



2019

Revenue \$3.9 billion,
6% growth,
36,332 employees
in 122 firms



2019*

TOP 3
by revenue
in accounting
services



2019*

TOP 9
by advisory
service line



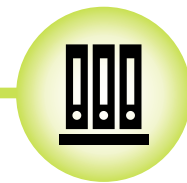
2019*

TOP 6
in the Middle
East region



2019*

TOP 8
region



1st quarter 2020

TOP-10
in the Global
Accountant rating



1st half year 2020

TOP 7
in the rating
of Accountant League
according
to Merger Market

Now,
for tomorrow

* Source International
Accounting Bulletin

BAKER TILLY: STABILITY AND CONFIDENCE



The pandemic has affected all types of business sectors, from SMEs to large international corporations. The sphere of consulting has not been spared from the pandemic's influence. Despite these hard times, businesses still need the support of experienced consultants. Companies strive to optimize their costs while receiving high

quality services from specialists that have broad consulting experience. One of these companies is Baker Tilly.

Who are we?

Baker Tilly is a leading international network of companies providing audit, consulting, financial advisory, risk management, tax and other related services. Baker Tilly

operates in 146 countries with clients from a variety of industries, primarily in finance, insurance, professional science and technology, manufacturing, development, wholesale and retail.

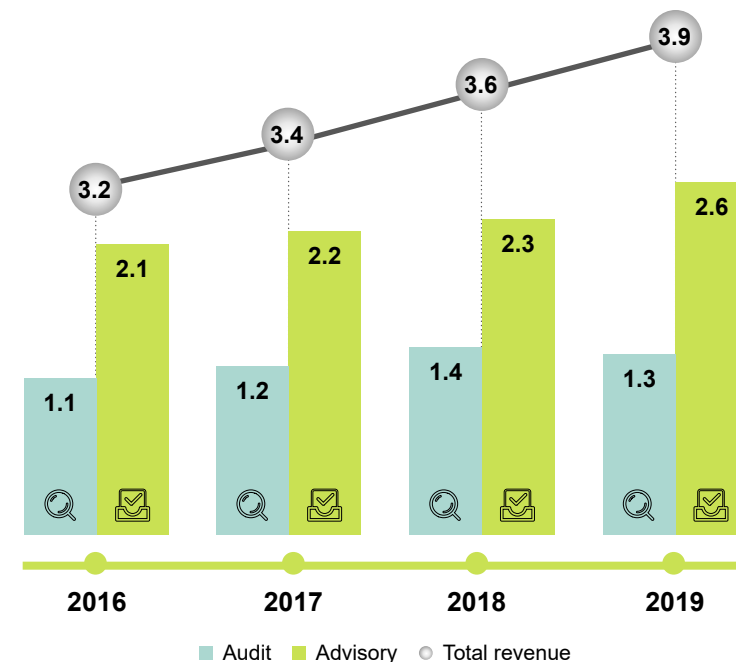
Baker Tilly International and its member firms are part of the "Forum of Firms". The purpose of the "Forum of Firms" is to promote consistent and high-quality standards of financial

reporting and auditing throughout the world.

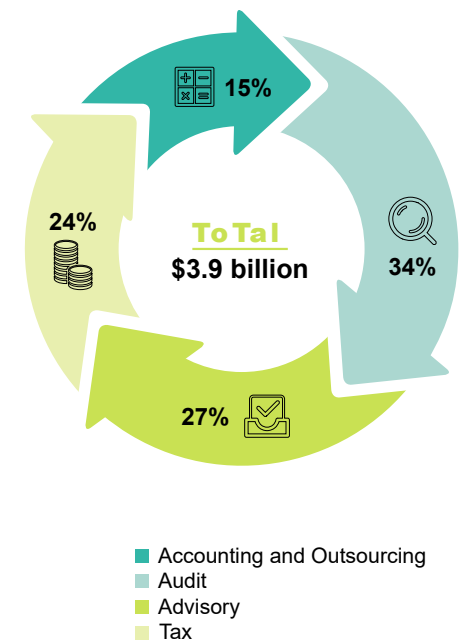
Today the company holds a leading position in the market and is among the TOP 10 largest consulting companies in the world. The global aggregate revenue of the network for 2019 amounted to

\$3.9 billion, the compound annual growth rate for the period 2016–2019 was 6%. The major part of the network's income falls on audit and consulting services, 34% and 27% respectively, while tax practice occupies 24% and the remaining 14% are accounting and outsourcing.

