

Charity Audit **Spotlight**

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**Annual
Report**

**June
2019**

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Audit spotlight report

The headline of the previous report was that growth in audit fees had increased significantly, spiking at a 7% growth rate, after slowing in previous years. This report identifies that fee increases have dropped again in the past two years, now at just 2.6% growth year-on-year. This 2.6% comes from just 33% of charities that have experienced an increase in fees, however with 43% of charities sticking with the same auditor, could charities get better deals shopping about? With 797 audit firms advising the UK's largest charities, competition is as strong as ever in the charity audit market. Crowe UK is the strongest firm within the charity space at present, and is ahead by far in audit fee income—the barometer used to create a hierarchy of firms.

While 43% of charities have chosen to remain with their previous auditor, charities should be constantly reviewing their advisors to ensure they are getting the best quality service for the most competitive price. We hope that this report can be used as an aid in that process, utilising data such as that shown in figure 3, listing audit fees paid in relation to income band, to benchmark against charities of similar size and scale.

Other findings in this report include:

- Audit fees cost the UK's largest charities £72.3m between 2017/18, increasing by 10.2m in five years
- 43% of charities have not changed auditor over the last decade.
- There were 344 auditor changes in the latest financial year when compared to the previous year
- Crowe UK LLP once again top the fee tables earning £6.4m in fees; giving the firm an 8.9% market share
- The firms with the most clients are haysmacintyre with 303 clients, followed by Crowe Clark Whitehill with 271 and RSM with 213
- The largest charity to change auditor was Nuffield Health which paid a fee of £300k to Deloitte which it previously paid to Grant Thornton
- Haysmacintyre made the most client gains with 25 new clients but Crowe UK LLP gained the most in fee income worth £534k

Methodology

Charity Financials records the names of all the advisers employed to provide services to the top 5,000 charities. These include auditors, investment managers, banks and legal advisers, as well as any others mentioned within charities' annual financial statements. For audits, it is the firm that conducted the audit and signed off the audit report that is recorded in the *Charity Financials* database.

By recording the names of the advisers listed by each charity every year, we have identified when changes take place, the length of time relationships exist for and how often charities make such changes.

Background to the top 5,000 charities

To be included in the *Charity Financials* top 5,000 charities an organisation must have either an annual income that is greater than £1.734m, annual expenditure greater than £1.772m or total funds/net assets greater than £4.032m. Only one of these three criteria need to be met. Some organisations are excluded despite having charitable status, namely academies, independent schools, universities and housing associations.

Those included in the top 5,000 are a varied group, both in terms of size and activity. Some focus on local services while others are involved in complex international projects. Some exist simply to provide funding to other organisations. One thing they all have in common is that they are required to be externally audited. The complexity of their operations will dictate the level of involvement required by the auditor, which in turn will be reflected in the fee charged—something that should be taken into consideration when viewing the tables included in this report.

Audit fees

Audit fees are increasing but only for a third of charities

Figure 1 shows that audit fees have increased by more than £10m over the last five years, growing from £62.1m to £72.3m. The table shows the polarisation of fee income in relation to income band. Just 107 organisations have a total income greater than £80m and the audit fees paid by this group were £10.3m which represents 14% of all fee expenditure. Conversely, 1,091 organisations had less than £1m of income, collectively paying £5.5m for audits and representing 7.6% of the total fees. Examining the average fee paid for each band, the lowest band is paying £5k whereas the largest band pays on average £96k.

Figure 2 shows how many charities have increased or decreased their audit fees, as well as the total audit fees per income bands. It shows that only 33% of the top 5,000 charities experienced an increase in audit fees, 44% saw no change and 19% saw a decrease, with the remainder either not disclosing a fee or having only one years' fees recorded, thus preventing a comparison to be made. This means that this year, 63% either stayed the same or decreased their audit fee expenditure which can only be welcome news to those charities. The greatest increase was experienced by those with income between £3m and £10m which saw a £800k annual increase. The lower bands have a greater percentage of organisations witnessing no change in audit fees whereas the largest bands have a greater percentage of fee increases.

Figure 3 shows the range of audit fee values across each income band. It reveals that there were 33 charities with income greater than £80m and audit fees of more than £100,000, up from 32 reported last year. Conversely there were 674 charities with income less than £1m and audit fees between £1k and £5k a change from the 722 we reported in 2015/16. Over half of the top 5,000 (2601) have fees less than £10k, 1,880 have fees between £10k and £30k and the remaining 420 have fees more than £30k.

