

Working closely
with our members



“

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.”

Philip Mandel
Partner, CohnReznick - U.S.
Chair, Nexia.

Contents:

Welcome to Nexia	3
Our world in numbers	4
We are Nexia	6
Join us	10
Case studies	18
We look forward to working with you	21

Welcome to Nexia



Welcome to Nexia.

In 2023, Nexia’s total fee income was more than USD2.9bn across the network.

This brochure provides an overview of our network and the range of services offered by Nexia 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 - who we are, what we do, where we work and the benefits we offer our members and our member firms’ clients.

Matthew Howell
Chief Executive, Nexia



Our world in numbers

North America

55

Offices

438

Partners

Latin America

53

Offices

124

Partners

Europe, Middle East and Africa

342

Offices

1129

Partners

Asia Pacific

174

Offices

626

Partners

Audit. Tax. Advisory.

“ Nexia 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 ”



\$2.9bn

Fee income for 2023

230

Member firms



624

Offices globally

123

Countries



22

Committees and business groups

26,149

People worldwide

nexia.com

We are Nexia

We are a global network of independent accounting and consulting firms. Our members deliver an extensive portfolio of audit, accountancy, tax and advisory services.





Personal relationships



Business minded



Better connected

Nexia 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.

Nexia’s proposition:

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

Our values define what we stand for:

Personal relationships

Nexia’s strength stems from the quality of personal relationships forged between our people and out clients, ensuring greater trust, responsiveness and more effective service delivery.

- We communicate openly and clearly.
- We give clients the right team.
- We invest in building long-term relationships.

Business-minded

We are characterised by people with an innovative and entrepreneurial spirit who can relate closely to the type of clients we serve.

- We embrace an entrepreneurial spirit.
- We act with a sense of urgency and purpose.
- We keep things easy and straightforward.
- We make sure we know your business.
- We never compromise our client’s business.

Better connected

We draw on the expertise of our people across the globe to support clients as they grow and expand into new markets.

- We make it seamless.
- We work as a team.
- We share global insights.

Join us

Let Nexia help you to enhance your international capabilities and better meet the needs of your business and clients.



The benefits of becoming a member firm

Nexia supports its members with professional and business development.



Audit services

Our strong quality assurance ethos is supported by our membership of the Forum of Firms - part of the International Federation of Accountants. Our Audit Committee offers various tools to support you and your clients, including audit and IFRS tools and resources direct to your desktop. These include:

- IFRS Knowledge Management App.
- IFRS and IASB updates.
- Dynamic e-learning and online tools, such as videos and webinars.
- IFRS helpdesk tailored to your specific requirements.
- Nexia Independence Monitoring tool (NIMo) to support you to comply with the independence requirements of the IESBA Code of Ethics.

Business groups

Our committees and business groups support you with:

- Local and global expertise.
- Sharing knowledge and best practice.
- Benchmarking and setting standards across jurisdictions.
- Producing common methodologies.
- Developing best practice and toolkits.
- Specialist training.
- Thought leadership.
- Networking opportunities.



Common audit methodology, Nexia Advance

Nexia provides members with the option of adopting its common audit methodology, Nexia Advance.

Tax and compliance

- Our international tax, regional and specialist conferences provide networking and training opportunities. Our business groups span key areas in corporate, personal and indirect taxation.
- Knowledge sharing is central to the Nexia tax community. The Nexia Tax Handbook, available online, provides an overview of common legal entities and the tax system in up to 100 countries.

Our **International Tax Committee** ensures that the network responds appropriately to issues of importance to you and your clients. The committee co-ordinates global initiatives and monitors members' and prospective members' service standards. It publishes regular articles from member firms on hot topics relevant to local and international clients.

"
We have a very good discussion about VAT and digitalization and established a 'VAT goes digital group.'
"

Tax conference,
Dublin 2019

Networking

More than 15,000 participants took part in over 95 events including conferences, workshops, webinars and campaigns in 2023.

Our international and regional events facilitate the transfer of specialist knowledge, local market insight, and best practice across the network. We run meetings and events on a wide range of topics, from international tax summits to courses for managers and future leaders.

These events provide an important opportunity for members to get to know each other and build strong personal relationships, which are critical to facilitating cooperation and managing international client assignments across the globe.

“The course was both motivating and challenging, whilst providing a fantastic opportunity to network with other future leaders and partners from the Asia Pacific region.”

