

# AGN International

## AGN Chair Presentation – Bangkok

Liam McQuaid

Duignan Carthy O'Neill, Ireland



excellent.  
connected.  
individual.

# 2017 AGN World Congress

# Welcome

# OR

# Yindi txnrab

# Introducing Liam McQuaid

Managing Partner – Duignan Carthy O’Neill, Dublin, Ireland



Chair – AGN International

Chair – AGN Europe Education Committee

Director – AGN International & AGN Europe



Member of the Financial Reporting Council (FRC) –  
Technical Advisory Group



Member of the Accounting Committee – Chartered  
Accountants Ireland



Director Pharma and Financial Services Sector

# 2017 World Congress

- **78 Delegates**
- **53 Firms**
- **29 Countries**

# 2017 World Congress - Countries



# 2017 World Congress – Regional Chairs

## Chair of AGN 5 Regions

AP: Thaddaeus Mueller

CSA: Alberto Adaminas

EU: Richard Hempe

NA: Carl Coburn

WAA: Adel Habib

## 2017 World Congress – VIP's & Resource Partner

### **VIP's:**

Alliance Audit:  
(Singapore)

Bernard Lee

Multiplus Audit &  
Consulting Co. Ltd:  
(Thailand)

Surapon Thawanyavichajit

### **Resource Partner:**

Beacon Group:

Randy Landsman

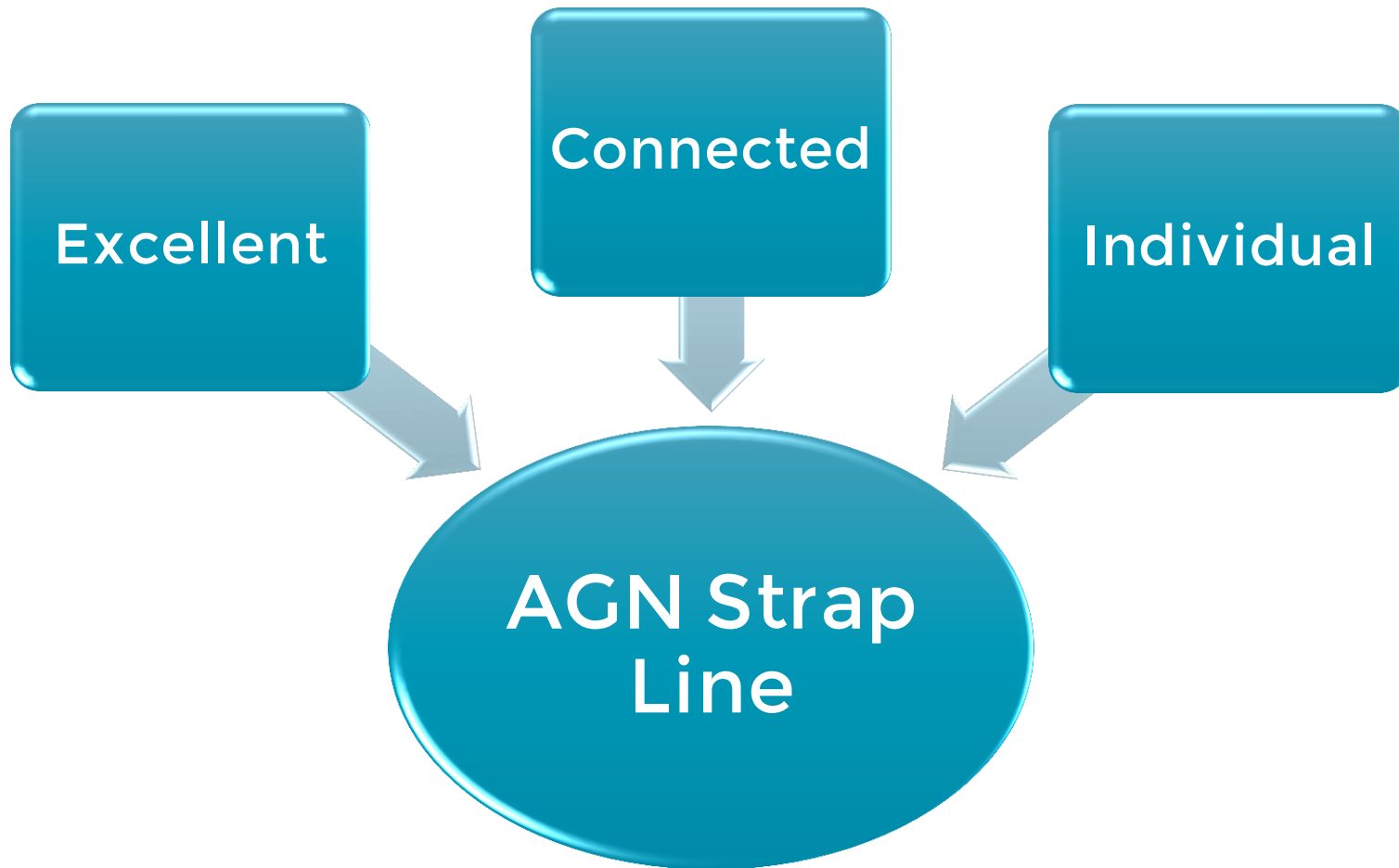
Robert Rigby Hall

# Thanks to AGN Staff

CEO:	Malcolm Ward
AP Director:	Kellen Group (Jean & Percy)
CSA Director:	Mireia Rovira
EU Director:	Marlijn Lawson
NA Director:	Kathy Sautters
WAA Director:	Pauline Walzak
Executives:	Patsy Bowen
	Cindy Frey
	Maxine Graves
	Anna Mazur
	Courtney Mino
	Wendy Nemitz
	Mark Pigg



