

IAPA- Progress and Plans



Ozgur Demirdoven
IAPA CEO



Miami, Nov 2018



IAPA- Welcome to Miami, Bienvenido a Miami!



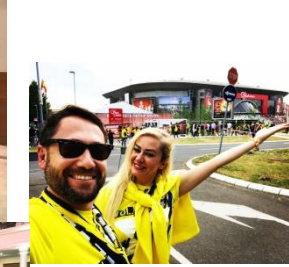
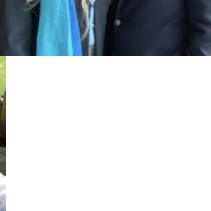
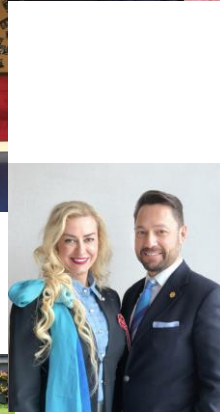
IAPA- CEO

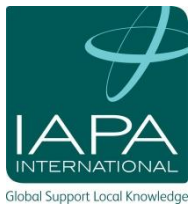
Ozgur Demirdoven



- MP of IAPA member firm MED YMM, A.S, Istanbul, Turkey.
- +22 Years Professional Experience in different sectors, firms and countries.
- Served in PwC, GE, GS, Prysmian (BIT: PRY) & Turkcell (NYCS: TKC) with CFO, VP, CEO, Various Management & Board Roles.
- CPA, CIA, ACCA-On Going, Lean 6-Sigma Green Belt.
- Rotary President of the Governor's Club (3rd Biggest Club in the Region).
- Active IAPA member since Feb 2013.
- Elected as EMEA Chairman May 2015.
- Stepped down from EMEA Board in May 2018 to become IAPA CEO.

IAPA- CEO Family

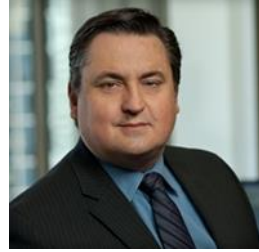




The International Board



Martin Clapson
Global Chairman



John Campbell
Vice-Chairman, Treasurer &
Canadian Representative



Ozgun Demirdoven
IAPA CEO



Neal Morrison
EMEA Regional Chair



Arun Tadarwal
Asia-Pacific Regional Chair



Scott Minnig
USA Regional Chair

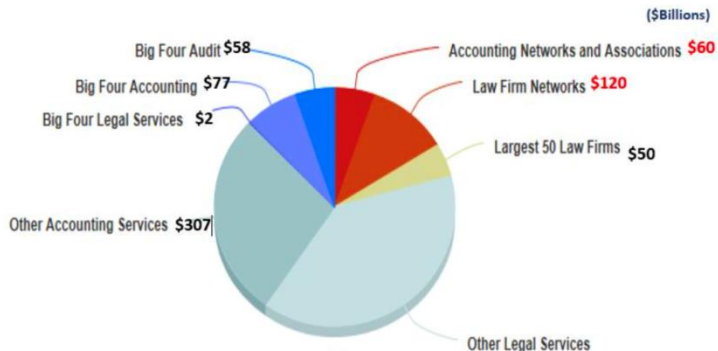


Ramon Gonzalez
Latin-American Regional Chair



A Global Perspective

The \$ 1.1 Trillion Legal and Accounting Markets



Operational Models: Breakdown of the \$1.1 Trillion Market

Model	% of Global Market	Annual Services (\$ billions)
Law Firm Networks	10.9	120
Accounting Networks and Assoc.	5.4	60
Big Four Accounting	11.1	128
Big Four Legal	0.3	3
Largest 50 Law Firms	4.5	50
Other Law	43.1	480
Other Accounting	23.7	261

