

# ECOVIS International Expansion and the global rankings

The ECOVIS International members' meeting plus,  
Berlin 13<sup>th</sup>, November 2020.

→ Tax Services

→ Accounting

→ Auditing

→ Legal Services

# Agenda

- 1** Where we are now
- 2** Where we aim to be
- 3** New members
- 4** Global rankings

# ECOVIS International

## Where we are now 1/6



**X** = new members or new service line since the IPM  
 Sydney, Australia  
 (X) = not complete services

Country	Audit	Accounting	Tax	Law
Algeria	X	X	X	
Argentina	X	X	X	X
Austria	X	X	X	X
Australia	X	X	X	
Belgium	X	X	X	X
Bosnia & Herzegovina	X	X	X	
Brazil	X	X	X	
Bulgaria	X	X	X	X
Cambodia	X	X	X	
Canada	X	X	X	
Chile	X	X	X	X
China	X	X	X	
Colombia	X	X	X	
Costa Rica	X	X	X	X

# ECOVIS International

## Where we are now 2/6



**X** = new members or new service line since the IPM  
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 (X) = not complete services

Country	Audit	Accounting	Tax	Law
Croatia		X	X	X
Cyprus	X	X	X	
Czech Republic	X	X	X	X
Denmark	X	X	X	X
Ecuador	X	X	X	
Egypt	X	X	X	
Estonia	X	X	X	(X)
Finland	x	X	X	
France	X	X	X	X
Georgia	<b>X</b>	<b>X</b>	<b>X</b>	<b>(X)</b>
Germany	X	X	X	X
Greece		X	X	
Guatemala	X	X	X	(X)
Hong Kong	X	X	X	
Hungary	X	X	X	X
India	X	X	X	X

# ECOVIS International

## Where we are now 3/6



**X** = new members or new service line since the IPM  
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Country	Audit	Accounting	Tax	Law
Indonesia	X	X	X	(X)
Ireland	X	X	X	
Israel	X	X	X	X
Italy	X	X	X	X
Japan	X	X	X	
Korea (South)	X	X	X	
Latvia		X	X	X
Lebanon	X	X	X	
Liechtenstein	X	X	X	
Lithuania	X	X	X	X
Luxembourg	X	X	X	
Malaysia	X	X	X	
Malta	X	X	X	X
Mexico	X	X	X	
Morocco	X	X	X	

# ECOVIS International

## Where we are now 4/6



**X** = new members or new service line since the IPM  
 Sydney, Australia  
 (X) = not complete services

Country	Audit	Accounting	Tax	Law
Myanmar	X	X	X	
Nepal	X	X	X	
Netherlands	X	X	X	
New Zealand		X	X	
North Macedonia	X	X	X	
Norway		X	X	
Pakistan		x	x	
Paraguay	X	X	X	
Peru	X	X	X	(X)
Philippines	X	X	X	
Poland	X	X	X	X
Portugal	(X)	X	X	(X)
Qatar	X	X	X	
Romania	X	X	X	X
Russia	X	X	X	X
Saudi Arabia	X	X	X	

# ECOVIS International

## Where we are now 5/6



**X** = new members or new service line since the IPM  
 Sydney, Australia  
 (X) = not complete services

Country	Audit	Accounting	Tax	Law
Serbia		X	X	X
Singapore	X	X	X	
Slovak Republic	X	X	X	X
Slovenia	(X)	X	X	
South Africa	X	X	X	
Spain	X	X	X	X
Switzerland	X	X	X	X
Sweden	X	X	X	
Taiwan	X	X	X	X
Tajikistan	X	X	X	
Thailand	X	X	X	
Tunisia	X	X	X	
Turkey	X	X	X	X
Ukraine	X	X	X	X
United Arab Emirates	X	X	X	

# ECOVIS International

## Where we are now 6/6



Country	Audit	Accounting	Tax	Law
United Kingdom	X	X	X	X
Uruguay	X	X	X	
USA	X	X	X	X
Vietnam	X	X	X	X

