

# Asia Pacific Conference

## LEA Global Update

September 25, 2023



Rising Star Association



INTERNATIONAL ACCOUNTING BULLETIN

# Today's Agenda

- Review our Vision, Mission, Values and Ambition
- Outline our Strategic Priorities or Pillars
- Highlight opportunities you have to connect

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Collaboration (noun)  
The act of working  
together to produce  
a piece of work

It's about what you put in as much as you take out. Only then do you develop the mutual trust that leads to better partnerships, better opportunities and better potential, because when you collaborate with better partners, you become a better partner.

Our vision  
To be the world's  
most collaborative  
professional service  
firm association.





A woman with short brown hair, wearing a teal t-shirt and a long necklace, is leaning over a desk. She is holding a black smartphone to her ear with her right hand and looking down at a laptop screen. The desk is cluttered with various items including a laptop, a mouse, and some papers. In the background, there is a large window with a view of a cityscape. A large blue curved shape is on the left side of the image.

Our mission

To help people  
bring the best  
out in themselves.

# We value



Transparency



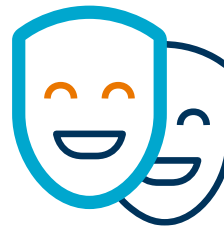
Trust



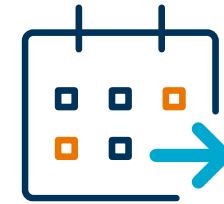
Inclusion



Commitment



Fun



Tomorrow

# Our current state – globally

5th

largest association  
in the world

140+

global member  
firms

\$2.6b+

total  
revenue

76+

countries

450+

offices

1,800+

partners

18,500+

employees

# Asia Pacific

6th

largest association  
in Asia Pacific

30

member  
firms

\$184.9m

total  
revenue

14

countries

100+

branches

220+

partners

3,500+

employees



# Our Ambitions

By 2030:

- Collective member revenues – \$5 billion (top 5 associations)
- Number of members – 200
- Strengthen regions – revenues, countries, number of firms, capabilities
- Expand team – resources, expertise, technology, reach

# Our Strategic Pillars



The image displays three strategic pillars arranged horizontally. Each pillar is represented by a dark blue rounded rectangle with a light gray rounded rectangle inside it, creating a layered effect. The words 'Talent', 'Growth', and 'Innovation' are centered within the light gray rectangles.

Talent

Growth

Innovation

Talent



# Talent and Collaboration

- **Building networks, sharing insights, learning together**
  - Conferences – in-person and virtual
  - Fly Ins
  - Programs –
    - IN PLACE > Emerging Leaders, US Federal Tax Levels;
    - EXPLORING > Advisory Competencies, Practice Leadership
  - Collaboration Groups

# Our annual conferences

## ASIA PACIFIC

TBD

March 2024 | India



### Global Leadership

January

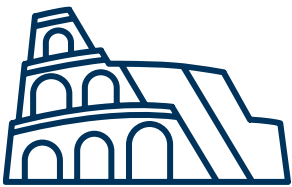
January 7-9, 2024 | Naples, FL (US)



### MENA

February

February 18–20, 2024 | Casablanca, Morocco



### Europe

April

April 18–20, 2024 | Prague, Czech Republic



### North America

June

June 10–12, 2024 | Dallas, TX (US)



### Latin America

August

August 8–10, 2024 | Punta Cana, Dominican Republic



### World

October

October 21-23, 2024 | Vienna, Austria

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# Growth & Capabilities



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# Collaboration and discussion groups

## Operations

- **Managing Partners**
- CFOs
- COOs
- HR
- IT
- Marketing
- Talent Acquisition Managers

## Service Lines

- **A & A**
- CAS (Client Accounting Services)
- Family Business/CEPA
- **International Tax**
- State and Local Tax
- Tax
- Valuations, Forensic & Litigation Support
- VAT

## Industry

- Manufacturing
- Not For Profit

## Career Progression

- Learning & Development
- Women's Leadership
- **Young Professionals**
- New Partners



