

Joining the UHY Hacker Young Group



Working together to help our
clients, people, and our firms,
prosper

Helping you prosper

Helping you prosper

We are actively looking to find a strong, growth-focused firm to represent UHY Hacker Young in your area, as part of our strategy to build and enhance our network.

UHY Hacker Young is a Top 20* accountancy group with 19 offices in the UK, comprising 11 independent member firms, operating as a national network under a national brand and sharing common strategic goals.

Firms joining UHY retain complete independence, but benefit from access to vibrant and growing national and international networks of likeminded partners, a dedicated team of marketing, business development and PR professionals who support nationwide programmes, advice from leading tax, insolvency, corporate finance and other specialists and independent reviews of quality standards.

We have summarised some of the benefits of joining UHY in this brochure and I hope it demonstrates how we could work together to help our clients, people, and our firms, prosper.



Colin Wright
Chairman of the UHY
Hacker Young Group
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Zoë Paradine
National Executive Director
and Marketing & BD Partner
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Top 20*

UK accounting firm

19

offices across the UK

90
partners

500
professional staff



Ranked: **

15th

by number of
AIM listed audit
clients

13th

by number of
stock market
audit clients



UHY

Founder member of **UHY**,
our international network

270 offices
in more than

100 countries

* Latest Accountancy Age and Accountancy Magazine league tables

** Latest Corporate Advisers Rankings Guide



Case study: our London office

- Established in 1925
- Opened offices in Nottingham and Manchester in the mid '60s to facilitate audits for Great Universal Stores Group – the start of the UK Group
- Founded UHY International with US colleagues, Urbach Kahn & Werlin in 1986
- Now UHY Hacker Young with **22 partners** and **200 staff** (30 partners and 250 staff including Nottingham office)
- Fee income: **£19 million** (including. Nottingham office)
- Client base includes large corporate groups, publicly listed companies (12 AIM listed clients, 11 Main Market, 3 NEX), international businesses, NFPs, academies, professional practices, owner managed businesses, private clients, sole traders
- Specialist services include turnaround & recovery, corporate finance, tax investigations, corporate tax & VAT, FCA compliance, forensic accounting, litigation support, internationalisation services, capital markets



Case study: our Newport office

- Established in the 1930s, rebranding to Peachey's in 1973
- Joined the UHY Hacker Young Group in April 2009 as a 3 partner firm with a £1.7 million income and two offices in Newport and Abergavenny
- Rebranded to UHY Peachey's on joining the Group
- In April 2011, the firm opened a new office in Bristol under the UHY Hacker Young brand. The Newport and Abergavenny offices follow suit, also rebranding to UHY Hacker Young in 2013
- Now UHY Hacker Young with offices in **3 locations**, **4 partners** and **50 staff**
- Fee income: **£3.1 million**
- Growing client base ranging from private clients through to companies with turnovers of up to £270m
- Main sector strengths include hospitality, opticians, coal mining, construction, sports, and professional practices



A strong national sector focus

For each of the sectors below we have an active national group, led by a partner with genuine expertise and a real personal interest in supporting the sector. Our sector heads share the benefit of their expertise and insights with other specialists across the Group in order to enhance our offering for clients.



