

# FISCAL 2018 IN BRIEF

## GOING DIGITAL – STAYING CLOSE TO CLIENTS



BDO looks back on a successful fiscal year 2018. In a tough economic environment, BDO further increased revenue. Growth was almost entirely organic, with contributions from all regions and service lines. BDO has achieved another year of diversified, stable growth - a development that underlines our firm's excellent market position. We also won important new clients in various areas, which lays the foundation for a successful future.

As our challenging environment grows more complex, BDO is committed to seeking excellent people at all levels - from trainees to certified experts. We do a lot to remain an attractive employer, investing in ongoing education and training for our people, offering an annualised hours model and developing our diversity management. We are also embedding corporate social

responsibility in our corporate culture. BDO has around 1,300 people working in various functions. At 13 percent, our employee turnover is low, and we have been serving our clients for over 20 years each on average. These positive messages are welcomed by our clients and our (future) employees.

Digitalisation continues to play a powerful role, changing the way we work and forcing us to invest in new solutions. I am confident, though, that proximity to our clients and personal contact will become all the more important in an increasingly digitalised environment. There will also be new business opportunities, of course, especially in advisory services for digital topics.

**Werner Schiesser, CEO BDO Switzerland**

## FACTS AND FIGURES 2018

### Clients

**22 580**

Proportion of women  
Percent

**47.6**

### Trainees

**78**

### People

**1 298**

Part-time employees  
Percent

**30.1**

### Audit Engagements

**7 057**

Average age  
Years

**36.7**

### Digital client portal users

**3 634**

Annual report 2018  
[www.bdo.ch/ar2018](http://www.bdo.ch/ar2018)



# RENEWED POSITIVE PERFORMANCE

BDO once again increased revenue in the past fiscal year. Revenue increased by 3.3 percent on the prior year to CHF 211.5 million.

## AUDIT

 + 2.6%  
**CHF 72.3 million**

The revenue growth is attributable to some major engagement wins, despite the cut-throat competition in our sector and the additional challenges that come with tightening audit requirements, growing expectations and cost pressure.

## BUSINESS SERVICES & OUTSOURCING

 + 1.7%  
**CHF 66.7 million**

We have been using digital platforms to optimise collaboration with clients and will continue along this route. Our initial experience with chat bots will also help us further develop processes for interacting with our clients. Personal advice remains an important component in the client relationship, of course.

## TAX & LEGAL

 + 10.4%  
**CHF 25.6 million**

In a market that continues to develop quickly, it's important to provide a structure that ideally supports knowledge transfer between our tax and legal experts. We will continue to observe international developments in tax and law closely so that we can anticipate changes in national laws at an early stage.

## ABACUS

 + 11.1%  
**CHF 11.2 million**

Abacus also gained numerous, well-known clients, driven by stronger market demand for digital solutions - especially in the areas of Human Resources and Time Management

## FINANCIAL SERVICES

 + 1.6%  
**CHF 17.2 million**

The financial sector is transforming in response to the financial crisis as well as digitalisation. Against this background, Financial Services managed to increase revenue. Contributory growth factors were blockchain - whose potential is emerging more and more - as well as fintech developments and regulatory change, which stimulated demand for advisory services in 2018.

## ADVISORY

 + 0.5%  
**CHF 12.6 million**

Services around current topics like blockchain and cyber security are now well established and BDO has secured itself a good market position as skilled advisor.

## INCOME FROM SERVICES AND FEES

