



Global



Quality




Growth

# An invitation to grow

Grant Thornton | Malta

2020





Sustaining long term growth entails looking at many different aspects of the business simultaneously.

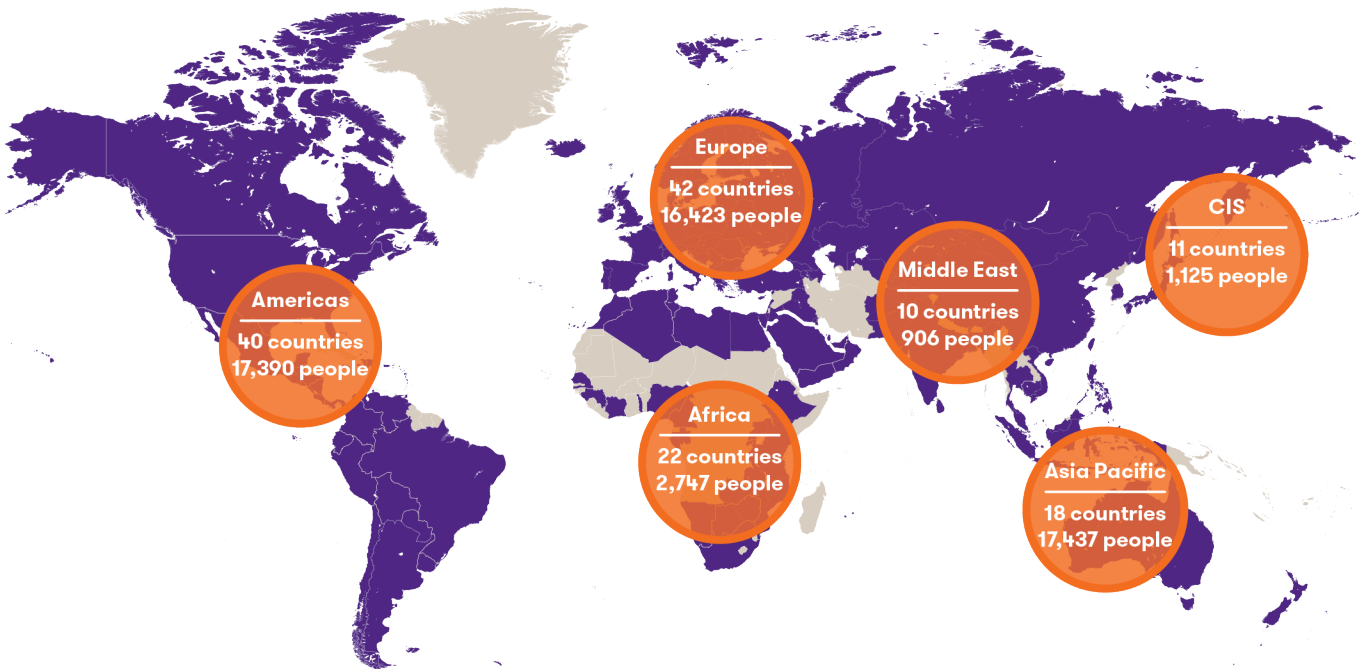
Financial measures, operational efficiency, new ways of working and stakeholder relationships all must grow together if dynamic organisations are to fully achieve their objectives. To help unlock potential for growth we provide world-class advice and support services to back our clients up.

# About Grant Thornton

We are a network of independent assurance, tax and advisory firms, made up of 56,000 people in 143 countries. Helping dynamic organisations unlock their potential for growth is our goal.

For more than 100 years, we have helped dynamic organisations realise their strategic ambitions. Whether you're looking to finance growth, manage risk and regulation, optimise your operations or realise stakeholder value, we can help you.

We have got scale combined with local market understanding. That means we are everywhere you are and where you want to be.



Our distinctive client experience sets us apart



USD5.72bn  
(2019 revenue)



56,028  
people



756  
offices



143  
countries

# Local feel, global team

Founded in 1975, the Malta firm became a Grant Thornton member in 1991. We truly believe that the service we offer is personal and of top quality, one that will make a significant contribution to your business. We have an instinct to help people achieve their ambitions. From new start-ups or small businesses to large enterprises and public institutions, our clients look to us for objective and impartial support on how their business is performing and how they can achieve their business goals.

When you choose Grant Thornton as your partner and service provider, you will discover what so many companies and organisations have already discovered - the power of enthusiasm and certainty.

We are successful because of our people and because we bring to bear for our clients all that our global firm has to offer. We are a leader in the global marketplace and among the top audit and advisory firms in Malta. Our continued rapid growth is a testament to the assurance our clients experience every day.

Building on more than 40 years of experience, Grant Thornton combines the international reach, depth and expertise of the global brand with the personal attention, value for money, focus and relationship approach of the local team. It is how we keep you moving forward. Initiative you can rely on and knowledge you can trust.

We know that by applying our professional, yet personal business philosophy we will retain the trust and loyalty of our clients, our staff and the wider community. In an increasingly complex and rapidly changing world, it's time to take the lead with Grant Thornton and unleash your potential for growth.

