



Morison KSi

**Building Better
Businesses Globally**

Building Better Businesses Globally

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A refreshing alternative

Solutions for your business world

"Morison KSi member firms can be relied upon to help you identify the opportunities..."

Our clients

Whether you are a publicly listed company, an owner-managed business or a high net-worth individual, Morison KSi member firms can be relied upon to help you identify the opportunities, navigate the challenges, and inform, influence and prosper in your markets of choice.

Our members represent businesses, entrepreneurs and trade organisations operating across almost all major industries and sectors. You may already be an active player internationally, looking for new avenues to pursue or a successful company eyeing its first tentative steps overseas.

The Morison KSi family gives you access to professional services firms who are highly experienced in dealing with cross-border assignments, no matter how large or small and no matter how complex.

But it is about much more than high-quality advice and exceptional service. Our members bring together all the expertise and knowledge of the major players but combine it with a hands-on approach that, ultimately, helps to better position your business for continued success.

Our advisers

We don't just accept any professional services firm into the Morison KSi family. Our recruitment procedures are tough, to ensure the reputation we have built up over nearly three decades remains high and that clients are confident and inspired by what we have to offer.

Our members are owner-managed firms who value their independence but who are united in a common goal to satisfy clients' needs by partnering with other high quality internationally active firms.

We recruit from the leading firms in their base location, with many ranked in the top 10 or top five in their local markets. But it is all about quality, not size or ranking. We set rigorous selection criteria for member firms to ensure they have not just strong leadership, respected local reputations and a strong client-focused culture but that they can also demonstrate proven international success and, crucially, have full service capabilities across technical expertise, delivery and all relevant international standards.

our values... your success

Our members are **owner-managed** firms...

Delivering excellence across the following sectors and services

Industry knowledge

- Automotive
- Construction
- Energy
- Entertainment and media
- Farming
- Financial services
- Food production
- Government
- Healthcare
- Hospitality
- Logistics and warehousing
- Mining

- Manufacturing
- Petro-chemical
- Pharmaceutical
- Professional services
- Real estate
- Retail
- Shipping
- Technology
- Telecommunications
- Textiles
- Transport
- Utilities

Service

- Accounting services
- Audit and assurance
- Business rescue & recovery
- Consulting
- Corporate finance
- Forensic accounting
- Insolvency
- IT consultancy
- Legal services
- Tax

"In the ever-changing shipping industry where uncertainty and volatility is the norm, we have chosen a Morison KSi member firm because we share a common vision of long-term relationships and high standards of excellence"

Danny Chiu,
Chinese Maritime Transport Ltd, Taiwan

Maximising your success

Making a real difference

What we do may not be unique, but we like to think the way we do it most certainly is. Our international presence ensures the cross-border needs of clients are met in a way that is flexible, creative, continually assessed and always centred on the needs of the businesses we serve.

Our operational footprint covers all major international and emerging business territories and, while our expertise and global reach is extensive, the emphasis is first and foremost on quality.

From telecoms, transport, pharmaceuticals and financial services to government, healthcare, construction and real estate, our global association of independent accountants, auditors, tax advisers and business consultants delivers clients the expertise they need, wherever they need it.

More than just a promise

High quality client care is something every organisation, association and business aspires to – and invariably talks about at length. The truth, however, is often only evident when a client is exposed to that service over the life of a business relationship.

At Morison KSi, we don't pretend to be the largest in our field. What we do strive for is to continually invest in and consistently deliver a level of service that is guided by our unique client care promise. It is something that embraces the value added process, budgetary transparency, clear and responsive reporting and quality assurance that puts clients at the heart of everything we do.

"We are rather selective. We don't want to be large just to see our name on some meaningless "ranking survey" but we do want to be acknowledged as the best at what we do – and to offer clients a real and refreshing alternative to the 'big four'"

Mark Levenfus, Chairman,
Morison KSi

High-quality advice and exceptional service...

Always centred on **the needs of the businesses** we serve...

Always in safe hands

How often do you hear a business say that within months of hiring a professional services firm their day-to-day contact has been downgraded from liaising with a partner to a more junior member of staff? We are continually focused on a partner-led, high-quality relationship with all those companies with whom we do business.

Each of our members has either an international liaison partner or a dedicated international department, giving clients access to the most talented and appropriate members of a team. These are individuals who are not only highly visible to their clients but who have personal knowledge of international business, access to a formidable network of partners and, ultimately, the ability to be responsive, informed and enterprising across a broad range of services.

Our community

For nearly three decades, firms within the Morison KSi family have been helping to redefine the way in which businesses partner with professional services firms. Ours is an association that is much more than a name tag umbrella and we continually invest in the sharing of: ideas and experience; training and knowledge transfer.

