Closer to you'.

Please contact [info@nexia.com](mailto:info@nexia.com)  
or visit [www.nexia.com](http://www.nexia.com).



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