Managers and Future Leaders Course, Vietnam

“Great opportunity to meet Nexia partners from different cultures with the same issues. The topics of the course were really useful and helpful”

Global Partners Programme

“Networking plus very interesting topics plus high quality event plus meeting friends equals a perfect event.”

Transfer pricing workshop, Marrakech



Access a world of best practice

Quality control

We have rigorous quality control procedures that ensure that all member firms meet and maintain the highest standards.

Tap into a world of insight

Our network includes more than 250 firms worldwide, focused on helping you and your clients to flourish by sharing insight and best practice. Every member firm is easy to find using our website or mobile app.

Enhance your brand recognition

When you join us, you are able to use the Nexia brand on all your marketing materials to support your firm's global presence and growth.

“

Nexia has a strong commitment to delivering a level of personal service that many of the other large competitors find hard to match. We aim to tailor our solutions, based on the client's needs.”

Sujata Jaffer,
Managing Partner, Nexia SJ Tanzania,
Tanzania

Access network procedures

Our best practice procedures and databases are accessible to all members, assisting with compliance with international standards.

In particular, Nexia Advance, our global audit methodology, is designed to ensure consistent application of international auditing standards and is supported by Nexia Intelligence, our data analytics tool.

People development

Nexia offers a range of leadership and technical skills training programmes, as well as shorter workshops and webinars and high-quality on demand learning. A number of colleagues take part in international secondments within the network.

Our programme of technical and Leadership training supports our future leaders to develop. Talent management is vital to improve productivity and help us to keep the best people.

- We offer various long term award-winning global leadership programmes to support high performing colleagues at different stages in their career. These include the Managers and Future Leaders programme, the Aspiring Women Leaders programme, the Client Growth programme, New Business Development programme and Global Partners' programme.
- We promote a range of technical training and support initiatives, such as BEAN digital audit training for trainees and new auditors and Fundamentals IFRS training for professionals at all levels.
- We offer on demand digital professional skills and Excel training via our Nexia Skillshub platform.
- Each year Nexia run 20+ virtual workshops and webinars on a variety of topics, from delegation, recruiting and retaining staff, to intermediate/advanced Excel skills for Accountants and Auditors.
- Each year dozens of colleagues take advantage of the countless opportunities for secondments within the network, enabling them to widen their skills and experience.
- We provide guidance and tools for coaching and mentoring, diversity, equity & inclusion, recruitment and retention, appraisals and performance development.
- Most of our learning programmes and resources can be accessed at the Nexia Learning Hub at www.nexialearning.com.

“

Absolutely fabulous and fantastic leadership training. Thanks for a great course.”

Moving into Leadership, Johannesburg

Marketing and business development

Nexia offers members the option to choose to adopt the Nexia brand or retain their existing identity. We provide detailed guidelines and tools to help you to consistently apply the Nexia brand.

- www.nexia.com offers an interactive global directory of member firms, network news and insights to keep you up-to-date on the latest trends.
- Our secure intranet, provides member firms with a wide range of tools and resources, information on training, global events and what's happening across the network.
- Members can download our directory app to access other firms' contacts on-the-go. The complimentary app offers a number of other helpful features.
- Access a suite of best practice guidance and templates designed to enhance your international opportunities and proposal success rates.
- Our range of quality publications, such as Nexia Global Insight, provide updates and thought leadership on topical issues.

“

Through my secondment, I met new people and made new connections. I also learnt more about a new culture of doing business and getting exposure to different accounting frameworks. I would say do not hesitate about applying for a secondment, just go for it.”

Marshall Bvuma,
Nexia SAB&T, South Africa
Seconded to CohnReznick LLP, U.S.

“

The courses are a great opportunity to meet other Nexia partners from different cultures with the same issues. The topics of the course I attended were really useful. I was able to have some time to think about the business and get the chance to get different points of view.”