The most expensive audit for a charity with income under £1m was the Prudential Staff Charitable Trust which had an income of £872k and an audit fee of £36k to KPMG. Meanwhile the largest fee for a charity with an income between £1m and £3m was the £79k paid by Womancare Global to BDO. The most expensive audit overall was paid by Save the Children International with a fee of £580k to KPMG. This is followed by Wellcome Trust, which paid £400k to Deloitte. Figure 4 details the charities with the largest audit fees.

Figure 1: Total audit fees paid by income band

Band	Number of organisations in band	Audit fees in latest accounts	Previous year (£m)	Two years previous (£m)	Three years previous (£m)	Four years previous (£m)	Average fee for band
£0-£1m	1,091	5.5	5.5	5.3	5.1	4.8	£5,239
£1m-£3m	1,273	11.8	11.2	11.0	10.4	10.1	£9,424
£3m-£10m	1,645	21.4	20.6	19.5	18.6	18.2	£13,166
£10m-£20m	508	10.2	10.1	9.8	9.2	8.9	£20,321
£20m-£40m	254	7.8	7.6	7.3	7.0	7.0	£30,535
£40m-£80m	120	5.2	5.1	5.2	4.7	4.5	£43,429
£80m+	107	10.3	10.4	10.2	8.7	8.6	£96,383
Total	4,998	72.3	70.4	68.1	63.7	62.1	£14,456
Percentage change on previous year		2.6	3.3	7.0	2.6		

Figure 2: Audit fee increases and decreases

Band	Number of organisations in band	Total audit fees (£m)	Total audit fees previous year (£m)	% change on previous year	% of fees that decreased	% of fees that increased	% of fees that remained the same
£0-£1m	1,091	5.5	5.5	1.2	12.5	21.0	62.1
£1m-£3m	1,273	11.8	11.2	5.5	17.2	30.6	47.1
£3m-£10m	1,645	21.4	20.6	3.9	21.4	35.1	38.8
£10m-£20m	508	10.2	10.1	1.5	24.0	42.1	32.3
£20m-£40m	254	7.8	7.6	1.8	26.0	48.8	23.6
£40m-£80m	120	5.2	5.1	2.2	29.2	51.7	17.5
£80m+	107	10.3	10.4	-0.4	35.5	43.0	19.6
Total	4,998	72.3	70.4	2.6	19.4	32.9	43.7

Note: 206 of the 4,998 organisations did not report the audit fee

Figure 3: Range of audit fees

Band	Number of organisations in band										Total
	£1k - £5k	£6k - £10k	£11k - £15k	£16k - £20k	£21k - £25k	£26k - £30k	£31k - £40k	£41k - £50k	£50k - £100k	£101k +	
£0-£1m	674	291	69	7	3	2	3	0	0	0	1,049
£10m-£20m	10	54	122	132	66	49	39	18	13	0	503
£1m-£3m	265	592	257	91	22	11	10	1	2	0	1,251
£20m-£40m	5	13	28	34	43	32	44	25	28	1	253
£3m-£10m	186	508	487	218	108	50	38	14	10	1	1,620
£40m-£80m	0	3	5	9	11	13	20	19	33	5	118
£80m+	0	0	2	2	4	3	9	7	47	33	107
Total	1,140	1,461	970	493	257	160	163	84	133	40	4,901

Figure 4: Largest audits, by fee size

Charity	Year End	Audit fee (£000)	Audit fee previous year (£000)	Audit fee three years previous (£000)	Audit fee four years previous (£000)	Audit fee five years previous (£000)
Save the Children International	31/12/2017	580	552	427	361	347
Wellcome Trust	30/09/2018	400	500	300	200	500
Charities Aid Foundation	30/04/2018	307	300	286	254	254
Nuffield Health	31/12/2017	300	300	400	300	300
City and Guilds of London Institute	31/08/2017	274	305	221	195	175
Church Commissioners for England	31/12/2017	244	180	189	173	166
Canal & River Trust	31/03/2018	208	225	244	218	190
British Council, The	31/03/2018	205	190	175	169	169
Methodist Homes	31/03/2018	200	181	179	95	92
Academies Enterprise Trust	31/08/2017	195	191	145	169	130

Top auditors by fees received

Crowe UK LLP remains in top position

Crowe UK LLP is the top charity auditor earning £6.4m in fee income from 271 clients, as figure 5 illustrates. The firms' charity business earned £1.5m more than BDO LLP in second position, earning £4.8m in fees. In third position is Haysmacintyre with £4.5m in fees.