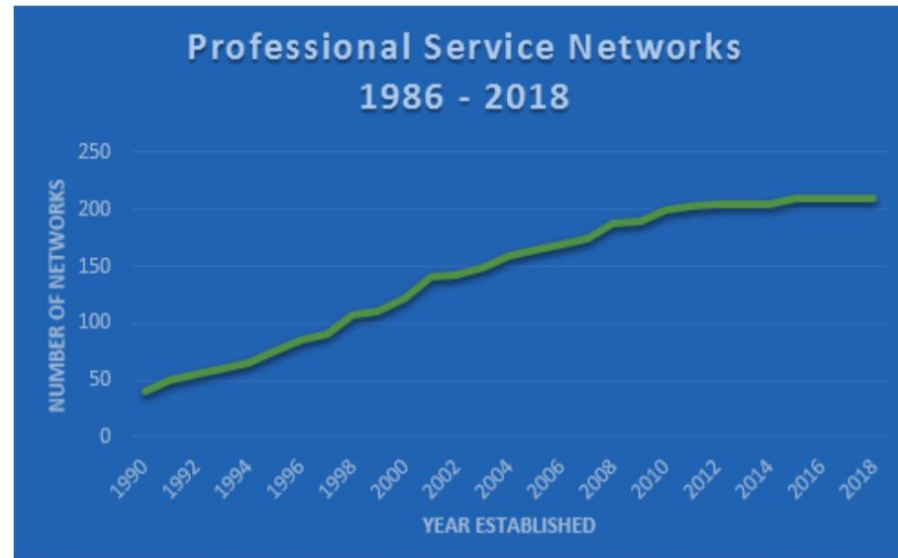
Professional Services networks and associations (N&A) are already the future.

In the coming years, the N&A evolution will become a *revolution* as N&A are recognized as the only model for global legal representation.



A Global Perspective

- In 1986, there were approximately 20 networks in law & accounting, which included the Big 8.
- Today there are more than 200 networks in law & accounting.
- More than 1M professionals & staff.
- Cumulative annual revenues exceed \$200B.
- Accounting N&A have become the vehicle for providing clients professional services and the model for how N&A will develop. This was inevitable.



N&A Headquarters by Region & Country

Region	Number	Country	Number
Europe	90	United States	63
North America	69	United Kingdom	39
Latin America	11	Germany	17
Asia Pacific	3	Belgium	11
Africa	4	France	8
Total	177	Spain	5
		Switzerland	15
		Other	19
		Total	177



A Global Perspective

- There are 6 factors that made this outcome inevitable:
 - Globalization
 - Network & Association Structure
 - Economics
 - Demographics
 - Regulations
 - Technology
- When these developments are factored into the accounting, legal, multidisciplinary, & specialty networks, certain patterns develop for the future.
- In the next 10 years, as a result of converging forces, N&A in the **legal world** will dramatically change. The most significant change will occur as a result of a new generation of clients, both Individual & Corp. who are comfortable with technology.



IAPA International

6 Continents
66 Countries
181 Firms
323 Offices

Business Advisory
Consultancy
Accounting
Audit
Law
Tax

**Leading Global
Association of
Independent Firms**

Global Coverage
Highest Quality Services
Sustainable Business Solutions
Expand Across Boundaries
Personal Services

#1 in the UK
#8 in the EMEA
#11 Globally
**Grant access to 1st Hand
Knowledge Globally**

IAPA- General statistics





IAPA: The last 12 months



Latin America

- Triade Auditores, Brazil
- Braun Huerin SC, Mexico
- Casin & Asociados SRL, Argentina

EMEA

- Fiduciare Alpha, Luxembourg
- Solid4U Accountants & Tax Advisors, The Netherlands
- DG Denetim Danismanlik, Turkey
 - BWT GmbH, Germany
- Almashourah Public Accounting, Kuwait
 - Hanif Habib & Co, Tanzania
- Moronkeji Olufemi & Co/McCestral + Associates, Nigeria
- AAFIR Audit & Consulting (A2CM), Morocco
 - Adel Law Office, Turkey
 - GoAudit, Denmark
- Mullany Walsh Maxwells, Ireland
- Kayabekler Bagimsiz Denetim A.S, Turkey

Asia Pacific

- Ahuja Valecha & Associates, India



International Association
of Professional Advisers



- + **Basel (HQ). Switzerland**
- + Vienna. Austria
- + Antwerp. Belgium
- Paris. France
- + Berlin. Germany
- + Hamburg. Germany
- London. U.K.
- + Rotterdam. Netherlands
- + **Warsaw. Poland**
- + Madrid, Spain
- Barcelona. Spain
- + Trelleborg. Sweden
- Istanbul. Turkey

1989 – Established by Peter Scheller from Somann & Scheller, Germany & Murray Sweet from P.E.G., England.