Academy schools and education



Automotive



Charities and not-for-profit



Drinks



Healthcare



Property



Rural and agriculture



Sports



Technology

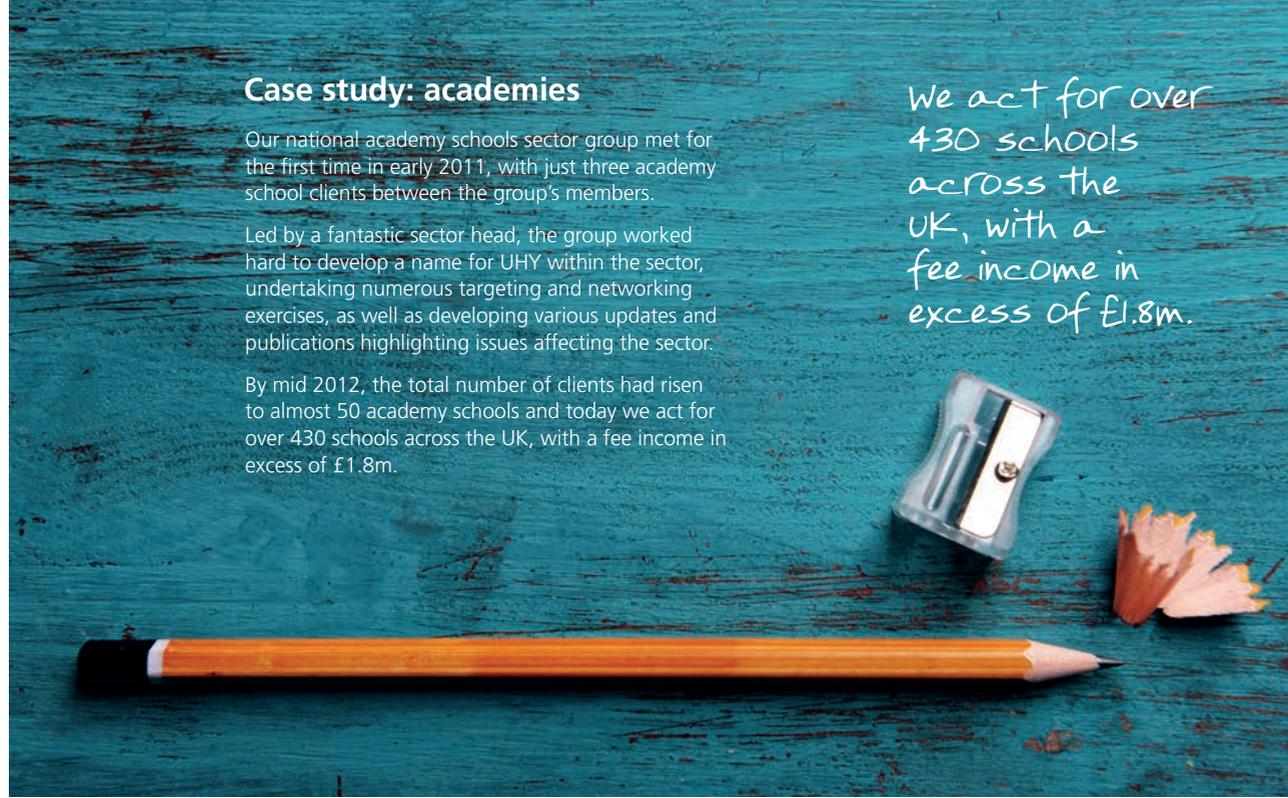
Case study: academies

Our national academy schools sector group met for the first time in early 2011, with just three academy school clients between the group's members.

Led by a fantastic sector head, the group worked hard to develop a name for UHY within the sector, undertaking numerous targeting and networking exercises, as well as developing various updates and publications highlighting issues affecting the sector.

By mid 2012, the total number of clients had risen to almost 50 academy schools and today we act for over 430 schools across the UK, with a fee income in excess of £1.8m.

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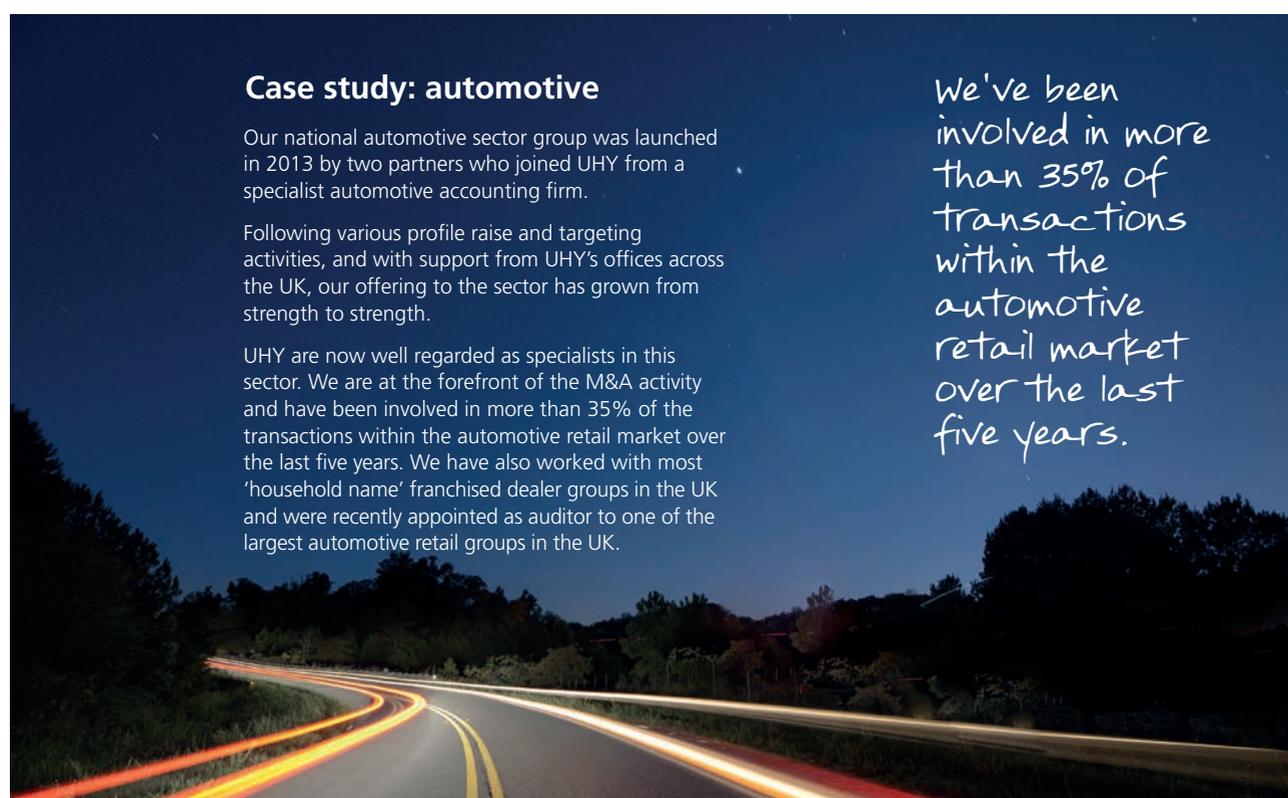
Case study: automotive

