



Grant Thornton  
Abdulaal

Tax | Audit | Advisory

## Our **Telecommunications** industry expertise

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



Adaptive

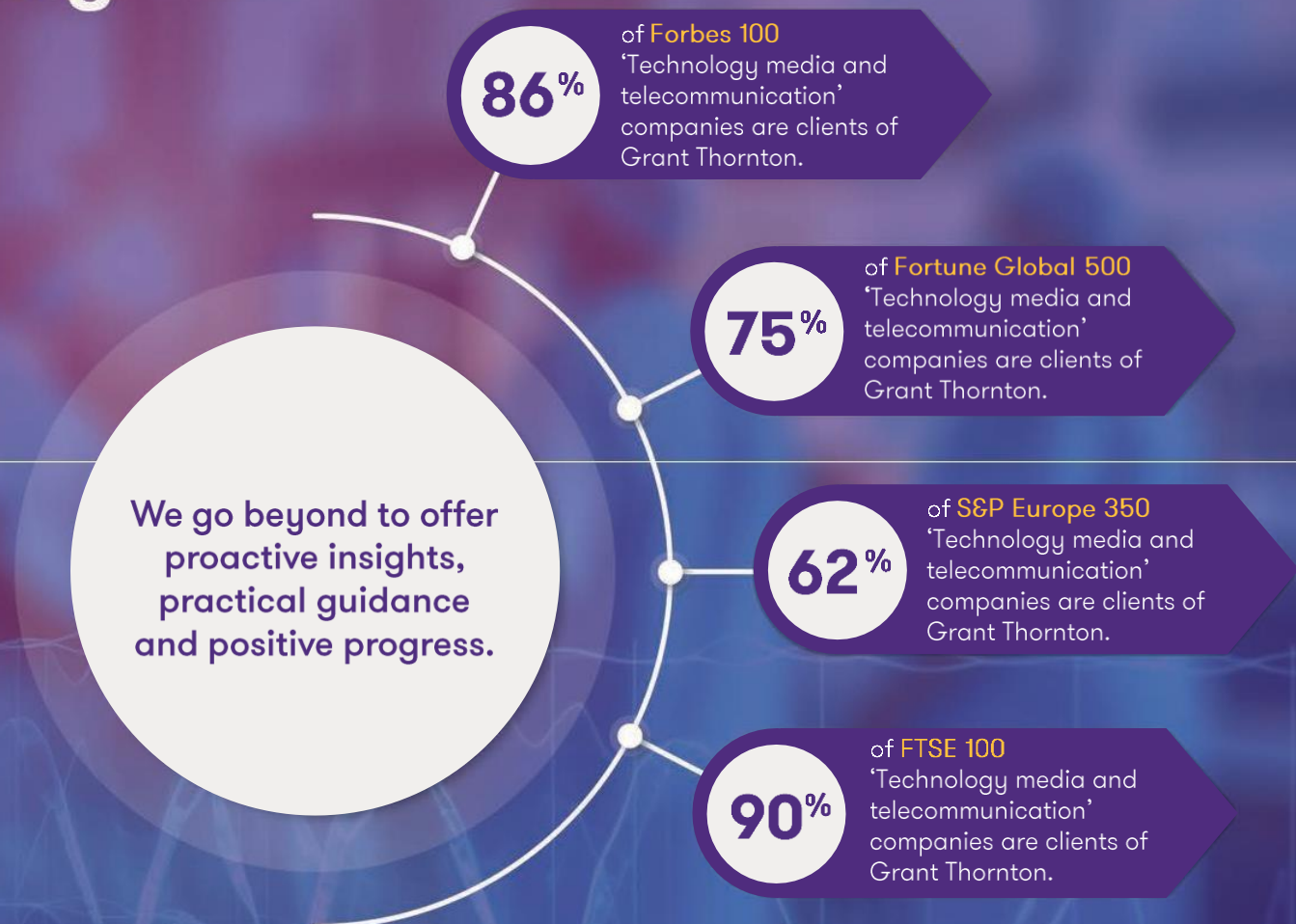


Collaborative



Innovative

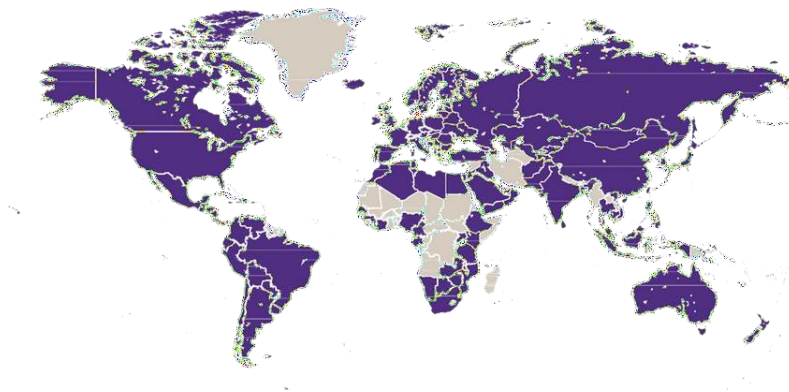
# Our global clients in your industry



# 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



**\$7.5 billion**  
in global  
revenue



**73,000+**  
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



**9**  
Partners



**10**  
Directors and  
Senior Managers



**8**  
Nationalities



**50%**  
Expert Bahraini  
Workforce



**40%**  
Professional positions  
held by women

**2,000+ clients**

across the following industries



**Telecommunications, media  
and technology**



Aviation



Education



Energy



Finance



FMCG



Healthcare



Hospitality  
& Tourism



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

### Did you know?



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

## Services we offer

*Our experience spans a variety of sectors, enabling us to tailor our inter-disciplinary expertise to the unique needs of the telecommunications, media and technology (TMT) 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 Compliance & Regulatory Advisory

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





## Key market trends: Existing Challenges and Transformation Opportunities

*Emerging regulatory obligations in the region such as **data privacy**, **rising operations costs** and skill deficit have threatened growth but the sector is noticing a shift from the headwinds of COVID-19 to a tech-driven clientele offering new avenues for growth and value creation.*

The growing popularity of portable music devices, **game tech**, **smartphone authentications**, developments in wireless technology, **cybersecurity** and rising desire for **generative AI** as well as connected devices have all helped to drive market growth in the Telecommunications, Media and Technology (TMT) sector.

While supporting its customer and client growth fueled through tech innovations, the TMT sector itself is headed into change and this period of comprehensive transformation can also serve as a window of opportunity for TMT companies to create new, robust frameworks that are:

- ✓ Adaptable to future technologies
- ✓ Tailored to the organization's needs
- ✓ Embed cybersecurity across all practices