Charities should use this table to compare the fees charged by firms to charities of a similar size. The table is an over-simplification based on average fee but can be used to shortlist firms which charities may want to invite to tender. For instance, the average fee charged by Crowe UK LLP to charities with income less than £1m was £6k compared to £9k charged by PwC.

Figure 6 shows the historic audit fee totals for each firm each year and reveals that there has been some change in positioning of firms in recent years. Although Crowe UK LLP have retained the top spot for several years the order of subsequent companies has changed. BDO has retained second position from 2015/16 after being third in 2014/15. Haysmacintyre have moved into third after previously being seventh and PwC has moved to 5th position after previously holding the second position.

The top 10 firms collectively earned £39.3m in fees, up from £39.1m last year, which represents 55% of all top 5,000 charity audit fees.

Of course, those firms at the top of these rankings are not necessarily the most expensive – their revenue may result from the size and number of clients that they audit. This table nevertheless gives us an idea of the main players in the audit world and who is increasing their market share.

The total list of 797 auditors is available to charities upon request (email mpincher@wilmington.co.uk). Subscribers to *Charity Financials* already have access to this.

**Figure 5: Top 50 auditors by fees received and average fees per income band
(continued on next page)**

Rank	Auditor	Total audit fees (£000)	Average fee (£000)	No of clients	Income audited	Average fee in band 0-1	No. of clients in band 0-1	Average fee in Band 1-3m	No. of clients in band 1-3m	Average fee in band 3-10m	No. of clients in band 3-10m
1	Crowe U.K. LLP	6,383	23.641	271	6,282.840	6.095	22	10.968	62	17.903	72
2	BDO LLP	4,809	29.870	162	4,737.341	8.000	11	16.684	20	17.804	46
3	haysmacintyre	4,496	15.138	303	2,598.281	5.824	35	11.943	72	14.841	115
4	RSM	4,288	20.322	213	2,500.464	7.095	21	13.700	42	17.753	81
5	PricewaterhouseCoopers LLP	4,096	37.926	111	5,360.776	9.000	7	17.200	15	14.333	26
6	KPMG LLP	3,301	30.284	112	4,306.976	9.417	12	7.950	20	16.280	27
7	Grant Thornton UK LLP	3,240	27.458	121	2,889.777	6.417	24	10.231	14	16.813	34
8	Buzzacott LLP	3,191	16.448	194	1,340.852	8.261	46	12.773	66	18.170	53
9	Deloitte LLP	2,780	46.333	62	4,063.208	7.333	4	10.750	8	14.643	15
10	Kingston Smith LLP	2,700	16.364	167	1,322.265	8.000	19	11.933	45	16.750	61
11	Sayer Vincent	2,014	14.919	136	1,197.228	7.667	9	10.121	34	12.682	66
12	Mazars LLP	1,867	13.336	141	1,023.609	4.947	20	9.636	33	12.759	58
13	National Audit Office	1,616	57.714	28	3,480.863		0	16.000	1	21.250	4
14	Saffery Champness	1,542	13.526	115	612.914	7.206	34	9.773	22	15.909	45
15	Moore Stephens LLP	1,117	13.298	86	506.915	6.400	21	10.190	21	16.172	30
16	MHA MacIntyre Hudson	725	13.426	54	259.173	5.786	14	12.400	15	16.905	21
17	Cohen Arnold	715	19.324	37	186.223	8.571	7	11.267	15	34.200	10
18	Scott-Moncrieff	689	11.483	60	557.688	6.556	9	9.333	9	11.760	25
19	HW Fisher & Company	581	13.512	43	178.866	7.800	5	11.368	19	16.353	17
20	Knox Cropper	578	19.931	29	517.866	4.111	9	7.300	10	12.250	4
21	Ernst & Young LLP	562	16.057	36	373.426	6.500	5	6.429	7	13.000	13
22	Wilkins Kennedy LLP	511	11.109	46	191.720	5.909	11	10.214	14	14.833	18
23	Smith & Williamson	504	18.667	27	211.774	7.250	4	8.667	3	18.214	14
24	Kreston Reeves	368	10.824	34	110.819	5.786	14	8.125	8	14.700	10
25	BHP Chartered Accountants	356	11.867	30	160.659	6.250	4	8.714	7	14.154	13
26	Henderson Loggie	337	11.233	30	326.490	4.250	8	8.000	2	11.000	8
27	Price Bailey	337	11.233	30	132.236	5.000	6	7.143	7	15.286	14
28	Francis Clark LLP	321	13.375	24	188.334	5.250	4	7.333	3	15.500	10
29	PEM	300	10.714	28	117.654	6.600	5	9.333	12	12.778	9
30	Bishop Fleming	293	7.919	37	145.422	4.400	5	7.563	16	7.154	13
31	PKF Littlejohn LLP	289	13.762	21	107.284	7.000	2	9.000	8	18.444	9
32	Chiene + Tait LLP	280	9.032	31	162.484	2.750	8	6.889	9	11.250	8
33	Beever and Struthers	276	9.517	30	175.296	2.000	1	7.700	10	9.643	15
34	Menzies LLP	274	19.571	14	156.750	4.000	1	9.000	2	14.167	6
35	PKF Cooper Parry	264	11.478	23	94.842	4.600	5	11.833	6	13.909	11
36	UHY Hacker Young	259	9.593	27	165.257	7.125	8	7.222	9	9.714	7
37	Haines Watts	251	6.784	37	210.323	4.167	12	7.100	10	7.778	9
38	Wylie & Bisset LLP	227	9.458	24	132.066	7.333	3	7.000	7	7.833	12
39	Larking Gowen	205	9.318	22	92.305	4.000	3	7.667	6	10.909	11
40	James Cowper Kreston	203	9.667	21	85.818	7.500	2	8.667	6	10.167	12
41	Lovewell Blake LLP	186	9.300	20	85.111	5.000	6	7.800	5	12.333	6
42	PKF Francis Clark	179	10.529	18	92.694		0	8.667	6	11.700	11
43	Moore and Smalley	174	9.158	19	87.749	3.500	2	7.000	4	9.364	11
44	Jacob Cavenagh & Skeet	172	10.750	16	72.739	4.750	4	7.600	5	14.750	4
45	Wenn Townsend	167	7.952	21	74.137	5.444	9	7.750	4	11.333	6
46	Critchleys Audit LLP	154	6.696	23	92.423	4.500	10	6.667	3	7.444	9
47	Tait Walker Chartered Accountants	142	7.889	18	72.090	3.200	5	5.750	4	10.250	8
48	Baldwins	141	8.294	18	71.718	4.750	4	8.750	4	8.250	8
49	Audit Scotland	139	27.800	5	128.778		0		0		0
50	Whittingham Riddell LLP	136	10.462	13	73.063	5.667	3	10.500	2	10.333	6