Our national automotive sector group was launched in 2013 by two partners who joined UHY from a specialist automotive accounting firm.

Following various profile raise and targeting activities, and with support from UHY's offices across the UK, our offering to the sector has grown from strength to strength.

UHY are now well regarded as specialists in this sector. We are at the forefront of the M&A activity and have been involved in more than 35% of the transactions within the automotive retail market over the last five years. We have also worked with most 'household name' franchised dealer groups in the UK and were recently appointed as auditor to one of the largest automotive retail groups in the UK.

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Support from national working groups

Members of our national working groups meet regularly, either face to face, via telcon or webinar, to discuss experiences, technical issues, service issues and to identify improvements and solutions for clients.



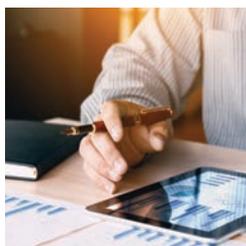
Corporate finance



Technical group



Tax



Cloud accounting



Marketing & BD



Talent management



Technology



Platinum Certified ProAdvisor

Case study: cloud accounting group

Cloud is high up on the agenda for UHY. Our agreed national strategy is to strive to demonstrate a good understanding of all the main cloud systems to enable us to support clients during the process of choosing a package that is right for their business needs.

To ensure we are up to date with all of the latest developments, each of our UK offices has at least one 'cloud guru'. These gurus meet regularly, via monthly telcons, national events and biannual away days (hosted by external providers including Xero, Sage and Intuit Quickbooks) to discuss member firms' experiences, preferred packages, newly developed apps, marketing campaigns and group purchasing arrangements. Due to the efforts of the working group, our offices across the UK have been able to quickly develop their cloud offering to ensure UHY leads the way with regard to cloud accounting services and a number of offices have already achieved Platinum Partner status with both Xero and Quickbooks.

“ I love being able to share cloud best practices and our experiences across the group to make us stronger together. The progress each office has made with cloud accounting in the last three years has been phenomenal, going from nothing to platinum Xero and QBO partners is a huge achievement and I'm very proud to have been a part of that. ”

Rebecca Roberts
National Head of Cloud Accounting



Our Cloud Accounting team won the Young Professional Team of the Year award at the Insider North West Young Professionals Awards 2019



Truly global representation

We are proud to be a founding member of UHY International, which was formed over 30 years ago in partnership with a firm in New York and now covers 270 business centres in over 100 countries worldwide.

Our independent member firms are all highly regarded, professional and reputable in their own local markets and know each other well through meeting and working together regularly.

We achieve sustainable success that generates long-term and loyal client relationships. Our drive for professionalism, quality, integrity and innovation combined with this global reach have realised substantial growth in our 30 year history for both clients and member firms.

- Founder member of UHY International
- A business-driven network
- Helping clients with overseas interests
- Strong presence in Europe, the US and China
- Annual regional and global conferences, connecting you with fellow business leaders with shared interests
- Annual international management/ leadership training course
- PR agency support



Annual turnover
USD514 million

270 offices in
more than
100 countries

**UK ranked
2nd in UHYI
for receiving
referrals**

17th*
largest global
network by fee
income

**UK ranked
2nd in UHYI
for referring
work to other
members**

* Latest International Accounting Bulletin league tables



What are the benefits of joining UHY?