It should also be noted that in 2019 the number of clients was more than 200,000 in 37 countries of Baker Tilly International network. The total number of employees increased by 4.7% to 36,332 in 146 countries, with 122 firms and 742 offices around the world.



*Source Baker Tilly International



What makes Baker Tilly distinctive

In order to share best practices and develop better methods, Baker Tilly International creates industry working teams that study the best examples

of the member firms' achievements in their respective industries and activities. In order to bring together all member firms, Baker Tilly International has developed its own internal platform that allows all members of

our large team to communicate, share experiences, help and work together.

From a business perspective, the pandemic has identified clear market leaders. However, COVID-19 brought us together and Baker Tilly

International became stronger, gaining key positions and entering new markets through strategic mergers and acquisitions, recruiting new employees and offering new services in areas that are critical to customers.

According to Global Dealmakers: European M&A market update 2020, the pandemic has had both positive and negative effects on M&A transactions. The number of deals in the first quarter of 2020 was 33% lower than in the first quarter of 2019, although the size increased by 26%, given several deals with significant capitalization in 2020.

Comments from the members

It should be noted that all members of Baker Tilly International network make an integral contribution to the benefit of their clients. A prime example is Latin America. Baker Tilly’s Regional Director for Latin America, Donny Donosso, noted that Baker Tilly in Chile, as well as many of our members in the region, has become a major advisor to companies on how they can benefit from government stimulus and recovery incentives.

“And we’re seeing some really smart things operationally – things that probably we should have been doing all along! And these things aren’t going to stop once we are through this pandemic. They’ll continue and they’ll make us stronger,” said Fred Kostecki, Managing Partner and Regional Leader for North America.

An equally important factor for clients is the value for money of the services they receive. “The Baker Tilly network and Baker Tilly Global Tax Solutions is well placed in the current climate to offer that value mix and we are seeing some strong trends from clients who need co-ordinated assistance globally,” said Chris Danes, Tax Partner at MHA MacIntyre Hudson, the UK member of the Baker Tilly network.

Baker Tilly in CIS

According to Alexander Malkov, Baker Tilly’s Partner in Russia, “at this difficult time, our firm decision to continue investing in new and existing service lines has allowed us to create not only a number of new directions, for example, new types of legal services, but also to improve the quality of existing services in other service lines through the use of new technologies and specialized software. All our activities are fully aimed at developing the key competencies of our employees and the company as a whole in order to offer our clients effective solutions for maintaining and increasing the value of their business, taking into account the specificity of both Russian and international business activities, particularly during these times”.

According to the international rating agency RAEX (Expert RA), Baker Tilly in Russia is among the TOP-10 audit organizations, as well as the largest groups and companies in the field of outsourcing of accounting functions.

Baker Tilly Russia is represented by service lines such as assurance, accounting services, consulting, tax and valuation services, corporate finance, forensic and legal services.

Baker Tilly Russia ranks leading positions in the following areas:

- Preparation of financial statements (RAS) – 3rd place
- Valuation – 4th place
- Financial consulting – 5th place
- Bank audit – 7th place
- Staffing and office management – 9th place

Baker Tilly in Central Asia is part of the Baker Tilly International network and represents a combination of independent companies in countries such as Kazakhstan, Kyrgyzstan, Tajikistan, Uzbekistan and Turkmenistan. The independence of these firms provides an opportunity to use the best international experience in the

implementation of both domestic and international projects.

Employees of our companies have extensive experience in large audit and consulting companies and are holders of international certificates such as ACCA, CPA, CIPA, CAP, CIMA, DipIFR, CFA, FRA, ISO, RICS and TEGoVA. Including IT services in cybersecurity, consulting and strategic business planning, taxation and engineering consulting at the highest professional level, in full compliance with the requirements of International Standards on Auditing, International Financial Reporting Standards and legislation.

