



Local Matters, National Strength.

Clients Trading Globally and Our Role

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EXISTING CLIENTS TRADING ABROAD

What are the services we can and should provide ?

Introduction to the Local Member

- This requires an understanding of the Client's requirements
 - We also need to think beyond the stated requirement
 - We need to explain this properly to our Local Member
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Introducer or Conduit

- Do we let the Client get on with it?
- Do we act as intermediary ?
- There is always Local Legislation which is different from ourselves
- It is still our Client **We are responsible**
- We need to be part of the process at the start and thereafter



Local Member Contacts Us

How Do We React ?

- Do we have the expertise?
 - Can we deliver?
 - Does the Introducer or client understand our advice
 - Costs and Fees
 - One off or Ongoing
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Global Co-operation

What is possible between our clients?

- International Group Trade
 - Finance based in London UK
 - Trade in India principally
 - Investments and Subsidiaries Africa / Indonesia
 - Further expansion worldwide
 - G G I or Big Four
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Example

Client Listed on AIM Market with trade outside UK

- Turnover of group £80M
 - Finance raised £16M
 - Shareholding given up 10%
 - Value of remaining shares £150M
 - Further finance?
 - Do you have Clients with such potential and desire ?
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By being in GGI we want to....

Trade Globally

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