Maria Fernanda Normey,
Global Partners Programme attendee
Normey - Peruzzo & Asociados, Uruguay

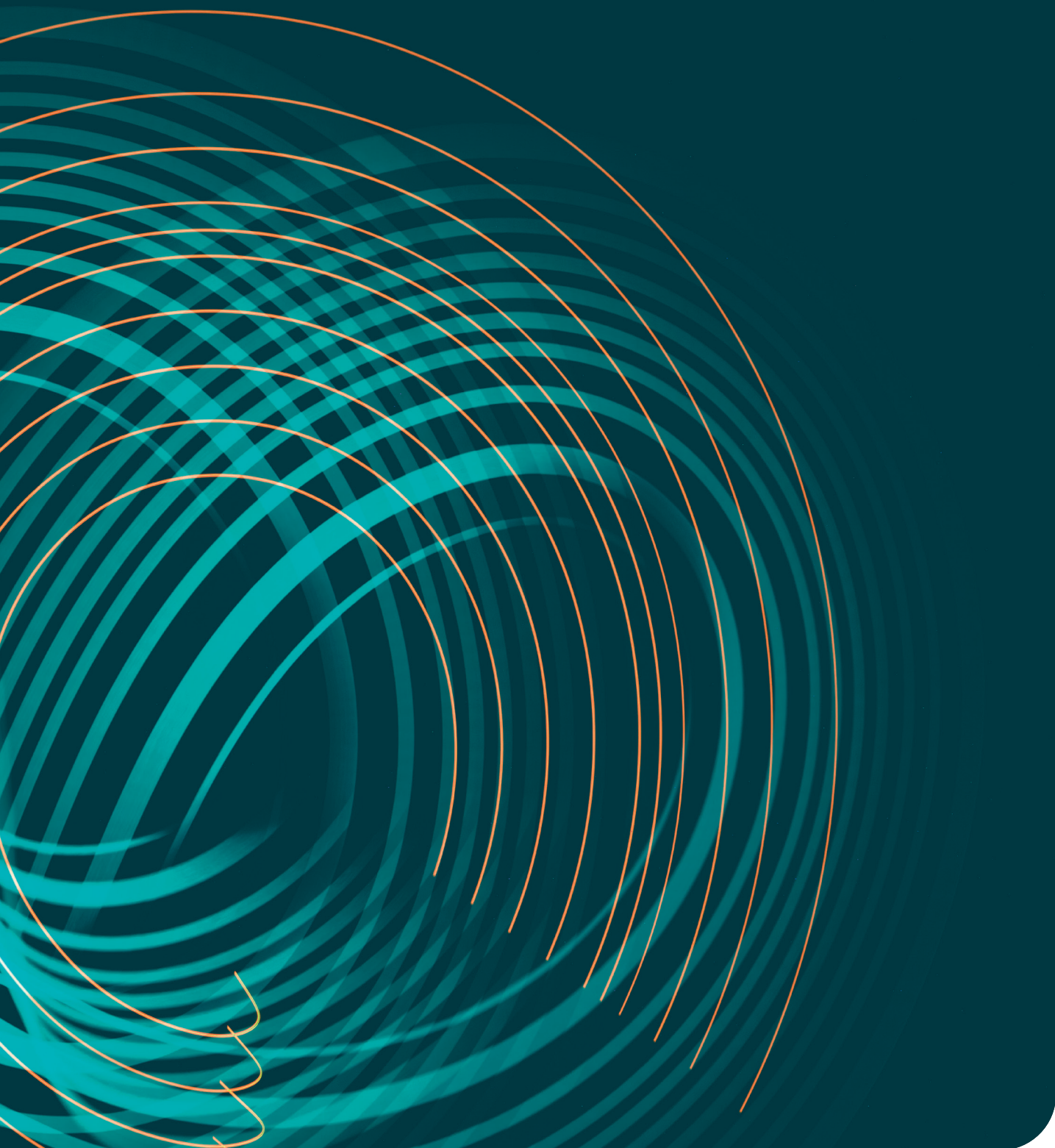
Digital

At Nexia, we understand that our firms are not unique in the challenges that they face with digital disruption, emerging technologies, enhanced efficiencies, automation, artificial intelligence, cyber threats, and the impact that this has on their business. However, we aim to provide the tools and knowledge to help member firms navigate through these complexities, prepare for the challenges and take advantage of the opportunities.

- We offer a digital strategy supported by technology partners, advisors and existing groups and committees to enhance communication and collaboration throughout the network and to improve the capability and consistency of digital services across the network and to member firm clients.
- We help members prepare for the disruption from new technologies by automating their service delivery and harnessing the power of the network to minimise the cost of investment in new technologies.
- We have technology and processes to enable individuals across member firms to be more effective and productive by providing collaboration solutions to improve engagement and interaction and allow for greater sharing of best practice, ideas and knowledge.
- We enhance quality and assurance across the network with regards to cyber security by publishing relevant and topical information and monitoring the maturity of our member firms.
- We provide our members with commercial saving opportunities, gained through economies of scale across the network with technology suppliers.
- We deliver an annual technology summit for our members as an opportunity to network and engage on current digital topics.