Due to our high level of professionalism, we cooperate with clients from different sectors throughout Central Asia. We are proud that most of our clients are loyal and continue to deal with us year after year.

Baker Tilly’s achievements in Central Asia

Baker Tilly Central Asia was officially awarded Gold Status for ACCA Approved Employer, confirming the high standards of staff training and continuous professional development. Baker Tilly Central Asia has successfully passed the USAID accreditation procedures and is included in the list of companies recommended for providing assurance services in Central Asia.

Baker Tilly Central Asia is officially included in the register of accredited consultants of the Russian-Kyrgyz Development Fund.

Baker Tilly Bishkek is ACCA’s first and only officially approved exam center using Automated Examination Programs (AIE). The company is also ranked 1st by the number of employees and 3rd by revenue.

Baker Tilly Kazakhstan is included in the list of pre-qualified potential suppliers of investment holding NWF Samruk-Kazyna JSC, accredited with



2019 FINANCIAL INDICATORS				
BAKER TILLY QAZAQSTAN 3 offices, 4 partners, 40 employees, 4 years in the market Providing services of audit, valuation, tax consulting and accounting outsourcing ACCA Approved Employer Number of implemented projects – 145, growth 13% Revenue >\$1 million	BAKER TILLY UKRAINE 4 offices, 8 partners, 350 employees, 20 years in the market of audit and consulting services. ACCA Platinum Employer. TOP-5 best companies Ukraine in audit, tax and accounting. Number of implemented projects – 450, growth 16% Revenue >\$8.3 million	BAKER TILLY RUSSIA 4 offices, 10 partners, >300 employees, 26 years in the audit market and consulting services ACCA Platinum Employer TOP-5 Russian companies in the field of financial consulting. Number of implemented projects – >600, growth over 5% Revenue \$8.7 million	BAKER TILLY AZERBAIJAN 1 office, 3 partners, 90 employees, 13 years in the audit and consulting services market, ACCA Platinum Employer TOP 5 leading companies in Azerbaijan. Number of completed projects – 150, growth of 12% Revenue> \$ 2.5 million	BAKER TILLY BISHKEK 1 office, 2 partners, > 40 employees, 11 years in the market ACCA Gold Employer TOP-3 leading audit and consulting firms in Kyrgyzstan. Number of implemented projects – 64, growth of 8% Revenue <\$ 1 million

the European Bank for Reconstruction and Development (EBRD) and the World Bank.

Also, Baker Tilly Kazakhstan is accredited by international and state organizations, and has the right to conduct valuation of companies funded by NWF Samruk-Kazyna JSC. It also provides consulting services on valuation of the portfolio of pledged assets of the second-tier banks (Halyk Bank, Kaspi, Forte, Jysan and Altyn Bank) and is a certified ERG supplier with the right to participate in the bidding for the Eurasian Group companies.

As part of its market research services, Baker Tilly Kazakhstan has been an official contributor to S&P Global Market Intelligence Inc. since

2020, as well as an official partner of Forbes Kazakhstan in developing a methodology for banks rating and E-commerce ranking.

Baker Tilly member companies in Kazakhstan are certified in accordance with the ISO Quality and Environmental Management System. Our employees are certified ISO 27001 “Lead ISMS Auditor”

According to Ramina Nazyrova, Partner of Baker Tilly Kazakhstan-“In the current difficult situation due to the pandemic, our company is ready to consider any non-standard issues and find solutions for them. We are ready for the new constantly changing rules of the market. Our team is growing and improving, creating conditions for our clients to reach new heights”.

Today, most markets are undergoing constant changes, especially due to the new rules introduced in response to the pandemic. Thus, one of the main problems for companies is the difficulty of attracting investments for new projects, as well as the need to adapt projects to the new realities of doing business. In most cases, the solution to these problems lies in attracting highly qualified specialists. Also, an equally important factor for many today is cost optimization, so companies are trying to attract specialists, whose “price-quality” ratio corresponds to international standards. Baker Tilly is a reliable partner, as well as a company that strives to provide quality service within a reasonable time.