




# An invitation to grow

Grant Thornton | Malta

2022





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

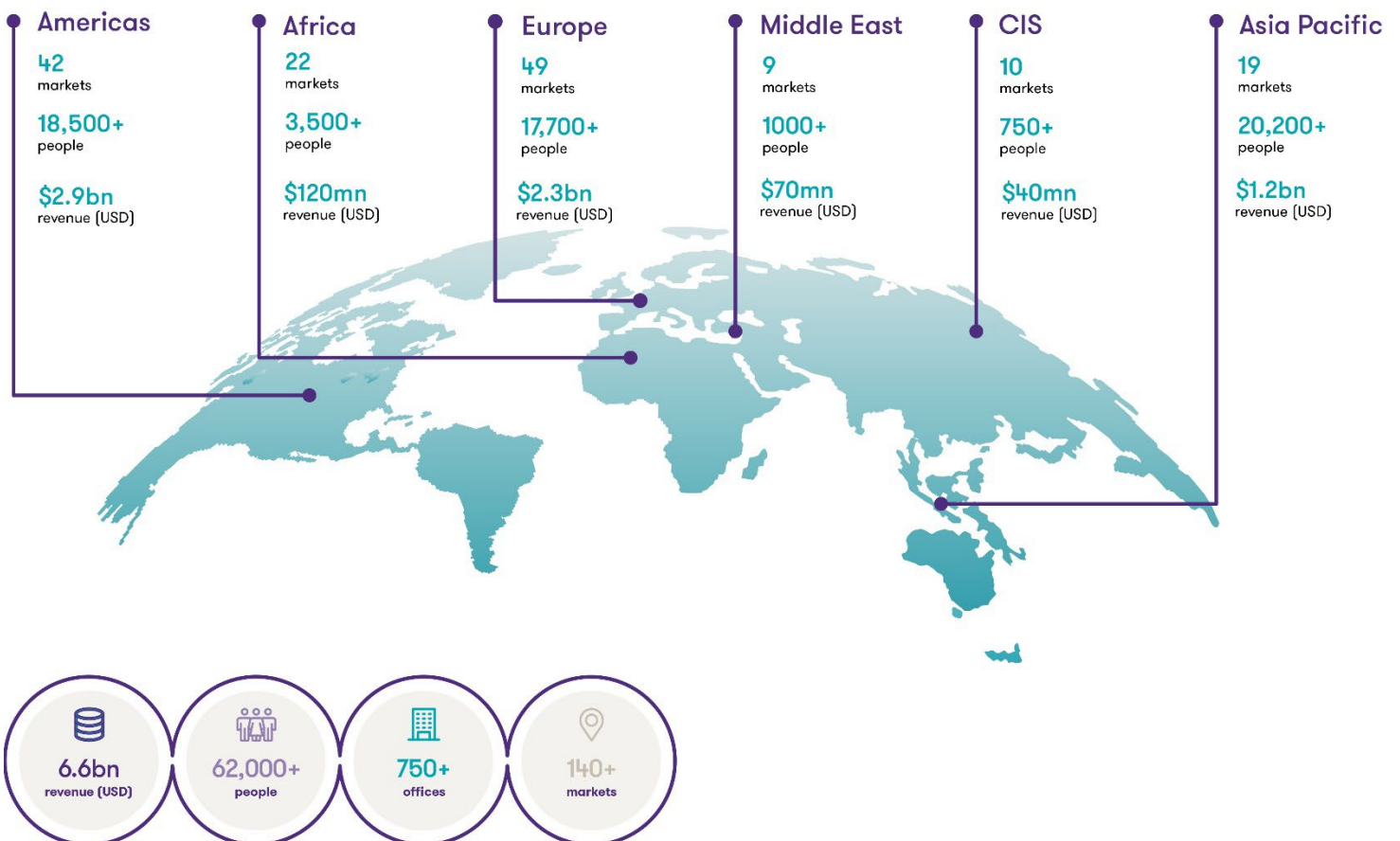
Financial measures, operational efficiency, new ways of working and stakeholder relationships all must grow together if dynamic organisations are to fully achieve their objectives. To help unlock potential for growth we provide world-class advice and support services to back our clients up.

# About Grant Thornton

We are a network of independent assurance, tax and advisory firms, made up of over 62,000 people in 140 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.



# 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.







# 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 tax advisory
- transfer pricing
- estate planning
- wealth advisory
- FATCA/CRS advisory and compliance
- IRS qualified intermediary advisory and compliance
- 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
- direct and indirect tax compliance
- human resources
- compilation of financial statements
- business process outsourcing including back office and secretarial
- 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



**Mark Bugeja**  
Managing partner  
Partner | Assurance  
T +356 9943 7890  
E [mark.bugeja@mt.gt.com](mailto:mark.bugeja@mt.gt.com)



**Chris Farrugia**  
Partner  
Information technology  
T +356 9982 9636  
E [chris.farrugia@mt.gt.com](mailto:chris.farrugia@mt.gt.com)



**Wayne Pisani**  
Partner  
Tax and regulatory  
T +356 9942 3253  
E [wayne.pisani@mt.gt.com](mailto:wayne.pisani@mt.gt.com)



**Charmaine Farrugia**  
Managing Director  
T +356 7945 5834  
E [charmaine.farrugia@mt.gt.com](mailto:charmaine.farrugia@mt.gt.com)



**Joseph Pullicino**  
Partner | IT, business risk  
& outsourcing  
T +356 9949 9660  
E [joe.pullicino@mt.gt.com](mailto:joe.pullicino@mt.gt.com)



**Alex Brincat**  
Director  
Audit and assurance  
T +356 7925 3947  
E [alex.brincat@mt.gt.com](mailto:alex.brincat@mt.gt.com)



**George Vella**  
Partner  
Advisory  
T +356 9982 3402  
E [george.vella@mt.gt.com](mailto:george.vella@mt.gt.com)



**Michael Agius**  
Associate Director  
Tax services  
T +356 9999 7891  
E [michael.agius@mt.gt.com](mailto:michael.agius@mt.gt.com)



**Oriana Abela**  
Partner  
Capital markets  
T +356 7961 7141  
E [oriana.abela@mt.gt.com](mailto:oriana.abela@mt.gt.com)



**Russell Camilleri**  
Associate Director  
Accounts and tax  
T +356 7990 2975  
E [russell.camilleri@mt.gt.com](mailto:russell.camilleri@mt.gt.com)



**Sharon Causon**  
Partner  
Audit and assurance  
T +356 9985 2619  
E [sharon.causon@mt.gt.com](mailto:sharon.causon@mt.gt.com)



**Michael Mifsud**  
Associate Director  
People and culture  
T +356 9999 0055  
E [michael.mifsud@mt.gt.com](mailto:michael.mifsud@mt.gt.com)



---

[grantthornton.com.mt](https://www.grantthornton.com.mt)

© 2022 Grant Thornton. All rights reserved.

'Grant Thornton' refers to the brand under which the Grant Thornton member firms provide assurance, tax and advisory services to their clients and/or refers to one or more member firms, as the context requires. Grant Thornton International Ltd (GTIL) and the member firms are not a worldwide partnership. GTIL and each member firm is a separate legal entity. Services are delivered by the member firms. GTIL does not provide services to clients. GTIL and its member firms are not agents of, and do not obligate, each other and are not liable for each other's acts or omissions.