**Total: 80 countries**  
**Revenue: 1,152 Mio. USD (+7%)**  
**Staff: 8,415 (+16.5 %)**

**X** = new members or new service line since the IPM  
Sydney, Australia  
(X) = not complete services



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# ECOVIS International

## Where we aim to be 1/5

### Current Negotiations

Belarus

Belgium Audit

Cuba

China (National Expansion)

Croatia (Accounting + Audit)

Dominican Republic

Japan (Law)

Jordan

Ireland (Law)

Serbia (Audit)

Thailand (Law)



 Ecovis Offices

# ECOVIS International

## Where we aim to be 2/5

### Priority A (2021/2022)

Australia (Law – new partner)

Greece (Law)

Hong Kong (Law)

**Kuwait**

Luxembourg (Law)

Netherlands (Law)

Norway (Law)

Panama (New partner)

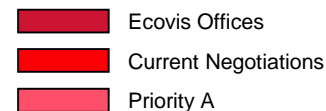
Singapore (Law)

Sri Lanka

South Africa (Law)

South Korea (Law)

Sweden (Law)



# ECOVIS International

## Where we aim to be 3/5

### Priority B (2023/2024)

Azerbaijan

Bangladesh

Brazil (Law)

Bosnia & Herzegovina (Law)

Canada (Law)

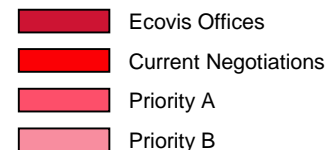
Cyprus (Law)

Mexico (Law)

Portugal (Law)

United Arab Emirates (Law)

Uruguay (Law)



# ECOVIS International

## Where we aim to be 4/5

### Priority C (2024/2026)

Algeria (Law)

Cambodia (Law)

Egypt (Law)

Finland (Law)

Georgia (Law)

Greece (Audit)

Lebanon (Law)

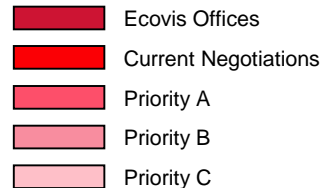
Liechtenstein (Law)

Morocco (Law)

Myanmar (Law)

North Macedonia (Law)

Puerto Rico



# ECOVIS International

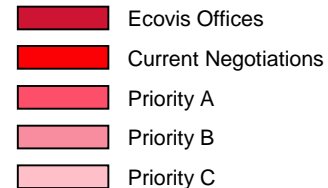
## Where we aim to be 5/5

### Priority C (2024/2026)

Colombia (Law)                      Saudi Arabia (Law)

New Zealand (Audit + Law)    Slovenia (Law)

   Tunisia (Law)



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## New Partners 2020



### Georgia

**ECOVIS ATA**, Tbilisi, Georgia (since 01.01.2020)

Section: Audit, Accounting, Tax Compliance

Personnel: 5 partners, 62 staff

Revenue: 925.000 €



### Switzerland Audit

**ECOVIS Intercontrol AG**, Zurich, Switzerland (since 01.01.2020)

Section: Audit and others

Personnel: 4 partners, 10 staff

Revenue: 2.450.000 €



## New Partners 2020



### Argentina Law

**Estudio Peebles, Member of ECOVIS International**, Buenos Aires, Argentina (since 10.06.2020)

Section: General Company Law

Personnell: 1 partner and 4 staff

Revenue: 41.000 €



### Vietnam Law

**ECOVIS Orient Counsel**, Ho Chi Minh, Vietnam (since 12.06.2020)

Section: Gernerall Company Law, M&A, Investment, Intellectual Property, Capital Markets, Litigation and Arbitration

Personnel: 2 partners 5 staff

Revenue: 46.000 €

## New Partners 2020



### Vietnam Audit

**ECOVIS AFA Audit And Appraisal Company Limited**, Da Nang City, Vietnam (since 15.10.2020)

Section: Audit, Accounting, Tax Compliance, Consulting, Payroll and others

Personnel: 5 partners and 117 staff

Revenue: 2.300.000 €



### Tajikistan

**ECOVIS Tajikistan**, Dusanbe, Tajikistan (since 06.11.2020)

Section: Audit, Accounting, Tax Compliance, Consulting, Payroll and others





















Personnel: 3 partners and 17 staff

Revenue: 330.000 €

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# Rankings Accountancy Age (2019)