# Growth

- **Growing the membership, growing ourselves**
  - Regional growth plans – fill gaps, strengthen capabilities
  - Resource centers – GCM, US NTRC, country desks
  - Global partner program

# Growth – New Firms

- North America
  - Miller Kaplan
  - Pipeline – Las Vegas, Milwaukee, Birmingham, Cannabis
- Europe
  - Global Tax Advise (Romania)
  - Metis Hellas (Greece)
  - M&E Group (Albania)
  - MAG AM (Spain audit)
  - Misters Audytor (Poland audit)
  - W Partners (Italy audit)
- Asia Pacific
  - Aepoch (China)
  - JK Medora (Singapore audit)
  - VGA (India, Kochi)

# Capabilities – Resource Centers

## Benefits to Members

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Extend access to additional services

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Simplify access

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Provide distribution channel

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# Commercial Resource Centers



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## Welcome to LEA Global Consulting Marketplace!

Whether you need to find a solution to serve a client, educate and train staff on a consulting-related topic or seek the guidance of member firms, the Global



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[Home](#) > [Member Resources](#) > National Tax Resource Center

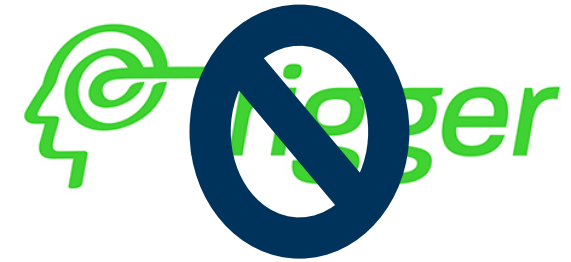
## National Tax Resource Center

The LEA US National Tax Resource Center (NTRC) provides access to industry-leading tax experts and insightful information.

With enhanced and expanded services, insights, and thought leadership, the NTRC

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[Coordinat](#)

Special Thanks To LEA's  
**DIAMOND PARTNERS**





Special Thanks To LEA's  
**GOLD & SILVER  
PARTNERS**

LEASE<sup>ER</sup>RUNCH<sup>®</sup>

 **TRULLION**

**botkeeper**  
The Future of Bookkeeping

**McGowanPRO**  
*Professional Liability Insurance*

**SENTIENT**  
SOLUTIONS FOR ACCOUNTING

  
**BEECH VALLEY  
SOLUTIONS**



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# Innovation & Technology



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# How we'll achieve this

Focusing on innovation and technology

- **Trying new things, seeking new connections**
- Building supportive global infrastructure > DigiCon, Outsourcing Conference, Regional Virtual Conferences, Global Talent Exchange
- YP Working Groups
- Operations – improve digital experience of members : new website, member portal, CRM, pursuing data warehouse, project management, teams channels, WhatsApp groups



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# Governance



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# LEA Global Board of Directors



Jeff Drummonds  
LBMC  
Nashville, TN



Roberto Harteneck  
Harteneck & Asociados  
Argentina



Alan Litwin  
KLR  
Providence, RI



Robert Minkler, Jr.  
Anders CPAs +  
Advisors  
St. Louis, MO  
LEA Global Board Chair



Wayne Pinnell  
Haskell & White  
Irvine, CA



Andrew Rich  
HW Fisher  
London



Mark Roderick  
Perks  
Adelaide, Australia



Tony Szczepaniak  
LEA Global  
Eden Prairie, MN  
LEA Global CEO



Hein Vandelanotte  
Vandelanotte  
Belgium



Alberto Vettoretti  
Dezan Shira & Associates  
Hong Kong



Jeffrey Weiner  
Marcum LLP  
New York, NY  
LEA Global Board  
Vice-Chair



Jason Yetter  
Richie May  
Denver, CO

# LEA Asia Pacific Regional Council



Alberto Vettotetti  
Dezan Shira & Associates  
Hong Kong



Amit Maheshwari  
AKM Global  
India



Allan Mckeown  
Prosperity Advisers  
Australia



Nurul Wahab  
A Wahab & Co.  
Bangladesh



Suhel Goel  
SandMartin Group  
India



Tony Szczepaniak  
CEO  
USA



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