



# KPMG in the East Midlands

Our update to you

Edition 1 / Winter 2015

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# Welcome

**Welcome** to the first edition of the **KPMG in the East Midlands** update. We hope that by reading this, you will get an insight into what is happening within our regional practice. We have included updates on new services, client wins, new additions and promotions within our team, and corporate responsibility activity within our communities.

If anything you read here sparks your interest and you'd like to know more, please do get in touch with me personally.

You can drop me a line at: [ian.borley@kpmg.co.uk](mailto:ian.borley@kpmg.co.uk)

Many thanks

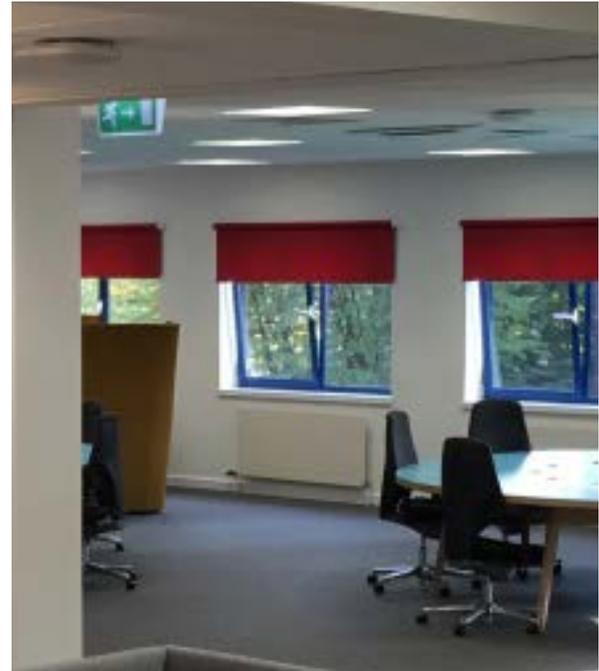


***Ian Borley***  
*East Midlands Senior Partner,*  
*KPMG in the UK*

We've made a commitment to invest strongly in the East Midlands and into our practice within the region. Here are just some of the ways we're showing our confidence:

We've become a Patron of the **East Midlands Chamber of Commerce** – after being a member for many years, we wanted to do more to help enable business growth within the region. Through our role we hope to offer insight, advice and support to other members of the business community, whether they are start-ups or already well established companies.

We sponsored the **Nottingham Post's Top 200 Companies** in Nottinghamshire, and judged both the Leicester Mercury's **Business Executive of the Year** awards and the **Nottinghamshire Business of the Year** awards. It's hugely important to be supportive of excellence within our region, and the recognition these awards give ensures those outside the East Midlands know what a great place it is to do business.



We've extended the lease on our **Leicester office**, and fully refurbished it to create a more collaborative space for our staff and clients. It's important to us to retain a strong presence in the city – we've been there for over 100 years and it's vital for our East Midlands practice and clients that we remain in Leicester.



# Growing our presence



# Winning business

Over the past months, we've been busy working on our existing clients as well as winning new ones. Just some of our wins are:





# Growing our services

KPMG is well known in the East Midlands for providing audit, tax and advisory services. We're continuing to deliver excellence through our audit and tax services, shown by the fact we're regularly winning new clients, but we're also growing our advisory business. So what's new?

We're growing **KPMG Enterprise** in the region, our dedicated service to privately owned businesses. To help ensure we can deliver the best possible service to the mid-market we promoted Marc Abrams to partner and Colin Brearley to director. We've also appointed five Enterprise ambassadors Midlands-wide to help us develop our knowledge of the marketplace, including the ex-head of our Leicester office and board member of the Leicester Regeneration Company, Neil Morris.

Also within Enterprise, we've launched a **restructuring service** specifically targeted at the SME marketplace. Led by director Chris Pole, the team advises companies and their stakeholders who are struggling to improve cash flows or deal with profitability issues.

We've recruited a **cyber-specialist** into the region to lead on supporting clients with managing their cyber risk. Ed Parsons joins the nine-strong Midlands team from our London office, where he advised high profile financial services and energy sector clients on the latest threats. He also brings prior experience advising both the UK and Australian governments

**We're growing our business in Derbyshire**, bringing one of our most experienced partners back from the Middle East to lead our business development there. Anthony Hambleton worked in the region between the mid-1990s and 2010, so we were determined to bring him, and his knowledge, back into the fold.