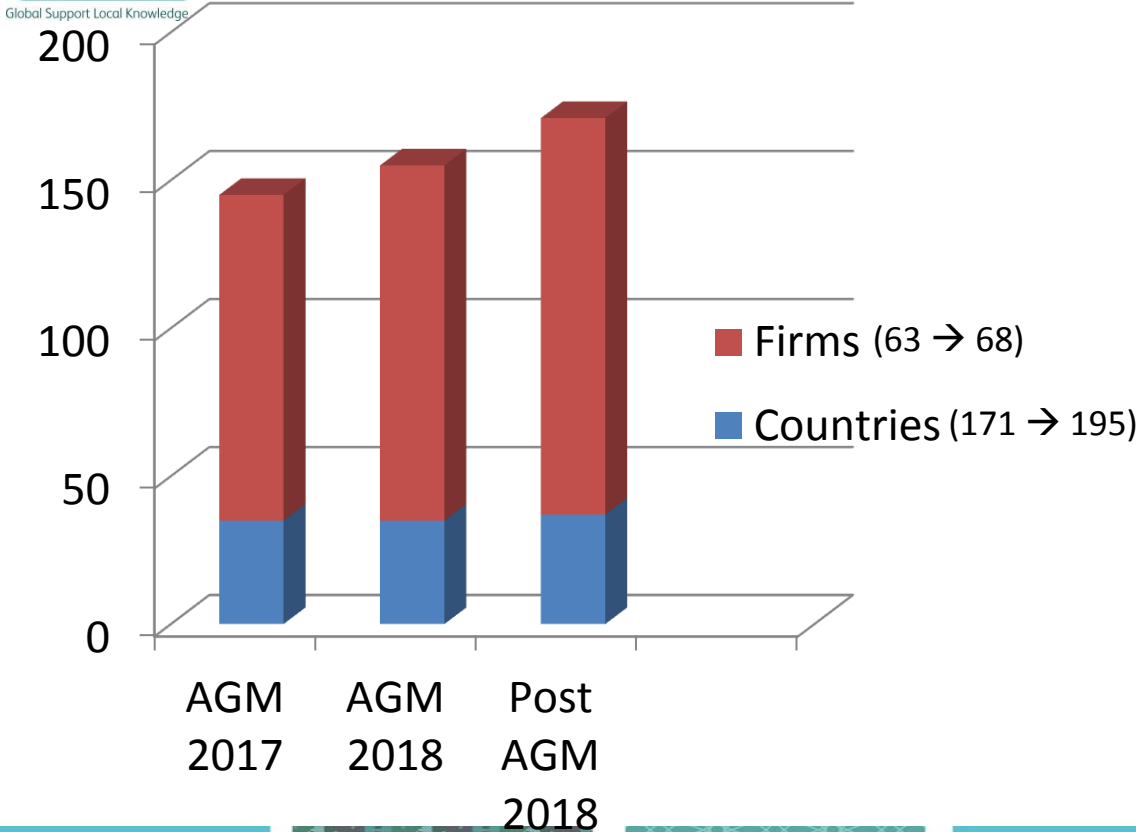
1991 – Named as “International Association of Professional Advisers”. Domiciled in London.

1997 - Registered as a “Vereniging” under Dutch law.

2018 – Resolved to Join IAPA International.



IAPA Global Growth - Since 2017 International Conference



Over the last 12 months, IAPA has grown globally by:

- 8% countries – post AGM
- 14% no. firms – post AGM
- 22 New EMEA law firms
- 35 US branches of law firm
- Wilson Elser introduced
- More than 20 in the pipeline (NA, AP, EMEA, LATAM)



IAPA International – Post AGM

6 Continents

67 Countries

195 Firms

337 Offices

Business Advisory

Consultancy

Accounting

Audit

Law

**Leading Global
Association of
Independent Firms**

Global Coverage

Highest Quality Services

Sustainable Business Solutions

Expand Across Boundaries

Personal Services

#1 in the UK

#8 in the EMEA

#11 Globally

**Grant access to 1st Hand
Knowledge Globally**



IAPA Strategic Review 2016. Purpose and Objective:

To maintain and enhance a leading global association of quality independent accounting, law and business advisory firms, providing a full range of professional services to clients with international needs.

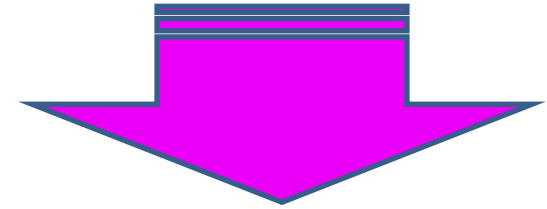
In essence: to create value for all member firms





IAPA Goals

- **Increase Global Connectivity**
- **Expand Global Coverage**
- **Enhanced Services**
- **Maintain Quality**
- **Better Visibility**
- **Raise Profile**



All to ultimately
**“increase business
opportunities & work referrals”**
on a global scale



IAPA Growth Model

ACTION:

- 🔍 **Find Sponsors**
- 🔍 **Utilize Legal Members**
- 🔍 **Attend Sectorial Events**
- 🔍 **Upgrade CRM & Website**
- 🔍 **Use Social Media Actively**
- 🔍 **Organize Quality Conferences**
- 🔍 **Focus on Critical Missing Cities**
- 🔍 **Visit Members (Visit, Hear & Act)**
- 🔍 **Find suitable size regional organizations**
- 🔍 **Work with Strategic Partners / Solution Providers**
- 🔍 **Bespoke Growth Models Designed for Each Region**



IAPA Corporate Governance

? Organization where Board & CEO are working hand-in-hand

? Embracing the agile global business environment & members' needs

? Regional Growth Models (RGM)

Ⓜ Monthly CEO Updates

♻️ Visit & Hear & Act (VHA)

? Crafting the new organizational strategy

⚙️ Design a More Effective Governance Structure

? At the Member For the Member (AMFM): Member offices used as regional centres



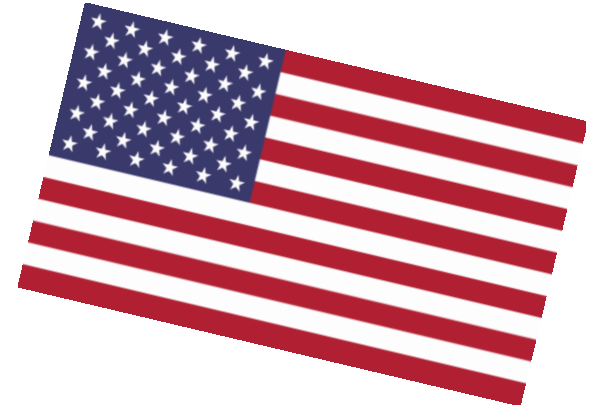
The IAPA North American Regional Group

new



- ✓ More Regional Events
- ✓ Inspired by the strong and well organized Canadian structure

- ✓ Increase Collaboration
- ✓ Develop Closer Connections
- ✓ Create Business Opportunities



- ✓ Ultimately create an integrated, strong and active region
- ✓ We will do it before than World Cup 2026 😊





Your **benefits** from IAPA membership



Professional Services from IAPA International



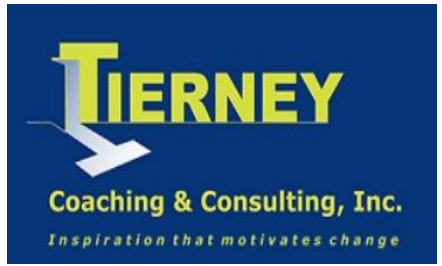
Global connections:

Why is this important? Aims:

- Generate discussions, collaborations, **increase creative thinking** and fresh ideas
- Truly **understand our members** and their **clients' needs**
- Ultimately **increase synergy between members** and **develop global business opportunities**



Strategic Partnership agreements





IAPA new vibrant look and feel



IAPA is a leading global association of independent accounting, law and business advisory firms

40 YEARS YOUNG

IAPA adds value to independent professional service firms by collectively providing accounting, audit, law, tax, advisory and consultancy services to their clients nationally, regionally and internationally. This multidisciplinary service allows IAPA to support its members' international business needs and provide timely solutions with global access to high quality, partner-led, trusted advisors.

[Find out more about us >](#)

Audit / Tax / Legal / Advisory

40 215 503 70 6 450 1400 1

years young member firms offices worldwide countries continents partners employees consulted businesses



Find a firm

Select a region on the map or use the Member Search

Member Search

COUNTRY >

CITY >

SERVICES >





How to Deliver a Strategic Planning Workshop, **30 January**



How to Ask Powerful Questions as an Advisor, **27 February**



IAPA Asia Pacific Regional Event 2019, **8-9 March** Colombo, Sri Lanka



IAPA EMEA Regional Conference 2019, **26-28 April** Mallorca, Spain



IAPA US Regional Conference 2019, **June**, New York USA



IAPA International Conference 2019, **November** Singapore



IAPA Future Events & Webinars



IAPA Future – Progress & Plans Summary



- **360 Degrees Service Line**
- **New Governance Structure**
- **Member of Legal Organization**
- **6 Main Professional Service Area**
- **Pre-set 6 Goals leading to ultimate goal**
- **Back-up with 11 item Action Plan**
- **More Active Organization**
- **More Regional Meetings**
- **New NA Region**
- **New Website**
- **New CRM**

At the Member, For the Member (AMFM)



IAPA is a great association

#international #networking #collaboration #friendships #accounting #legal #business



Thank you. Let's stay connected...





IAPA CEO



E: ozgur.demirdoven@iapa.net

M +90.533.270.3798

Follow us:

- LinkedIn - IAPA International 
- Twitter - @IAPAIntl 

Questions?