Figure 5: Top 50 auditors by fees received and average fees per income band (continued)

Rank	Auditor	Average fee in band 10-20m	No. of clients in band 10-20m	Average fee in band 20-40m	No. of clients in band 20-40m	Average fee in band 40-80m	No. of clients in band 40-80m	Average fee in band 80m+	Number of clients in band 80+
1	Crowe U.K. LLP	21.471	51	40.688	32	46.714	14	68.611	18
2	BDO LLP	24.176	34	35.000	21	46.063	16	92.214	14
3	haysmacintyre	20.185	55	25.368	19	33.600	5	22.500	2
4	RSM	21.757	37	36.188	16	48.077	13	48.000	3
5	PricewaterhouseCoopers LLP	29.250	16	37.467	15	40.583	12	96.150	20
6	KPMG LLP	21.080	25	28.300	10	41.625	9	164.333	9
7	Grant Thornton UK LLP	23.938	16	36.917	12	46.909	11	107.300	10
8	Buzzacott LLP	27.750	16	42.125	8	53.000	3	32.500	2
9	Deloitte LLP	23.333	6	34.273	11	40.875	8	162.300	10
10	Kingston Smith LLP	22.692	27	21.636	11	44.500	4		0
11	Sayer Vincent	16.571	14	34.200	5	46.375	8		0
12	Mazars LLP	18.053	19	30.000	8	44.000	3		0
13	National Audit Office	49.000	1	40.167	6	42.667	3	84.385	13
14	Saffery Champness	19.143	7	35.429	7		0		0
15	Moore Stephens LLP	20.429	7	20.833	6	38.000	1		0
16	MHA MacIntyre Hudson	23.000	1	26.667	3		0		0
17	Cohen Arnold	33.333	3	22.000	2		0		0
18	Scott-Moncrieff	13.417	12	17.500	4		0	21.000	1
19	HW Fisher & Company		0	24.000	2		0		0
20	Knox Cropper	22.667	3		0	93.000	1	129.000	2
21	Ernst & Young LLP	29.667	6	34.333	3	20.500	2		0
22	Wilkins Kennedy LLP	13.500	2	9.000	1		0		0
23	Smith & Williamson	27.250	4	29.000	1	56.000	1		0
24	Kreston Reeves	37.500	2		0		0		0
25	BHP Chartered Accountants	14.333	6		0		0		0
26	Henderson Loggie	13.778	9	26.000	2		0	23.000	1
27	Price Bailey	14.333	3		0		0		0
28	Francis Clark LLP	13.600	5	27.500	2		0		0
29	PEM		0	20.000	2		0		0
30	Bishop Fleming	19.000	3		0		0		0
31	PKF Littlejohn LLP	12.000	1	25.000	1		0		0
32	Chiene + Tait LLP	15.667	3	19.667	3		0		0
33	Beever and Struthers	18.667	3	6.000	1		0		0
34	Menzies LLP	43.000	3	19.000	2		0		0
35	PKF Cooper Parry		0	17.000	1		0		0
36	UHY Hacker Young	21.000	2		0	27.000	1		0
37	Haines Watts	9.500	2	10.250	4		0		0
38	Wylie & Bisset LLP	41.000	1	21.000	1		0		0
39	Larking Gowen	13.500	2		0		0		0
40	James Cowper Kreston	14.000	1		0		0		0
41	Lovewell Blake LLP	14.333	3		0		0		0
42	PKF Francis Clark	10.000	1		0		0		0
43	Moore and Smalley	18.000	2		0		0		0
44	Jacob Cavenagh & Skeet	18.667	3		0		0		0
45	Wenn Townsend	9.500	2		0		0		0
46	Critchleys Audit LLP		0		0	22.000	1		0
47	Tait Walker Chartered Accountants	21.000	1		0		0		0
48	Baldwins	21.000	2		0		0		0
49	Audit Scotland	26.500	2	28.667	3		0		0
50	Whittingham Riddell LLP	18.000	2		0		0		0