**Mark Bugeja**

Managing partner  
and Head of assurance  
Grant Thornton Malta







**Grant Thornton Malta partners**

Wayne Pisani (Tax and Regulatory), George Vella (Advisory), Austin Demajo (Tax), Joe Pullicino (BRS and IT)



# What makes us different

# How we work with you

Privately owned enterprises, listed companies and their subsidiaries as well as public sector organisations come to us for our global scale, quality and deep technical expertise. They also value our knowledge of the regulatory landscape and industry standards in which they operate. But what sets us apart is our client experience.

## **We discover what's important to you and make it important to us**

Our culture is built on a genuine interest in our clients – their challenges, growth ambitions and wider commercial context. You get the attention you deserve from approachable, senior professionals who ask the right questions, listen and provide real insight and a clear point of view.

### **The bottom line**

- A relationship-led approach with more time and attention from partners and senior advisers
- A deeper understanding of your business for more meaningful advice and recommendations

## **Agile and responsive service**

Our size and structure create advantages for you. We adopt a flatter structure, with shorter decision making chains, empowered teams and no complex chains of command. We have all the necessary processes and controls but they're streamlined and efficient. Our teams are more responsive.

### **The bottom line**

- A faster response when you need quick answers and clarity
- Anticipating the answers you'll need before you ask

## **Pragmatic solutions to help you improve and grow**

Our teams bring ideas to the table, going beyond the technical issues to recommend ways to make your business better. Whether your goals include expansion, improving operational efficiency or building investor confidence, we balance a desire to do what's best for you in the future with an experienced sense of what's going to help you now.

### **The bottom line**

- Helping you think ahead and think more broadly
- Proactively identifying opportunities for improvement and growth

## **Collaborative teams with a different mindset**

Our people are open, accessible and easy to work with. We work through the issues alongside you, always with an independent perspective and challenging where necessary. Our collaborative style also enables us to assemble teams across service lines, industries and geographies to tailor our capabilities for you.

### **The bottom line**

- Teams and solutions built around your needs not our structures
- A better working relationship with you and your team



# Helping your business grow





# Our service lines

To achieve their ambitions, hundreds of dynamic organisations in every industry call on our independent assurance, tax and advisory services.

## Audit and assurance

- financial statement audits
- financial statement reviews
- financial statement compilations
- reporting on controls at a service organisation
- IFRS
- audit quality monitoring
- global audit technology
- systems and risk assurance

## Business risk services

- special attestation services
- internal audit
- risk management and internal controls consulting
- governance and risk management
- regulatory services
- risk modelling services
- forensic and investigation

## Business consulting services

- general business consulting
- business planning and performance improvement
- Change and program management
- business intelligence and analytics
- business valuation and litigation support
- business process outsourcing and consulting

## Transaction services

- mergers and acquisitions
- capital markets, including Prospects and WSM
- project financing
- due diligence
- valuations
- foreign direct investment

## Recovery and reorganisation

- operational and financial restructuring and reorganisation
- recovery

## IT and Technology

- IT business consultancy
- technology implementation
- blockchain technology
- fintech consultancy
- cyber security consultancy

## Tax and regulatory

- direct international tax
- global mobility services
- indirect international taxes
- transfer pricing
- estate planning
- wealth advisory
- regulatory and legal
- corporate services
- ship and aircraft registration
- company formation
- financial regulatory services
- trust and fiduciary services

## Outsourcing

- bookkeeping and financial accounting
- payroll and personnel administration
- tax compliance within outsourcing
- human resources
- compilation of financial statements
- business process outsourcing including back office and secretarial engagements
- consulting and processing engagements
- family business consulting

## Economic advisory services

- economic impact assessments
- cost-benefit analyses
- cost effectiveness analyses
- value for money analyses
- public private partnership advisory
- public procurement advisory
- advocacy reporting
- evaluations of projects, policies and programmes
- strategy development
- product development costing and determination of pricing strategies
- market research
- survey design, collection and analyses
- ad-hoc engagements

## Quantitative risk advisory

- ICAAP & ILAAP
- capital requirements
- ALM & Actuarial ALM
- stress testing (BASEL III / SOLVENCY II)
- independence reviews
- credit risk
- interest rate risk
- price risk (hedging)
- foreign exchange risk
- data mining
- data science
- Tableau dashboard
- data management
- statistics and data analytics
- remediation and anti-money laundering
- tool kit using research techniques

## Other services

- assistance with EU and local funding
- marketing and communications consultancy
- brand development
- human resource consultancy

# Access to industry experience and insight

With years of experience in your industry, our specialists can move fast to help you find the solutions you need now. And because we're in the know on emerging trends we can anticipate their impact and help you prepare for the future. The following are some of the industries for which we offer specialised services.



financial services



remote gaming



aviation



IT and technology



maritime



patents and IP



residence and citizenship



healthcare



EU



real estate



public sector



hospitality and tourism



start-ups



manufacturing



consumer goods

# Contacts



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# Grant Thornton

An instinct for growth<sup>™</sup>

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