We've strengthened our knowledge on **pricing and strategy**, by promoting Ben Gaster to director following his return into the East Midlands practice.

And finally, we have a **dedicated corporate finance team** back on the ground within the East Midlands, led by newly promoted director Stuart Sewell, who has recently been involved in several high profile deals, including the Palletforce deal.



# Supporting our communities



KPMG is committed to enhancing the social mobility of those within our communities. To make sure we are practically supporting those communities, we have recently selected two partner charities in the East Midlands – Framework and TwentyTwenty.

TwentyTwenty, which currently has Lifeskills Centres in Leicester and Loughborough and is soon to open a centre in Derby, works with disengaged and disadvantaged young people to develop self-belief and motivation, achieve in education, and find employment. Nottingham-based Framework supports homeless people to get back on their feet through accommodation and support.

KPMG has committed to supporting the charities by providing staff's time and skills, as well as through more traditional fundraising activity. Given both charities' focus on improving the opportunities of those they work with, KPMG staff will provide mentoring, coaching on work-based and personal skills, and practical sessions on interviews and CV writing.

Both charities have worked with our graduates as part of their induction, helping them engage with our charities from the outset, as well as using the graduates' skills to brainstorm a business problem.

And to help engage others outside the firm in their work, Mike Hughes from TwentyTwenty spoke at KPMG's Senior Executives Dinner about corporate responsibility in the workplace to catalyse social change.

And Framework will be holding its flagship event at the end of November, by hosting a Big Sleep Out in Nottingham, aimed at raising awareness and money to help alleviate the difficulties of sleeping rough during the winter – KPMG staff will be supporting and attending.

Also, to end the calendar year, our Nottingham team is hosting the Opportunity: Nottingham conference, a government funded project asking the city to work with people with major negative long term outcomes from drug addiction/alcoholism/homelessness, and try to empower them over a number of years to improve their lives.

**Last year we raised £3,000 for our partner charities**

# Developing our people

To develop our practice and our service to clients, it is vital we develop our people. We are proud to demonstrate that development through promotions, new joiners and investment in the business leaders of the future.

We have promoted **Marc Abrams** to partner within our Enterprise team, following on from the promotion of **Craig Parkin** to partner within our audit practice and the return of experienced partner **Anthony Hambleton** from the Middle East.

And we've had four director promotions too – **Stuart Sewell**, **Ben Gaster** and **Neil Calder** all became directors on 1 October, following **Colin Brearley's** promotion on the same day in 2014.

Added to those, we have promoted eight people to senior manager, nine to manager and nine to assistant manager.

As well as senior promotions, we have also welcomed the next generation to our team. This October we saw 18 graduates join our East Midlands practice – 13 in audit, two in tax and three in deal advisory.

And just the month before, we had five young people start on our five year Audit School Leavers programme of degree, work experience and professional qualification. The talented school leavers will gain valuable client-based work experience throughout their degree and will continue working when they graduate, as well as gaining their ACA qualification.

But we've also had to say goodbye to some of our team, perhaps the most notable being our former East Midlands Senior Partner, Wayne Cox, who retired in September.

Wayne had been with the firm for nearly 30 years and will be missed, but we all wish him the best for the future.

*The east midlands practice welcomes:  
3 new partners, 30 promotions and 18 graduates*



# Hosting events

A close-up photograph of a hand holding a glass of wine, with another hand holding a glass of red wine in the foreground. The background is blurred, showing other people and glasses at a social event.

We see a key part of our role to be hosting and being involved in local and regional events, to both develop our own learning, and to share best practice and practical advice.

Recently we've hosted events such as a dinner to discuss East Midlands devolution, a 'corporate update' event to talk through the current business environment and new technical developments, and a dinner for regional senior executives to network and build relationships. We've also recently launched deal advisors breakfasts and private client breakfast seminars. And on a much more informal basis, we invited guests to join us on the Leicester Ale Trail over the summer, which we'll be doing again next year.

And we've contributed to many events, including the Summer Budget roundtable hosted by the Chamber, where Marc Abrams was the resident expert.