Figure 6: Auditors fee history

Auditor	Fees (£m)	Ranking	Previous year fees	Previous ranking	Year 3 fees	Year 3 ranking	Year 4 fees	Year 4 ranking	Year 5 fees	Year 5 ranking
Crowe U.K. LLP	6.383	1	6.059	1	5.551	1	5.292	1	5.409	1
BDO LLP	4.809	2	4.734	2	4.729	3	4.310	2	4.081	4
haysmacintyre	4.496	3	4.221	4	3.429	7	3.225	7	2.997	7
RSM	4.288	4	4.247	3	4.273	4	4.186	4	4.176	3
PricewaterhouseCoopers LLP	4.096	5	4.161	5	4.780	2	4.298	3	4.708	2
KPMG LLP	3.301	6	3.189	7	3.881	5	3.296	6	3.153	6
Grant Thornton UK LLP	3.240	7	3.811	6	3.756	6	3.628	5	3.397	5
Buzzacott LLP	3.191	8	3.031	8	2.905	8	2.653	8	2.569	8
Deloitte LLP	2.780	9	2.753	9	2.651	9	2.307	10	2.015	10
Kingston Smith LLP	2.700	10	2.628	10	2.504	10	2.437	9	2.457	9
Sayer Vincent	2.014	11	1.835	11	1.600	13	1.530	12	1.465	12
Mazars LLP	1.867	12	1.817	12	1.836	11	1.773	11	1.765	11
National Audit Office	1.616	13	1.586	13	1.616	12	1.499	13	1.464	13
Saffery Champness	1.542	14	1.348	14	1.136	15	0.994	15	1.065	15
Moore Stephens LLP	1.117	15	1.179	15	1.243	14	1.203	14	1.182	14
MHA MacIntyre Hudson	0.725	16	0.631	18	0.520	19	0.450	20	0.374	21
Cohen Arnold	0.715	17	0.695	17	0.595	17	0.531	16	0.436	19
Scott-Moncrieff	0.689	18	0.714	16	0.675	16	0.520	18	0.503	16
HW Fisher & Company	0.581	19	0.503	21	0.534	18	0.527	17	0.491	17
Knox Cropper	0.578	20	0.579	20	0.453	22	0.304	25	0.282	27
Ernst & Young LLP	0.562	21	0.628	19	0.516	20	0.422	21	0.464	18
Wilkins Kennedy LLP	0.511	22	0.476	22	0.429	24	0.389	22	0.352	22
Smith & Williamson	0.504	23	0.473	23	0.438	23	0.489	19	0.334	23
Kreston Reeves	0.368	24	0.355	25	0.429	25	0.367	23	0.392	20
BHP Chartered Accountants	0.356	25	0.364	24	0.329	26	0.257	30	0.194	35
Price Bailey	0.337	26	0.306	27	0.289	28	0.189	36	0.164	39
Henderson Loggie	0.337	27	0.285	30	0.277	30	0.247	31	0.196	34
Francis Clark LLP	0.321	28	0.335	26	0.313	27	0.299	27	0.293	26
PEM	0.300	29	0.252	34	0.263	32	0.267	28	0.333	24
Bishop Fleming	0.293	30	0.288	28	0.281	29	0.243	32	0.236	29
PKF Littlejohn LLP	0.289	31	0.274	32	0.263	31	0.161	41	0.170	38
Chiene + Tait LLP	0.280	32	0.259	33	0.260	34	0.262	29	0.178	36
Beever and Struthers	0.276	33	0.288	28	0.256	35	0.235	33	0.217	30
Menzies LLP	0.274	34	0.217	38	0.206	37	0.171	38	0.212	31
PKF Cooper Parry	0.264	35	0.277	31	0.474	21	0.349	24	0.329	25
UHY Hacker Young	0.259	36	0.245	35	0.175	41	0.189	37	0.160	41
Haines Watts	0.251	37	0.229	36	0.261	33	0.301	26	0.273	28
Wylie & Bisset LLP	0.227	38	0.217	38	0.230	36	0.195	35	0.160	40
Larking Gowen	0.205	39	0.176	42	0.154	43	0.159	42	0.143	42
James Cowper Kreston	0.203	40	0.217	37	0.179	39	0.162	40	0.176	37
Lovewell Blake LLP	0.186	41	0.131	49	0.135	45	0.126	45	0.127	44
PKF Francis Clark	0.179	42	0.108	56	0.068	73	0.005	516	0.005	489
Moore and Smalley	0.174	43	0.182	41	0.174	42	0.166	39	0.133	43
Jacob Cavenagh & Skeet	0.172	44	0.176	42	0.179	39	0.152	43	0.202	32
Wenn Townsend	0.167	45	0.167	44	0.152	44	0.140	44	0.114	46
Critchleys Audit LLP	0.154	46	0.190	40	0.191	38	0.196	34	0.201	33
Tait Walker Chartered Accountants	0.142	47	0.150	46	0.096	55	0.094	55	0.084	56
Baldwins	0.141	48	0.117	53	0.047	109	0.030	140	0.029	141
Audit Scotland	0.139	49	0.146	47	0.016	251	0.016	245	0.022	186
Nyman Libson Paul	0.136	50	0.131	49	0.106	52	0.086	58	0.074	59