# AGN International - Profile



# AGN – External Comparison 2016

	Fee Rankings	\$(M)	%
<b>Overall</b>	7 <sup>th</sup>	1,246.10	100.0
<b>Asia Pacific</b>	5 <sup>th</sup>	141.80	11.3
<b>Europe</b>	6 <sup>th</sup>	473.10	38.0
<b>Middle East</b>	6 <sup>th</sup>	15.80	1.3
<b>North America</b>	7 <sup>th</sup>	598.50	48.0
<b>Latin America</b>	13 <sup>th</sup>	14.20	1.2
<b>Africa</b>	15 <sup>th</sup>	2.70	0.2

Source: International Accounting Bulletin – February 2017

**Target  
Top 5  
Ranking**

# AGN Fee Income by Region



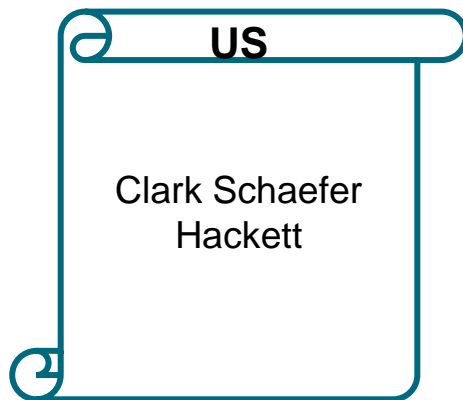
Source: International Accounting Bulletin: February 2017

# AGN International New Members

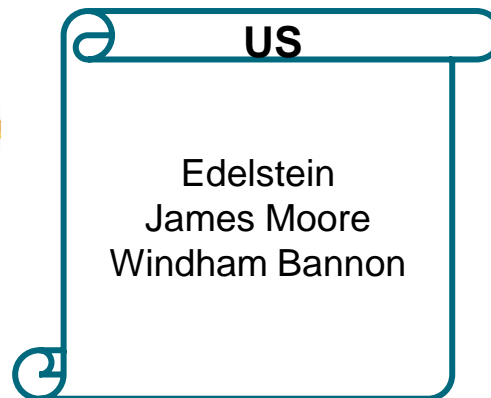


# Excellence of AGN Firms – Award Examples

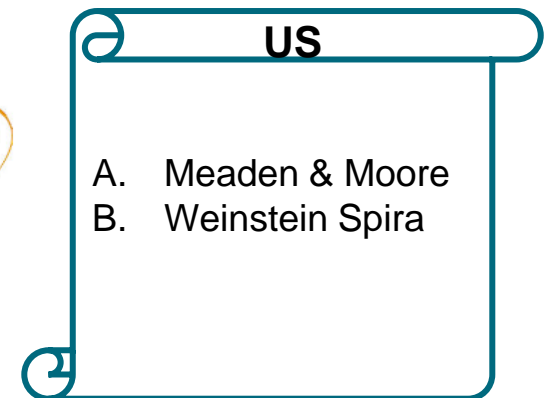
## Top 100 Firms in US in 2017



## Top 200 Firms in US in 2017



- A. Business Longevity Award
- B. Best Customised Sales Initiatives or Approach



# Excellence of AGN Firms - Award Examples

## China

### China Regal

Appraisal: Ranked No. 16 in China  
Taxation: Ranked No. 6 of the top 100 Tax Agent Firms by CCTAA  
Engineering: 3A in China and 5A in Beijing, both in 1st Tier group  
Accounting: Ranked No. 59 of the top 100 CPA Firms in China



## UK / Scotland

### Shipleys

Tax Adviser of the Year Award  
Ranked 58<sup>th</sup> in UK

### Chiene & Tait

Awards to Tax team & mid Tier Firm Award Finalist

# Excellence of AGN Firms – Award Examples

## Top 100 Tax Firms Award



## Top Consulting Firm



## Top 10 most promising GRC companies in 2017



## Elected Auditor to Expert Suisse



## Top 50 Law Firms



## AGN Board Strategic Objectives - 2017





# AGN Board Strategy - 2016/2017

AGN value added services include:

- Brand materials including brand user guide
- Templates including proposal template
- Thought leadership including AGN global survey
- Business Opportunities Bulletins (BOB's)
- In it to win – how to win bidding proposals
- Going International guide to increase referrals
- AGN live country guides
- Business development diagnostic
- AGN sector groups
- Client satisfaction monitor (CSM)

## AGN International Board Meetings, September 2016, November 2016, March 2017, May 2017, August 2017 & November 2017.

- Regional reports (5)
- Membership development including targets
- Member business developments
- Strategy discussions including Law & I.T. Association collaboration, virtualise office, high value member services, future for AGN
- 2016 Annual Return Analysis
- Finance. Audit & Remuneration committee meetings
- 2017 & 2018 World Congress
- Review CEO board briefings

**“Those willing to achieve great things are the ones willing to be scared but not scared off.”**

**Richard Branson  
(Founder Virgin Group)**

## Contact Details

Duignan Carthy O'Neill  
Chartered Accountants

Liam McQuaid

+ 353 1 668 2404

[liammcquaid@dcon.ie](mailto:liammcquaid@dcon.ie)

Web Site: [www.dcon.ie](http://www.dcon.ie)

84 Northumberland Road  
Dublin 4  
Ireland



DUIGNAN  
CARTHY  
O'NEILL