Lead partners in the firms we represent are well known to each other, often working on an expanding portfolio of joint client assignments and attending regular meetings and events, ensuring clients benefit from the best advice, knowledge and – most importantly – results.

Always adding value

Value for money is most definitely the mantra of today's business community but that should not mean quality is compromised and nor should it entail anything other than the highest standards.

Morison KSi member firms provide a cost-effective alternative to the "big four" and other monolithic associations. The majority of our partners have experience gained with those "big four" but now offer a more personalised and holistic approach that cannot be matched by the larger providers. The result? Clients have access to all the same knowledge, expertise and proven track records while benefiting from a more cost-effective, hands-on approach.

Quality expected, quality assured

Global associations of professional services firms are not unique and the work delivered inevitably falls within predetermined legal, regulatory and fiscal frameworks.

What separates Morison KSi apart is that we are rather selective. We don't want to be large just to see our name on some meaningless "ranking survey" and nor do we operate an association that provides our members with just another opportunity for "box-ticking".

Member firms are carefully selected based on a set of rigorous recruitment criteria to ensure we only partner with the highest quality firms and people recognised as leaders in their field. Each has met specific quality criteria both nationally and internationally and is, ultimately, striving to be the first port of call for clients who need high-quality, cost-effective international business solutions.

Global reach

When you become part of the Morison KSi family your firm assumes an immediate level of strength and respect – something that reinforces your knowledge, expertise and experience regionally but which also gives you the confidence and strength with which to help your clients operate fully and successfully in overseas markets.

- You will become part of an impressive association of 163 firms working in more than 340 offices in 84 countries.
- Your team will join 12,500 professionals and almost 1,200 partners in markets from Toronto to Sydney, London to Cairo and Frankfurt to Singapore.

... and, crucially,

- You will be able to service the international needs of your clients, securing their business and helping you win new business.

We can say nice things about ourselves, of course, but there is no substitute for hearing from those companies and organisations who work with Morison KSi firms.

"Our business is important to us and we want it to be important to those we partner with – and that is undoubtedly an attitude we clearly get from working with a Morison KSi firm. In addition, they are straightforward and knowledgeable and a recommended partner for any international organisation"

Lew Chyuan-Fu, CEO, Koryo Co Ltd

"What has impressed us most in our dealings with a Morison KSi firm is that our work is always handled at partner level, it is always delivered to the highest standards and, crucially, we feel they are very much part of our team"

Richard Bolte Jr, President and CEO,
BDP International Inc

"Engaging with Morison KSi has enabled us to establish straightforward, effective access to skilled local professional support that has completely met our delivery and budget needs. Morison KSi member firms are our first port of call to resource our worldwide engagements."

Peter Arr Woodward, MD, ARTTCO

"Perhaps the single most impressive thing about Morison KSi is that their global reach, knowledge and influence is unrivalled but the service is one that is delivered in an almost 'small-scale' way where quality, partnering and going just that little bit further ensures they are set apart from some of those monolithic networks"

Martin Prins, CFO, Cordstrap B.V.

"The partnership we have with a Morison KSi firm adds value and delivers real benefit. I really appreciate the timely updates and insights into the latest business, macro-economics and legislative developments in our key markets"

William Tan, CFO, Metal Component Engineering Ltd

"What is really refreshing about our engagement of a Morison KSi firm is that they understand the commercial realities of business and strike that delicate balance between fulfilling their statutory role whilst serving the needs and interests of their client"

Goo Liang Yin, CFO, China Great Land Holdings Ltd

"What I appreciate is that we never feel like just another client. They have proven, time and time again, that they care about our business and are professional, helpful and reliable in all the services provided"

Paul Paffett, VP Asia Pacific, Construction Specialties



Working with us...

...all you need to know

Working with KSi is a smart move. Operating in six continents, we have the scope to meet even the most complex client needs across multiple jurisdictions and we have the talent and expertise that enables our members to work with your business as a true partner and never as a consultant operating at arms' length.

- Established in 1990
- A leading association of independent accounting and consulting firms
- Our mission is to have high-quality, full-service member firms in all key locations worldwide in order to meet the cross-border needs of even the most complex business model
- Run under the direction of an international board. In addition, each of our five operational regions also benefit from their own board structure
- Representation in six continents with over 340 offices and 12,500 staff worldwide
- Geared up to meet the needs of international clients
- Pan-market structure featuring regional and technical working groups
- Our members generated revenue of over US\$1 billion*

* 2017 figures

"We have the credibility to inspire confidence, the track record to deliver results and – above all – an approach our clients find highly refreshing"



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