Figure 7: Auditor fees by new clients (£m)

Auditor	Fees from new clients	Number of new clients
Crowe U.K. LLP	0.534	21
BDO LLP	0.463	12
haysmacintyre	0.411	25
Deloitte LLP	0.404	3
KPMG LLP	0.394	11
RSM	0.353	16
Saffery Champness	0.238	17
Mazars LLP	0.207	11
PricewaterhouseCoopers LLP	0.185	9
Kingston Smith LLP	0.182	12

Figures 7 and 8 show firms which have increased their number of clients and the value in audit fees the increase represents. For this data we have only included charities with a previous named auditor so that a comparison can be made. This data therefore does not include new organisations with only one financial year reported.

Crowe UK LLP made the greatest addition to their fee income with the addition of 21 new clients and a collective audit fee of £534k. They are followed by BDO LLP which gained 12 new clients worth £463k. Haysmacintyre saw the largest increase in clients, with 25 newly attained at a worth of £411k; Deloitte's addition of three clients was worth £404k in fees.

Meanwhile Figure 9 shows the largest 20 charities (by total income) to change auditor, showing the current and previous auditor and the fees paid.

Figure 8: Firms which made the greatest fees from newly acquired clients (£m)

Auditor	Fees from new clients	Number of new clients
haysmacintyre	0.411	25
Crowe U.K. LLP	0.534	21
Saffery Champness	0.238	17
RSM	0.353	16
Sayer Vincent	0.177	15
BDO LLP	0.463	12
Kingston Smith LLP	0.182	12
KPMG LLP	0.394	11
Mazars LLP	0.207	11
Buzzacott LLP	0.158	9

