

McMillan Woods offers equity stakes to member firms

KUALA LUMPUR: Strategic financial advisory firm McMillan Woods Global is offering its member firms equity stakes where each and every member will have an ownership stake in the global firm.

According to its president, Datuk Raymond Liew, this arrangement is the first of its kind and it is the only global network to offer financial interest to all its members worldwide.

"Organic growth can be somewhat slow and may well be non-competitive, more so when Malaysia now goes global.

"Hence it is important that firms, particularly the smaller ones, consider some forms of joint ventures and affiliation arrangements with foreign firms with a view to be more competitive," he said in a statement in conjunction with the announcement of its presence in Malaysia at its first global launch here as part of an effort to create an international network of member firms to facilitate global competitiveness.

The event was graced by Second Finance Minister Datuk Seri Ahmad Husni Hanadzlah.

Liew said in view of the evolution of the business landscape, by going global with such affiliations, firms would be in a better and more dynamic position to offer a wider variety of services, technical expertise across more sectors and broader geographical locations.

"Additionally, they will be able to provide for the more sophisticated and diverse needs of the individual clients," he said.

He said Britain-based McMillan Woods sought to be recognised as a global strategic financial business partner in fulfilling the needs of its clients by way of a "multiple disciplinary partnership."