Case studies

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



Managing a multi-jurisdictional engagement

The client is a multinational business which is headquartered in India. The group gained international recognition after purchasing several global companies and operates in a number of different industries with products and services in over 150 countries, and operations in 100 countries across six continents.

The client challenge
The client was looking for an alternative auditor to phase in for their African operations. While the client was aware that the engagement was across eight countries, they were specifically looking for one point of contact and an auditor who could effectively communicate and manage a multijurisdictional engagement. A number of firms were competing for the work, including the group auditor (a Big4 firm) and a number of second tier firms.

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.

Value
The client received an advanced team of specialists that worked directly with them to solve their problems. This was a truly partner led audit where the client had direct access to the partners in charge, who were involved in the audit.

Having one point of contact and a clearly defined team leader showed clear leadership to the client and the streamlined decision making that exists in the Nexia network. The client had openly expressed that the team was well organised, ensured all deadlines were met and worked well with one another.

Case study	
Services provided:	External audit services
Number of Nexia member firms serving the client:	7

Jamieson Ranch Vineyards

CohnReznick Capital advised a Caymans Island based Liquidating Trustee on an out-of-court expedited sale for Jamieson Ranch Vineyards.

Surrounded by hundreds of acres of hills and vineyards, Jamieson Ranch is the southernmost winery in Napa Valley.

With the use of “flash détente”, the winery upholds its reputation for producing several award-winning Pinot Noirs, Cabernet Sauvignons, and Chardonnays.

Brands include Light Horse, Double Lariat, Stagecoach, Silver Spur, Whiplash, and Reata Pinot Noir.

The client challenge

Sale of assets: The assets were sold in two blocks – the real estate portion, and the ongoing business, including inventory and intellectual property. Total proceeds exceeded \$22.0 million.

Challenges during the sale: Weeks after the launch of the sale, some 69 acres of vineyards were pulled from the ground by an unscrupulous private equity owner, unbeknownst to CRC. CRC also uncovered self-dealings and material non-disclosures. The private sponsor had also failed to make tax payments and keep licenses current.

Joint sales: The expedited sale was a joint effort with Nexia TRI group, under the instruction of insolvency practice, RHSW Caribbean.

The Nexia solution

CohnReznick capital advisory role provided strategic advice and valuation expertise, resulting in a successful sale and optimal returns for investors. This was monitored by the marketing process and kept Limited Partners in the information flow. CohnReznick advised on litigation against the private sponsor, resulting in their termination and eventual settlement of litigation.

Case study

Sector:	Real Estate
Services provided:	Private clients
Number of Nexia member firms serving the client:	1

We look forward to working with you

It’s easy to get started with Nexia. Talk to us about how we can help you develop your international capabilities to better serve your clients.

We look forward to working with you.

Please contact info@nexia.com or visit www.nexia.com



If you are looking to develop or enhance your international capabilities to meet the needs of businesses and individuals working across national borders, Nexia could be the right choice for you.

We work with growing member firms with high standards of integrity and a strong professional reputation, who are keen to join our network and contribute actively to its continued success. What we look for in a member can be viewed below:

- Firms that provide the full range of services normally expected of accountancy and auditing firms including auditing, taxation and advisory services.
- Partners should be members of the appropriate professional body in their own country.
- Provide high quality services.
- Increasing client base and a track record of growth in fees.
- Must be able to communicate in English and have the capability to manage international clients in this language, as well as their native language.
- Willingness to share knowledge and best practice by participating in network activities.
- Member firms should be of a size that provides it with the capacity to service the requirements of other members around the world.

The above criteria is not an exhaustive list. All potential members will be subject to a thorough application process to determine their suitability for membership. If you wish to become a member of the Nexia network, please email membership@nexia.com.



Nexia is a leading worldwide network of independent accounting and consulting firms. We provide a comprehensive portfolio of audit, accountancy, tax and advisory services.

Contact us

T: +44 (0) 20 7436 1114
info@nexia.com

nexia.com

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