

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. Nexia is the 8th largest network in the world with a combined income of USD5bn. The success of Nexia was recently recognised by The Digital Accountancy Awards 2021, when we received the award of Network of the Year 2021.

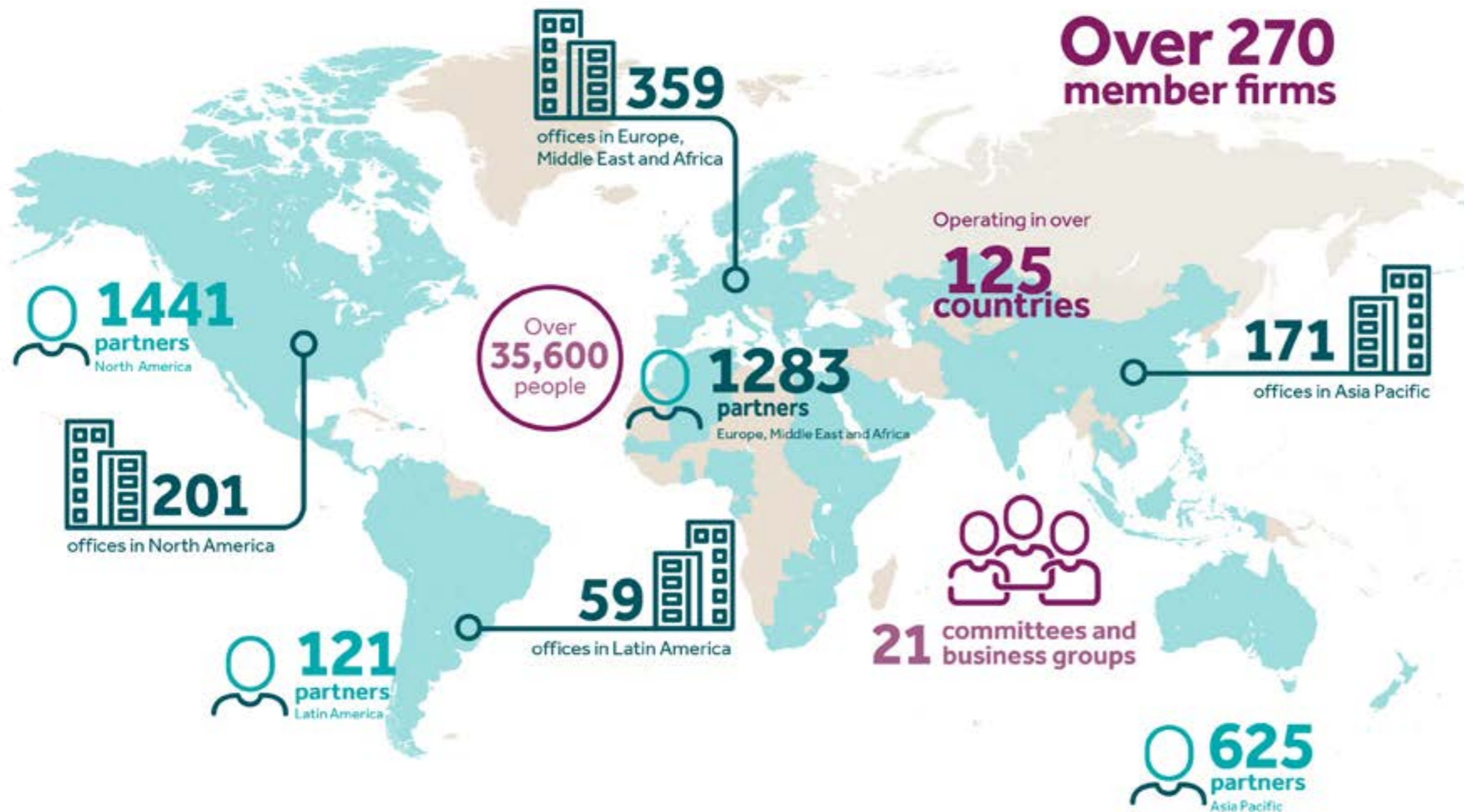
This brochure provides an overview of our network and the range of services offered by Nexia International member firms, including audit, accounting, tax and advisory services.

It includes 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 our member firms’ clients.

Timothy Wilson
Chief Executive, 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 2022



Network of the year award at the Digital Accountancy Awards 2021



Fee income for 2021



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.

This is underpinned by our members implementation of ISQM1.

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.

Supporting Nexia Advance are the data analytics tools included in Nexia Intelligence.

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 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).
- Richard Collis, Saffery Champness (U.K.).
- Christian Fuchs, Ebner Stolz Partnerschaft mbB (Germany).
- Krupal Kanakia, C B V & Associates LLP (India).
- Philip Mandel, CohnReznick (U.S.).

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: Philip Mandel, CohnReznick (United States). 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, Michael Monahan at 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 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.

Member firms' solutions cover:

- International tax
 - Tax residence.
 - Cross-border tax planning and structuring.
 - Withholding tax and FATCA.
 - Permanent Establishment (PE).
- Domestic tax
 - Tax compliance and reporting.
 - M&A tax.
 - Domestic tax planning and structuring.
 - Tax due diligence.
 - Export tax incentives.
 - R&D.
 - State, regional and local taxes.

