

Our **professional services** industry expertise

We go beyond business as usual,
so you can too.



Adaptive



Collaborative



Innovative

Our Global Clients in your Industry

We go beyond to offer proactive insights, practical guidance and positive progress.

100%

of **S&P Europe 350** 'Services' companies are clients of Grant Thornton.

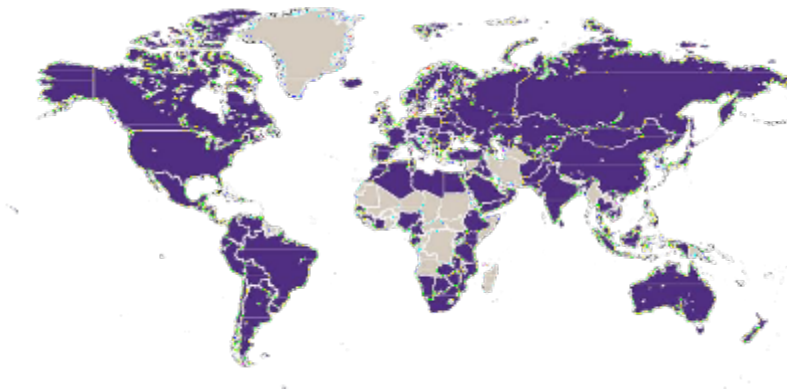
100%

of **FTSE 100** 'Services' companies are clients of Grant Thornton.

About Grant Thornton

A global network of professionals providing audit, tax and advisory services in 147 countries. Whether your business has domestic or international aspirations, Grant Thornton can help you to unlock your potential for growth wherever and whenever needed.

Our Global Clients Include



Global Quick Facts



\$8.5bn
in global
revenue



80,000+
professionals



150
markets
worldwide



Did you know?

Over 80% of clients rate us as world class in the areas that matter most to them.

Our International Business Centers (IBCs) are the gateway to all resources throughout the global organization.

Each centre is led by a partner who manages referrals, co-ordinates multi-member firm pitches, identifies the experts and services required and helps to speed up cross-border pricing decisions. Involving an IBC director helps the lead firm meet client needs as they expand across borders.

Spotlight on Grant Thornton Bahrain



Our People



160+
employees



11
Partners



7
Directors and
Senior Managers



8
Nationalities



50%
Expert Bahraini
Workforce



40%
Professional positions
held by women

2,000+ clients
across the following industries



Professional Services



Aviation



Education



Energy



Finance



FMCG



Healthcare



Manufacturing



Real
Estate

Our Brand Promise



We care about people and relationships

We make business personal.



We are more agile

We work at the pace that matters. Yours.



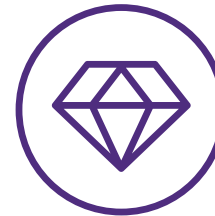
We value different perspectives

We value diverse perspectives.



We show the way

We don't predict the future. We help you shape it.



We keep a sharp focus on quality

We are committed to delivering consistently high quality.

As a global organization, we focus on providing the best-in-class services designed to deliver real value and support investor confidence.

We use the same tools, methodologies, training and standards across geographies to ensure consistency and cohesion. Our scale and depth mean we have credible teams in all jurisdictions.

Services we offer

Our experience spans a variety of sectors, enabling us to tailor our inter-disciplinary expertise to the unique needs of the Professional Services industry.

Our culture of collaboration and respect enables us to provide you with a seamless experience.



Audit and Assurance

- Financial assurance
- Non-financial assurance
- Financial accounting and advisory solutions
- Sustainability (ESG)
- Additional services

Technology Advisory

- Governance
- Technology modernization
- Cyber strategy and transformation
- Cyber resilience
- Cyber governance, risk and compliance
- Cyber defense
- Data Privacy

Risk Advisory

- Internal audit services
- Governance, risk and compliance
- Environmental, social governance
- Forensic advisory
- Business process transformation
- Human capital advisory

Growth Advisory

- Business consulting
- Business restructuring
- Deal advisory
- Transaction support services

Tax Advisory

- International taxation
- Corporate Income Tax (CIT)
- Excise tax
- Value Added Tax (VAT)
- Custom matters
- Other services

Business Process Solutions

- Managing end-to-end financial accounting services
- Financial reporting advisory
- Bookkeeping and financial accounting
- Interim financial controller support and loan staffing
- Human capital solutions

Corporate & Regulatory Advisory

- Company formation and secretarial works
- Business restructuring
- Liquidation support
- Preparation of legal documents and contracts
- Legal compliance
- Due diligence

Professional Services

Professional services industries encompasses a wide range of specialized, knowledge-based services provided by experts across various fields. These services are typically intangible, relying on professional expertise rather than physical products.



