

CASE STUDY



Robert Graham, FAIA
Director, Graham Associates
(International) Ltd

Robert Graham is Director of Graham Associates (International) Ltd, a firm specialising in international film and television financial management. Winners of Accountancy Firm of the Year 2014 at the AIA Founders' Lecture, they strive to continue practising with honesty, integrity and a quest for excellence.

Working within the entertainment industry, Robert's work can be extremely varied and challenging. Acting for an international actress who won a star role on a network US television show, meant a steep learning curve in establishing the most favourable tax structure for her in the UK, United States and Canada. This involved dealing with statutory authorities in the US and Canada, and advising and working with controllers of worldwide organisations such as Entertainment Partners (Canada) and NBC/Universal (US) and the largest agency in the world, William Morris Endeavor.

Graham Associates now acts for many international film production companies and are one of the leaders in the UK film industry for financing and financially managing film investment. In partnership with Film Wales they have been involved in 28 completed films, and financed 9 feature films all of which have been distributed throughout the UK, US and Canada.

“The AIA designation is clear and obvious especially in dealing with international organisations. International Accountant is exactly what it means.”

“For our practice in the UK film industry and throughout the world the AIA qualification is accepted without question. In dealing with high profile organisations and certainly when acting for celebrities, it is embraced immediately as there is no confusion with any other accountancy body in the world.

“The mission of the AIA is to create world class accountants, which is why it suits our business and who we deal with. To take accounting in the film and television industry to an international level, a member has to be world class too. That is why it suits us and what we do.”