



Global



Quality



Collaborative

# A guide to our industry expertise

Real Estate and Construction Sector

Grant Thornton Bahrain

“Grant Thornton is a global network ready to meet unique demands of today’s business. Delivering fresh perspectives, practical solutions and consistent high quality through a more personal, agile and proactive approach.”



**Jassim Abdulaal**  
Managing Partner  
Grant Thornton Bahrain

# Focus on: Global and Local presence

## International Presence



**\$6.6bn**  
global revenues



**138**  
countries



**750+**  
offices



**62,000+**  
people

## Middle East Presence

Bahrain | Saudi Arabia | UAE | Oman | Qatar | Kuwait | Egypt | Iraq | Jordan | Yemen



**9**  
countries



**1,000+**  
people

## Bahrain Presence

Audit and Assurance | Business Risk Services | Tax Advisory | Transaction Advisory |  
Business Process Solutions | Technology Advisory | Legal and Regulatory Compliance



**1,500+**  
clients



**6**  
Partners



**11**  
Directors and Senior Managers



**140+**  
employees



Office - Seef



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

# Our Brand Promise



## Care about people and relationships

### We make business personal.

Uncovering the right answer starts with asking the right questions. So we invest in listening, building relationships, and understanding your concerns. Which allows our team to focus on the real issues, challenge you constructively, collaboratively engage and offer solutions that are both illuminating and actionable.

Going beyond expectations through empathy, collaboration and personalisation.



## Be more agile

### We work at the pace that matters. Yours.

Issues arise, goals evolve, needs change. And our team is poised to change with them. Our flatter structure and agile approach quickly adapts to your way of working. We aren't limited by geographical borders. We've replaced silos with relationships. We simplify the complex, making the technical accessible. So you're always ready to react at the speed of today's business.

Going beyond to provide speed, clarity and flexibility.



## Value different perspectives

### We value diverse perspectives.

Sometimes the path forward isn't clear until you change your point of view. Which is why we foster an open culture where the boldest ideas can flourish. We celebrate fresh thinking. We combine deep industry expertise with newly uncovered insights. And we leave no stone unturned until you have the whole picture. So you can make decisions with confidence.

Going beyond to nurture fresh thinking, diverse solutions and confident decisions.



## Show the way

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

Uncovering the right answer starts with asking A brighter tomorrow starts with a clear eye on the horizon and compass to guide you. Which is why we match proactive insights to practical applications. Working closely with regulators, funders and standard setting bodies to help define the business landscape. Creating sustainable growth through positive progress. So, no matter the road ahead, you're moving forward.

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



## Keep a sharp focus on quality

### We are committed to delivering consistently high quality.

Every time you work with us, no matter which member firm in our network, you'll find the same rigorous approach, professional standards and commitment to excellence. And we're constantly leveraging our technical expertise and technological innovations to set the bar even higher.

Going beyond to set the standard for quality, expertise and innovation.





With a clear focus on “making life easy” for our clients, our teams work closely with our clients’ Senior Management in evaluating, implementing, operating, and monitoring technology investment to derive maximum benefits. Our purpose is to make our clients more successful, provide solutions to complex problems and enable them to achieve their goals.

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# Real Estate and Construction Sector Practice

Over the past few years local and global real estate markets have experienced significant changes.

There have been fluctuations in local demand in this sector due to shifting demographics, government initiative for public housing and infrastructure projects, changes in global economics, the drive for sustainability and the advent of technology. These factors have prompted a vigorous response from Bahrain businesses seeking to capitalise on new opportunities.

An increased presence of existing players, as well as new entrants to the market, has created a more challenging environment. This, along with key macro indicators, global economic sentiments, real estate correction, and changes in oil prices, disposal income and inflation, has impacted this sector. The industry appears to be gearing up for this challenges through innovative tactics and delivery models with more use of innovation and technology.





# 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.



# Why Grant Thornton?



At Grant Thornton, we follow an approach which is strategically aligned with the fast evolving, complex and multifaceted nature of the real estate and construction sector.



Our credentials in the sector are reinforced by our long association with leaders in the sector, our active involvement in leading real-estate organisations and dissemination of regular thought-publications based on educated research.



Worldwide, we have an extensive and diverse list of clients in this industry, within both the public and private sectors. This practical experience has given us a deep understanding into the unique issues facing the industry. It means we can help you navigate the Real Estate and Construction world.



We offer a wide range of assurance, tax and advisory services. So whatever challenge you face, we have the breadth and depth to help you succeed.



# Services We Offer

We are experienced in Real Estate and Construction sector and are able to tailor our approach and services to the particular requirements of the Real Estate and Construction industry.

Our market knowledge and technical expertise in a wide range of services allow us deliver client service excellence in a seamless way.



## Audit & Assurance

- Financial statement audits
- Financial statement compilations
- Financial statement reviews
- IFRS advisory
- Agreed-upon-procedures
- Statutory certification for government levy and import duty exemptions



## Business Risk Services

- Internal audit
- Governance
- Business process improvement
- Forensic investigations
- Data analytics
- Quality assurance review
- Regulatory compliance review
- Policies and procedures



## Taxation

- Impact assessment
- VAT compliance
- Preparation and submission of returns
- VAT Technology advisory
- Country by Country Reporting
- Base Erosion Profit Shifting (Transfer Pricing)
- Economic Substance Reporting



## Technology Advisory

- Technology advisory and strategy
- Technology adoption
- Technology effectiveness review
- Information protection and Cyber security
- Policies and procedures
- ISO 27001, ISO 22301 and PCI
- DSS Certification Program
- Knowledge development
- IT Governance and management
- Project management



## Legal and Regulatory Compliance

- Company formation with MOICT and obtaining CBB Licenses
- Legal document preparation and services thereafter
- Secretarial services for board meetings
- Trademark and Intellectual property registration
- Liquidation of MOICT and CBB licensees
- Regulatory advisory for CBB licensing, IPO and rights issue



## Transaction services

- M&A Advisory
- Capital markets
- Valuations
- Debt advisory
- Due diligence
- Business planning
- Feasibility studies



## Business Process Solutions

- Business process outsourcing (BPO)
- Global compliance and reporting solutions (GCRS)
- Shared services
- Bookkeeping and Financial Accounting
- Payroll and personnel administration
- Human Resources Solutions

# Our Team



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Our collaborative culture enables us to bring this combination of capabilities to address the needs of our clients to help create, protect, and transform value today, so you have opportunity to thrive tomorrow.



# Expect Excellence.



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Real Estate and Construction Sector