Consulting Services

- Management Consulting: Strategy, operations and performance improvement.
- IT Consulting: Technology solutions, system integration, and digital transformation.
- HR Consulting: Talent management and organizational development.



Marketing & Advertising

- Marketing Agencies: Market research, brand strategy, and social media management.
- Advertising Firms: Creative advertising and campaign execution



Architecture & Engineering

- Architecture Firms: Building design and urban planning.
- Engineering Consultancies: Structural and civil engineering.



Accounting & Finance

- Accounting Firms: Audit, accounting, and tax planning.
- Financial Advisory: Wealth management and investment advisory.



Legal Services

- Law Firms: Legal advice, litigation, and compliance.
- Legal Consultancies: Specialized legal services and advisory.

Revenue Enhancement

The key elements essential for boosting revenue in the professional services industry, including service type analysis, pipeline management, and strategic brand promotion.

- 7. Product**
The quality of the Service, deliverables, and technology.
- 6. People**
A crucial element for a service industry is their people who are directly dealing with the customers.
Strong support team is equally important to efficiency in organization.
- 5. Presence – Virtual**
Virtual presence and Social media strategy is key to success.
It's not what only we have but what we want people to see!!



4. Process
Std process from the time of securing contract to the closing the contract
Quality of processes helps for the client satisfaction as well as better margins.

- 1. Pipeline**
Create strong pipeline and monitor monthly expected delivery schedule.
- 2. Promotion**
Brand promotion will be of paramount importance to gain market momentum.
Sponsorship in Special events, speaker slot, sharing stage with national policy makers.
Going Global initiative.
- 3. Divisions (Service Type)**
Analysis and monitoring of Revenue and profitability by Divisions / Service Type

Cost Optimisation

The key focus is on strategies for optimizing costs in the professional services industry, emphasizing people costs, project profitability, and efficient team structure and utilization.

7. Quality & Regulatory Risk
Ensure Quality at all cost

6. Other Direct Costs
Staff Leave utilization
Provision and other direct cost

5. Budget Vs Actual
Budget review and correction on monthly basis



1. People Costs (\$)
Manning, efficiency, utilisation, roles (KPI) & responsibilities, remuneration bands
50 % of Revenue

2. Working capital management
Receivable management
Timely invoice

3. Team Structure & Utilization
Proper team structure - MIX
Staff utilization - KPI

4. Project Profitability
Effective resource and project planning,
Strictly monitor project profitability.

Key market trends: Local & Global Challenges and Opportunities

The professional services industry is experiencing significant changes both locally and globally. In Bahrain and the broader Middle East, key market trends include increasing **digital transformation** efforts to enhance efficiency and service delivery, with over 70% of firms in the region investing in **digital technologies**. Additionally, evolving **regulatory frameworks** require specialized expertise in **tax and compliance**, with a reported 40% increase in **regulatory updates** annually.

Economic diversification initiatives are opening new opportunities beyond the traditional oil and gas sectors, contributing to a projected 3.5% GDP growth in Bahrain for 2024. However, these opportunities come with challenges. In Bahrain, businesses face **regulatory complexity**, **economic volatility** due to fluctuating oil prices, and a shortage of **highly skilled professionals**, with 65% of firms reporting difficulties in finding qualified talent. Globally, firms must navigate **rapid technological advancements**, manage **compliance** across varying jurisdictions, compete for top talent, and address growing **cybersecurity threats**, with global cybercrime costs expected to reach \$10.5 trillion annually by 2025. These challenges present significant opportunities for advisory, tax, and audit services. By providing **strategic advice**, **expert tax planning**, **comprehensive audits**, and **outsourced solutions** to address **skilled workforce shortages**, we help businesses overcome these obstacles and thrive in a competitive market. Our services ensure that companies can navigate **regulatory complexities**, **optimize tax positions**, **enhance financial transparency**, and access the **specialized skills** they need to succeed.

Our contributions



Driving innovation in the sector



Helping businesses grow with 360° thinking



Skills with real-world experience



We are where you are

We combine global scale with local insight, quality and understanding to give you the assurance, tax and advisory services you need to realize your ambitions.