Figure 9: The largest 20 charities (by total income) to change auditor

Organisation	Current Adviser	Previous Adviser	Total Income (£m)	Audit Fees (£m)	Year End
Nuffield Health	Deloitte LLP	Grant Thornton UK LLP	909.500	0.300	31/12/17
Orders of St John Care Trust, The	BDO LLP	Grant Thornton UK LLP	122.907	0.165	31/03/18
Save the Children	KPMG LLP	Deloitte LLP	406.558	0.119	31/12/17
National Trust, The	KPMG LLP	PricewaterhouseCoopers LLP	594.875	0.117	28/02/18
British Museum, The	Grant Thornton UK LLP	National Audit Office	104.425	0.104	31/03/18
International Planned Parenthood Federation	Deloitte LLP	KPMG LLP	75.821	0.104	31/12/17
CAMFED International	Crowe U.K. LLP	haysmacintyre	33.842	0.094	31/12/17
Royal Shakespeare Company	BDO LLP	RSM	85.183	0.082	31/03/18
Muslim Aid	Crowe U.K. LLP	Moore Stephens LLP	37.226	0.079	31/12/16
Hospital of St John and St Elizabeth	Mazars LLP	BDO LLP	58.159	0.077	31/12/17
Natural History Museum	National Audit Office	Kingston Smith LLP	85.464	0.071	31/03/18
Baptist Union of Great Britain	Kingston Smith LLP	-	9.120	0.065	31/12/17
Royal Horticultural Society, The	Crowe U.K. LLP	Grant Thornton UK LLP	97.669	0.051	31/01/19
English National Opera	Grant Thornton UK LLP	Deloitte LLP	36.095	0.048	31/07/18
BBC Media Action	Buzzacott LLP	Ernst & Young LLP	35.390	0.046	31/03/18
Royal Voluntary Service	Crowe U.K. LLP	RSM	64.779	0.046	01/04/18
Association of Accounting Technicians	RSM	Grant Thornton UK LLP	37.199	0.045	31/03/18
Breast Cancer Now	PricewaterhouseCoopers LLP	Crowe U.K. LLP	30.503	0.045	31/07/18
vInspired	Kingston Smith LLP	Crowe U.K. LLP	9.262	0.045	31/03/17
Shakespeare Globe Trust, The	PricewaterhouseCoopers LLP	BDO LLP	24.605	0.042	31/10/17

Longevity of audit relationships

43% of charities have not changed auditor in past decade

Charity Financials holds data on all the auditor changes made by the top 5,000 charities over the past fifteen years. Figure 10 shows how many charities have had either just one single auditor or multiple auditors over this period. Surprisingly, 43% of charities have stayed with the same auditor for the whole period. Among those that have changed, 35% have changed once and 18% have changed twice, while 5% of charities have changed three or four times. Only two organisations changed five times.

Figure 10 shows the number of years charities have remained with their current auditor.

The *Charity Financials* database has recorded a total of 356 auditor changes to the top 5,000 population comparing the latest financial period and that which preceded it. This means that only around 7% of the top 5,000 population change auditors in any year.