Global mobility tax services

Member firms work with businesses who relocate employees abroad, and with individuals on their financial management and tax issues, including pre-departure and subsequent return tax planning and compliance.

Member firms' solutions cover:

- Tax and social security planning.
- Arrival and departure interviews.
- Employee benefits.
- Payroll.
- Reporting according to posted workers directive.
- Certificates of coverage.
- Preparation of income tax returns and compliance.
- Tax protection and equalisation.
- Labour law, immigration advice, visa and work permits (if allowed locally).

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.

Member firms' solutions cover:

- Indirect tax compliance.
- Indirect tax advisory.
- Indirect tax structuring.
- Indirect tax stamp duties and transactional.
- Indirect tax technology.
- Tax audits, disputes and litigation.
- Customs and duties.

Private wealth

Member firms provide all the required services 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 in line with your priorities and ensure financial success for you, your family, and your business.

Member firms' solutions cover:

- Personal tax management.
- Timely international tax planning.
- Organisational structure.
- Family trust
- Shareholder agreements.
- Employee compensation and benefits.
- Insurance and insurance assets.
- Fiduciary services.
- Retirement and pensions planning.
- Investment strategy and assistance.
- Asset classes.
- Financing and debt structuring.
- Corporate finance.
- Assurance.
- Corporate tax management.
- Estate and succession planning.
- Power of attorney.
- Wills.

Transfer pricing

Cross-border transactions are coming under increasing scrutiny from tax authorities - making it vital that you know what specific tax 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.

Member firms' solutions cover:

- Transfer pricing policy design.
- Economic analyses and benchmarking.
- Transfer pricing implementation.
- Transfer pricing documentation.
- Dispute and alternative dispute resolution.

To find out more about tax services, please contact Robert Langston, at 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.

Financial outsourcing

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

Member firms' solutions cover:

- Company establishment services.
- Company secretarial services.
- Accounting and bookkeeping.
- Payroll solutions.
- Financial reporting.
- Tax compliance management – Indirect & Direct taxes.

M&A

M&A allows you to grow or downsize your enterprise, changing the nature of your business or competitive position. It is crucial to make the right choices for such transactions, in which the ownership of companies or their operating units are transferred.. The experience of member firms assist in such processes to help ensure the best outcome for the business and its stakeholders.

Member firms' solutions cover:

- Buy side.
- Sell side.
- Management buy-in and buy-out.
- Venture capital.
- Carve outs.
- Buy and build strategy.
- Successor solutions.
- Capital markets and fund raising.
- Joint ventures and strategic alliances.
- Debt capital markets.
- Distressed M&A.

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. Being a major building block to ascertain business resilience over the long-term, lawyers are regularly integrated into important business steps with the team offering seamless one-stop-shop client service.

Member firms' solutions cover:

- Corporate, competition and M&A.
- Intellectual property, IT and data privacy.
- Labour.
- Real estate.
- Litigation and dispute resolution.
- Private clients - inheritance, estate and business succession planning.

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 firms' solutions cover:

- Cyber Security.
- Internal audit.
- IT advisory & assurance.
- Fraud & Forensics.
- Emerging technologies, such as Robot Process Automation (RPA) and Artificial Intelligence (AI).

Transaction services

Knowing a business before taking big steps is essential to corporate finance activities. Whether you are looking to raise funds, expand, merge, or sell your business. Member firms' transactional advisory experts offer national and cross-border know-how to run efficient and high-quality tax and financial due diligences.

Member firms' solutions cover:

- Financial due diligence.
- Tax due diligence.
- IT due diligence.
- Transaction tax structuring.
- IPO readiness.
- Capital markets listing accounting review.
- Purchase agreement consulting.
- Post-merger integration.

Turnaround restructuring insolvency

The Turnaround Restructuring Insolvency (TRI) specialists are experts in corporate recovery. Their broad references of successfully concluded TRI engagements offers a wide range of experience across different business sizes and sectors. In particular, its collaboration group reaches across a multiple of countries, allowing to solve major cross-border client situations.

Member firms' solutions cover:

- Business transformation.
- Corporate and operational optimisation.
- Turnaround advisory.
- Restructuring advisory.
- Debt restructuring.
- Creditor & Stakeholder advisory.
- Liquidity & Cash management advisory.
- Insolvency services.
- Wind down & Liquidation services.
- Interim management (CRO, Programme manager etc.).
- Distressed M&A.
- Contingency planning.
- Litigation support and expert witness.

Valuations

When selling or buying a business, you want to be sure that the price is right for all parties. Being an important part of the corporate finance service chain, valuations help to determine the best value of a business, incorporating different scenarios while also considering the value of similar businesses. The valuations team are able to deliver such engagements, based on their established experience.

Member firms' solutions cover:

- Financial reporting
 - Purchase price allocation.
 - Investment valuations.
 - Financial instruments.
 - Impairment testing.
- Valuations for tax purposes.
 - Inheritance and gift taxes valuations.
 - Employee incentive schemes
 - Tax compliance valuations.
- Commercial valuations.
- Dispute valuations and expert witness.

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

Case study: 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

“... 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

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 or visit www.nexia.com.

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

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