The Telecommunications, Media and Technology industry stands on the brink of significant transformation and growth trajectory.

Let's rise to the transformation **together**.

## Our industry-specific solutions

Our approach to requirements is always custom developed and strategically developed 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.



- Regulatory Compliance
- Agreed upon Procedures
- Internal Audit
- Financial Audit
- Mobile Money
- Privacy
- Cyber



- Supply Chain Optimization
- Data Governance
- Generative AI and Automation
- Technology Transformation
- Digital Strategy
- M&A Advisory
- Business Planning Feasibility Strategy
- Market Entry
- Business Plan



- Revenue Assurance
- BSS/ OSS Transformation
- Enterprise Asset Management
- Tax Transformation
- Reconciliation
- Analytics and Reporting
- Process Transformation
- PMO Services
- Technology Effectiveness Review
- IT Governance and Management



**Nishith Saxena**

Industry Expert

Partner, TMT & Technology Advisory

### Our contributions



Driving innovation in the sector



Helping businesses grow with 360° thinking



Skills with real-world experience



We are where you are



## Our Selected Credentials



Bahrain Telecommunication  
Compan (BATELCO) B.S.C.

Advisory



STC Bahrain

Technology Advisory



Bahrain Network (BNet)  
B.S.C. (c)

CFO Advisory |  
Technology Advisory



NueTel Communications

Technology Advisory



STC Pay

Risk Advisory |  
Technology Advisory



Beyon Money

Risk Advisory |  
Technology Advisory



D11 Gaming Platform

Growth Advisory



Bahrain Radio and  
Television Corporation

Risk Advisory



CoinMENA

Advisory



Sinnad

Risk Advisory |  
Technology Advisory



Payment International  
Enterprise (PIE)

Technology Advisory |  
Tax Advisory



Flooss Bahrain

Audit and Assurance |  
Technology Advisory



Eazy Financial Services  
B.S.C. (c)

Growth Advisory |  
Technology Advisory



Spire Solutions

Technology Advisory



Almoayyed Computers  
Middle East (ACME)

Technology Advisory



BitLno Property  
W.L.L.

Growth Advisory



Aldoseri Crypto

Growth Advisory



Fintek Pay  
(S. Eleven W.L.L.)

Growth Advisory



Indefiti

Growth Advisory



Pay 10 Global  
Technology L.L.C.

Growth Advisory



The Family Office  
Company B.S.C. (c)

Technology Advisory

# Our Leadership Team



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# TRANSFORM the way you GROW



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