For partners

- No overlap or conflict between member firms
- Local independence and financial autonomy
- Economical national presence
- Independent external review programme
- Internal KPI benchmarking
- Attract and retain larger clients
- National tendering situations
- Practice management advice and support
- Referrals from UK and overseas offices
- Annual Managing Partners' Forum

Technical support

- National arrangement with Mercia Group for external review programme and reduced rates for technical advice, training and support
- National technical support group for technical queries and knowledge sharing
- Explanatory bulletins on regulatory and legislative changes



For staff

- Training courses – trainee and post qualified
- Secondments – UK and overseas offices
- Reputation of a national firm on CV
- Exposure to national technical standards and systems
- UHY International Leadership Forum for senior staff

IT and data support

- National webinar facilities
- GDPR support
- Commitment to Cyber Essentials

National networking and training opportunities

- Biannual partners and managers conference
- Biannual sector and specialist group Away Day on alternate years to the conference
- Other regional events



For clients

- Local advice and assistance with national specialist support
- A name recognised and respected by lending institutions
- Support with global business issues and expansion plans
- Regular technical and UHY insight communications
- Useful digital media platforms; various websites and social media accounts





Support from the national marketing and BD team

- Business development and targeting
- Internal communications
- Branding
- Proposals
- Local marketing plans
- Online and offline external communications
- Email marketing
- Events
- Client care
- PR agency



Assistance with proposals and tender situations

Our automotive audit approach, tailored to your specific needs

The Research team understands your clients. We recognize your audit will not be a one-off exercise. We will be on hand to support you throughout the process.

Our programme of work

Following our initial meeting, we will conduct a detailed audit of your business. We will then provide you with a detailed report on our findings, including:

- A tailored Audit Service Plan
- Audit findings Report setting out key findings
- Final audit report

Academy client

Research and Development Tax Relief Guide

Charity and Not-For-Profit Sector Outlook

2019 Automotive Sector Outlook

Solutions for listed companies

Our tax solutions



Design and management of email campaigns

UHY Hacker Young

Prosper

Our magazine discussing the issues affecting businesses now

AIM Good Governance Review 2020

Our research annual review, written in partnership with the Institute of Directors (IoD), is a key resource for business owners and their teams. It provides a comprehensive overview of the current state of the UK economy and offers practical advice on how to navigate the challenges ahead.

Thought leadership and experience from across the globe

UHY Global, a global magazine, gives insight into international business trends, helping you understand the opportunities and challenges that global markets present. UHY Global is a must-read for all those who are looking to expand their business internationally.



National sector and service publications in hard copy and digital versions

Capital Markets Outlook

2019 Academies Benchmarking Report

AIM Good Governance Review 2019/20

Our services to the hospitality sector

Rural and Agriculture Sector Outlook

Research and Development Tax Relief Guide

Charity and Not-For-Profit Sector Outlook

2019 Automotive Sector Outlook

Solutions for listed companies

Our tax solutions



National website, dedicated cloud accounting website and fully managed social media platforms

UHY Hacker Young

Prosper

Our magazine discussing the issues affecting businesses now

Services | **Sectors** | **Careers**

Latest news & blogs from UHY

Our specialist sectors

LinkedIn | Twitter | Facebook



Testimonials from current member firms

“ Our Manchester office has grown considerably since joining the UHY HY Group in 1987 and we attribute a large proportion of this to the fact we are part of a cohesive Top 20 national network with a strong international offering. Being a member of UHY has opened up many national and international opportunities for us and means we are genuinely able to provide our clients with full service support across borders. We also see real benefits from being able to access the very supportive central marketing team and through having national websites, which we can adapt for our local needs. ”



Mark Robertson
Manchester office
Managing Partner

“ We joined the Group in 2009 because we felt we needed a better UK and global brand in order to grow by targeting larger clients that were not interested in a small regional brand. Locally we now compete with the Big 4 in the audit world and have a very good record in this space. ”



Paul Byett
Newport, Abergavenny
and Bristol offices
Managing Partner

“ By retaining our local independence we have the ability to switch between promoting our services as a local firm and a national network when tendering for work. We are also able to take advantage of the technical expertise of larger offices which has helped us attract and retain larger clients.

Being part of UHY gives us access to a national marketing team and national budget, and we also benefit from our involvement in many of the national sector and working groups. We certainly could not have developed our cloud offering as quickly as we have without the support of the national cloud working group. I also find the regular Managing Partner meetings useful as they provide a great opportunity to share knowledge. ”



Nevil Pearce
York office
Partner



Want to know more?

We'd love to hear from you.

We can arrange a telcon or a meeting with partners at your firm's office, or at a location that is convenient for you.

You are also welcome to visit us at our London office or the offices of another member firm.

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