How Grant Thornton's solutions can help you

Our approach in supporting you to assess, protect and restore value in your business starts with helping you to regain control by stabilising the business, whilst developing a robust and realistic turnaround plan. We draw upon our deep expertise across a range of different areas, customised to your specific needs.

Successful turnarounds require the development of a credible plan that has been stress tested against various scenarios, along with a transparent communication strategy that meets the needs of all stakeholders. Building trust, and not breaking promises, will be critical if the plan is to be realised.

Our Industry-Specific Solutions

Compliance > Operations > Strategy

	Audit and Assurance	Financial assurance	Financial accounting and advisory solutions Sustainability (ESG)	Non-Financial Assurance
	Risk Advisory	Internal Audit Services	Environmental, social governance Forensic Advisory Business Process Transformation Human Capital Advisory	Governance, Risk and Compliance
	Tax Advisory	Internal Taxation	Excise Tax Value Added Tax (VAT) Custom Matters	Corporate Income Tax (CIT)
	Technology Advisory	Cyber strategy and transformation Cyber governance, risk and compliance	Cyber Defense Data Privacy	Cyber Resilience Governance
	Growth Advisory	Deal Advisory Transaction Support Services	Business restructuring	Business Consulting
	Business Process Solutions	Financial Reporting Advisory	Bookkeeping and financial accounting Interim financial controller support Human capital solutions	Managing end-to-end financial accounting

Our approach to requirements is always custom developed and strategically prepared based on the specifics of the situation and client expectations. This ensures that we deliver the maximum value at the most cost-effective fees and within the required timelines.



Damcy Dudeja
 Industry Expert
 Associate Director, Business
 Process Solutions

Our Global Credentials



Aegis Limited

Audit and Assurance



VRL Group

Audit and Assurance



Evaluserve

Audit and Assurance



Tenon Group

Audit and Assurance



Perform Media Services Ltd

Advisory | Business Process Solutions



Bureau Veritas Group

Tax | Advisory and Compliance



Thorogood Associates Pvt Ltd

Tax | Advisory and Compliance



Clarivate Analytics

Advisory | Business Process Solutions



Integrated International Payroll

Advisory | Business Process Solutions



J.D. Power

Advisory | Business Process Solutions



Baker Hughes Qatar

Advisory Services



Wood Mackenzie Nigeria Limited

Advisory | Business Process Solutions



Oracle Solicitors Albania

Advisory | Business Process Solutions



Hero Corporate Services Limited

Advisory | Business Process Solutions



MW High Tech Projects India Private Limited

Tax | Compliance



Teamlease Services Limited

Advisory Services



LexisNexis SA

Advisory | Business Process Solutions



BMJ Group India Private Limited

Tax | Advisory Services



HCL Technologies Germany

Advisory Services



Mitsubishi Elevator India Private Limited

Advisory Services



Samhi Hotels Private Limited

Tax | Advisory



Affle Private Limited

Tax | Advisory

Our Local Credentials



Parsan Overseas Private Limited
Audit and Assurance



Trafco Group BSC
Audit and Assurance



Yousif Abdulrahman Engineer Holding Co.
Advisory | Business process solutions



Almoayyed Intl Group B.S.C
Advisory



Sian Trading Co. W.L.L
Audit and Assurance



FieldCore Services Solutions LLC
Audit and Assurance



Shutdown Maintenance Services W.L.L
Tax | Advisory and Compliance



Sadah Contracting and Excavation
Advisory



BFG International
Tax | Advisory and Compliance



Carriage Logistics S.P.C
Tax | Advisory and Compliance



The FoodSupply Company
Tax | Advisory and Compliance



Yousif Khalil Almoayyed
Tax | Advisory and Compliance



Mena Chambers Bahrain
Tax | Advisory and Compliance



Havelock One Interiors W.L.L
Tax



The Entertainer W.L.L
Tax | Compliance



Axens Middle East W.L.L
Tax



IFP Training and Consulting Middle East
Tax



Hiba Construction
Audit and Assurance



Tony and Guy Hairdressing
Assurance



Alrai Logistica Company Bahrai
Tax | Compliance



Ali Alaradi Attorneys & Legal Consultants
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Hi Care Medical Management
Assurance

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CELEBRATING

20

YEARS IN BAHRAIN
AND BEYOND



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