Figure 10: Number of years with current auditor

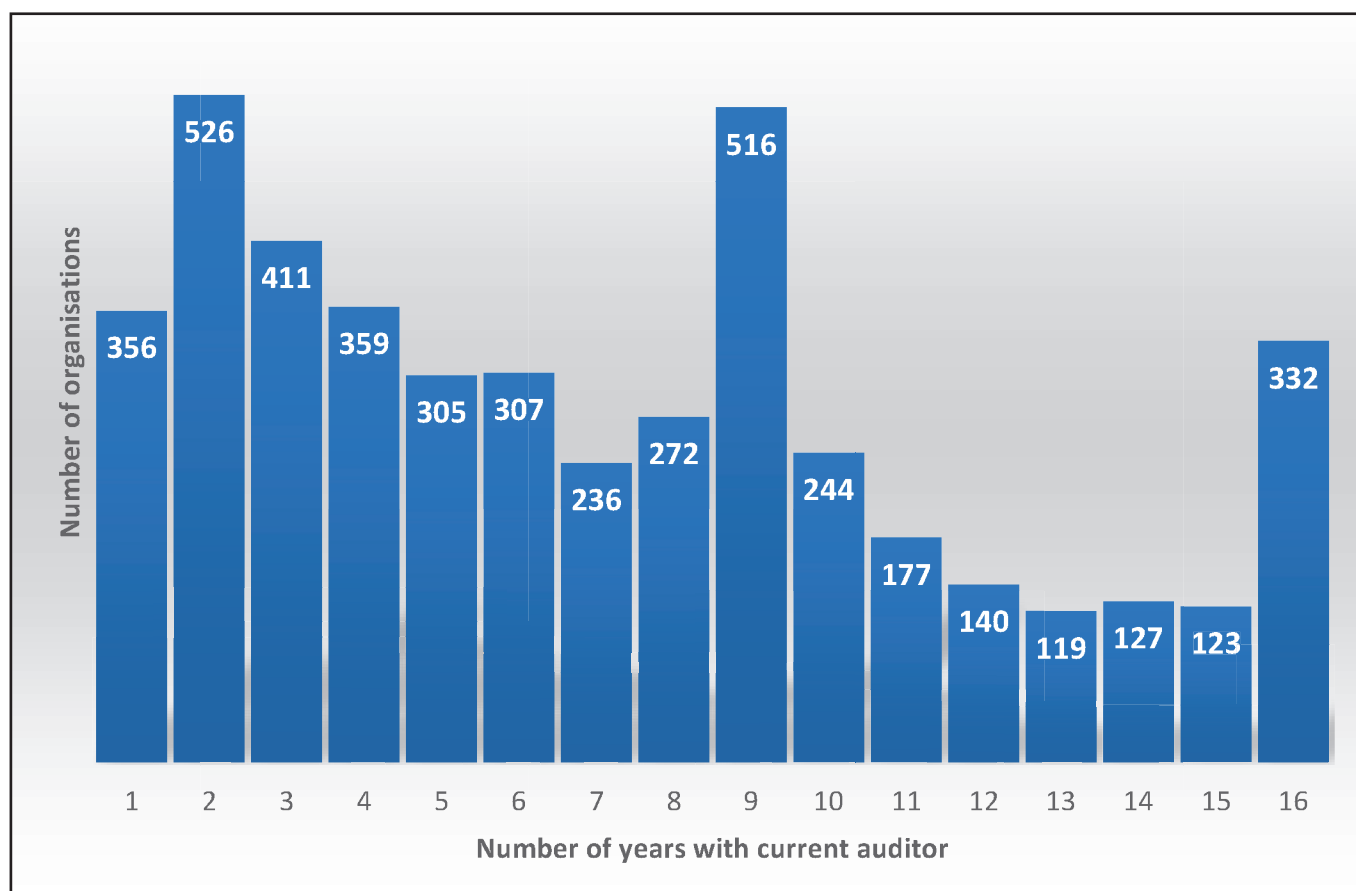
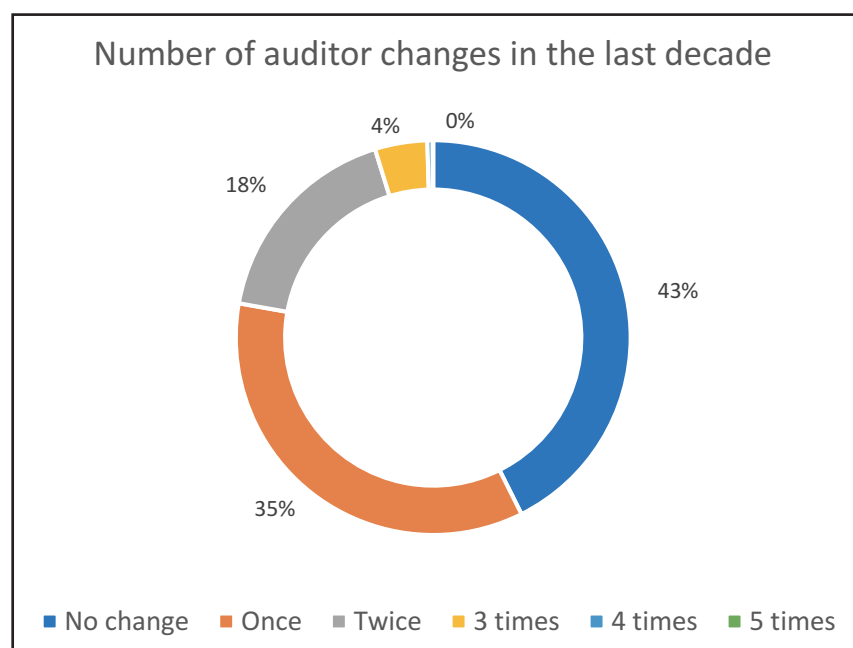


Figure 11: The number of organisations that have changed auditor



New Charity Benchmarking Reports

Charity Benchmarking Reports are designed to save you time preparing your performance strategy so you can effectively compare your financial performance against your peers. Just choose up to 10 of your peers within the top 5000 UK charities and we'll:

- Run comparisons on individual income streams and calculate growth rates
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- Include key financial ratios e.g. net asset cover and asset turnover
- Send your completed report in a simple excel format within 3 to 5 days

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