

Press release

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Strategic focus on the future drives HLB's record growth

LONDON - HLB, the global network of independent advisory and accounting firms, has reported that the network's delivery of its strategy has returned global revenues of \$2.73 billion, a record 15% growth increase from the previous year.

In its newly published Global Annual Review, 2018 saw HLB take many transformational steps into the future, taking along the way its people, clients and communities. The network's growth is the result of many factors, including:

- / The launch of the network's new brand, which better reflects our collaborative and entrepreneurial approach to business
- / A 10% increase in overall headcount
- / Particularly strong growth in Europe, which saw a 29% increase in fee incomes and the network breaking into the top 10 nationally
- / HLB becoming a top 10 network in advisory services, with growth of 85% in fee income



Marco Donzelli, HLB Chief Executive Officer says: "Our success is the result of HLB adapting to these turbulent times while anticipating where growth opportunities arise. Our agile nature, coupled with a deliberate focus on the strategic development of the network's capabilities and diversifying service offerings, has seen HLB become one of the fastest growing networks, culminating in a 15% growth in 2018.

"And we will continue to grow from here. Our firms are evolving with their clients and embracing technology to offer more streamlined and targeted client offerings. We are developing the capabilities of our people to future proof the profession and we are innovating as a network, ensuring we continue with the collaborative and entrepreneurial approach to business that HLB is renowned for."

About HLB

HLB International is a global network of independent advisory and accounting firms. Formed in 1969, we service clients through our member firms in 153 countries, with 27,485 partners and staff in 745 offices worldwide. We are ranked 12th globally with many of our member firms ranked among the top 10 nationally.

Learn more about us and tell us what matters to you by visiting www.hlb.global



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