Ranking vs 2018	International Company	Latest combined annual total income (\$m)	Previous year's income (\$m)	% change	Year end
#1 -1	 Deloitte Touche Tohmatsu	46,200	43,200	6.9%	05/19
#2 -2	 PwC	42,448	40,681	4.3%	06/19
#3 -3	 EY	36,394	34,772	4.7%	06/19
#4 -4	 KPMG International	28,960	26,400	9.7%	09/18
#5 -5	 BDO	8,999	8,133	10.7%	09/18
#6 -7	 Grant Thornton International	5,450	5,000	9.0%	09/18
#7 -6	 RSM	5,370	5,095	5.4%	12/18
#8 -8	 Crowe Global	4,331	3,814	14%	12/18
#9 -9	 Nexia International	4,319	4,000	8.0%	06/19
#10 -10	 Baker Tilly International	3,639	3,418	6.5%	12/18
#11 -11	 Moore Stephens International	3,061	2,909	5.2%	12/18
#12 -12	 HLB International	2,727	2,369	15.0%	12/18
#13 -13	 Kreston International	2,318	2,262	2.5%	10/18
#14 -14	 PKF International	1,475	1,504	-1.9%	06/19
#15 -15	 ECOVIS International	1,079	946	14.0%	12/17
#16 -16	 UHY International	573	540	6.1%	03/19
#17 -17	 SFAI	540	520	3.8%	10/18
#18 -18	 Russell Bedford International	499	487	2.5%	12/18
#19 -19	 MGI Worldwide	475	484	-1.8%	12/18
#20 -20	 JPA International	235	231	1.7%	06/19



**Top 20 Networks 2019:**  
**ECOVIS International ranks**  
**15th among leading**  
**networks in the world**

The total revenue of **1,079 million**  
 (December 2019) US-Dollar including  
 fee income of associated US partners.

# IAB World Survey (issued February 10th 2020)



**WORLD NETWORKS: FEE DATA**

Rank	Name	Fee income 2019 (\$m)	Growth (%)	Fee split (%)					Year end
				Audit & assurance	Accounting services	Tax	Advisory	Other	
1	Deloitte*	46,200.0	7%	22	-	18	60	-	May-19
2	PwC*	42,448.0	3%	41	-	25	34	-	Jun-19
3	EY*	36,394.0	8%	35	-	26	28	11	Jun-19
4	KPMG*	29,750.0	3%	38	-	22	40	-	Sep-19
5	BDO (1)	9,618.1	7%	43	15	21	21	-	Sep-19
6	RSM (2)	5,739.4	7%	38	6	32	22	2	Dec-19
7	Grant Thornton*	5,720.1	5%	39	-	22	36	3	Sep-19
8	Crowe (3)	4,376.3	1%	45	-	26	22	7	Dec-19
9	Nexia International*	4,262.5	7%	34	17	26	11	12	Jun-19
10	Baker Tilly International (4) (5)	3,858.2	6%	34	15	24	17	10	Dec-19
11	Moore Global (6)	3,045.1	-1%	36	14	30	12	9	Dec-19
12	HLB (7)	2,933.1	8%	33	15	26	21	5	Dec-19
13	Kreston International (8)	2,304.9	0%	37	9	28	10	16	Oct-19
14	Mazars*	1,986.4	4%	47	16	16	19	2	Aug-19
15	PKF International (9)	1,463.6	-2%	43	16	24	3	14	Jun-19
16	ETL Global (10)	1,231.3	0%	-	-	-	-	-	Dec-19
17	UHY International *	581.1	1%	38	19	17	15	11	Dec-19
18	Russell Bedford International*	525.9	5%	27	30	21	7	15	Dec-19
19	ShineWing International*	489.3	8%	67	8	9	16	-	Dec-19
20	Ecovis International (11)	421.5	2%	17	28	28	13	14	Dec-19

→ **ECOVIS International ranks 20th among leading networks in the world with a growth rate of 2%.**

Revenue does not include fee income of associated US partners. If it were to, the combined revenue of the network would be \$1,156.50m with a growth rate of 7% and ranked at the 15<sup>th</sup> in the world.

# Thank you ....

.... for your interest

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