Coming up, we have a business leaders' dinner, as well as events around the Christmas period. We welcome interest in upcoming events – if you would like to find out more about events relevant to you, please do get in touch.

# Outside the office

It's important to KPMG that we help create a work/life balance for our staff – we call it 'bringing your whole self to work'. To give a flavour of what we mean, here are just a few examples of the kind of activities our staff have undertaken:



With plenty of football enthusiasts, our East Midlands practice hosted a **football tournament** in July, with departments playing against each other for the trophy. The day was filled with a little healthy competition and a lot of enthusiasm, with victory seized by the restructuring team who pipped our alumni to the post.



And while our staff are very talented, it would seem their pets are too, with Cathie Clarke's dog Elfie taking part in **Crufts**. Alongside her team mates, Elfie was awarded a full set of rosettes, coming a long way from her days as a stray on the streets of Essex!

Shaun Pettipiece in our tax team spent three months this year working from KPMG's office in **Kampala, Uganda**. The secondment was a chance for Shaun to develop professionally in a new environment. After the working weeks, Shaun managed to see some of Uganda's highlights and magnificent countryside at the weekends, and has said he now knows why Churchill called Uganda the 'Pearl of Africa'.



In April, two of our public sector team, Clare Pickering and Sarah Thorpe, ran the **London Marathon** with respective times of 4 hours 34 minutes and 4 hours 38 minutes, with both gaining a huge sense of achievement, along with the money they raised for charity.



Back in July our Islamic Society invited staff to take part in the annual **'FAST Challenge'**, where colleagues from all backgrounds were invited to go without food and drink from dawn to dusk for a day to get a taster of what fasting during Ramadan is like.

In August the annual **KPMG East Midlands Golf Charity day** took place, with 19 people taking part, raising £134 for **Twenty Twenty**, one of our chosen East Midlands charities.



# KPMG in the news

We're proud to have featured in media across the East Midlands region over the past months. Some of the highlights we want to share are:



In May, Ian Borley talked in the **Nottingham Post** about the need for the East Midlands to speak as one if we are to attract devolved powers.

In June, Ian commented on employment figures from the Office of National Statistics, which showed that employment in the region was on the up – the comments appeared in both the **Nottingham Post** and **Leicester Mercury**... and he commented in the Mercury again in October.



In July, we were quoted in the **Leicester Mercury** on the Budget and our concern over the lack of devolution announcements for the East Midlands.

Also in July and then again in August, we were featured in **Insider**, the **Leicester Mercury** and **East Midlands Business Link** for our role in the sale of Leicestershire-based MIRA to Japanese HORIBA.



In August, we commented in the **Nottingham Post** and **Derby Telegraph** on Government house building figures, which showed that we're simply not meeting the demand for new homes – the need for affordable housing is something we are campaigning on UK-wide.

In late July, our Derbyshire lead, Anthony Hambleton was featured in the **Derby Telegraph** on why the city is a growth area for business and its new found air of confidence.



In September, a piece on the route to exit for SME owners was penned by Ian Borley and appeared in **East Midlands Business Link**.

Also in September, the **Nottingham Post** covered the five talented young people joining our audit school leavers programme, with October seeing the paper cover our new graduates' arrival.



# Our senior team

## Senior Partner



Ian Borley

## Audit



Colin Brearley



Neil Calder



Mark Flanagan



Anthony Hambleton



Craig Parkin



Tim Widdas

## Tax



Marc Abrams



Mike Tuhme

## Corporate Finance



Stuart Sewell

## Restructuring



Richard Philpott



Chris Pole

## Debt Advisory



Steve Hickman

## Forensic



Julie Bruce



Damian Byrne



John Rouse

## Risk Consulting



Paul Felstead

## Public Sector



Andrew Bush



John Cornett



Tony Crawley

## Strategy Pricing & Transaction Services



Ben Gaster



# Thank you

Thank you for taking the time to read our update. This is the first of these East Midlands updates that we've produced and we'd love to know what you think of it. If you'd like to discuss anything you've read about in here, have any comments on the update, or would like to get in touch with us on any other matter, please feel free to email Ian personally at: [ian.borley@kpmg.co.uk](mailto:ian.borley@kpmg.co.uk)

[www.kpmg.co.uk](http://www.kpmg.co.uk)

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