



Grant Thornton

Advisory Services | Al-Aiban & Al-Qatami Co.

Advisory Services

Financial. Business Risk. Administration.

| Understanding

| Creating

| Implementing





1

One of the six global accounting firms as recognized by Wall Street



5th

Ranked 5th globally for our advisory revenues
Source: IAB2015



42%

of the FTSE 100 are non-audit clients of Grant Thornton



64%

of Forbes Global 100 are served by Grant Thornton



50

Deep rooted history of over 50 years in the region



700

Access to over 700 professionals across the GCC region

Our Firm....

Grant Thornton Advisory Services Al-Aiban & Al-Qatami Co. is a member firm incorporated with Grant Thornton International in 2002 and is one of the leading advisory firms in the country.

“This affiliation with Grant Thornton, helps us draw on the expertise and resources of the international organization to provide world class professional services to our clients in Kuwait”

Grant Thornton International is one of the world's leading organizations of independently owned and managed accounting and consulting firms. These firms provide assurance, tax and advisory services to privately held businesses and public interest entities worldwide. More than 2600 partners and 40,000 staff provide clients with distinctive, high quality service in over 135 countries through more than 700 offices. Our goal is to help business owners and management achieve success and realize their ambitions by providing profitable and practical solutions to commercial challenges.



Our Mission....

Our mission is to enhance our clients' success and offer a distinct business advantage.

Combining innovative thinking with distinctive personal touch, Grant Thornton Kuwait provides services and products that are truly unique. Unique because we listen, obtain a thorough understanding of your needs and then work closely with you to provide meaningful and functional solutions; unique because we take a proactive interest in each client's success.

Abdullatif M. Al Aiban
Managing Partner



Our Objective

At Grant Thornton Kuwait, our mission is to be the advisers of choice to businesses with global ambitions. We specialize in providing advisory services to growth oriented entrepreneurial companies and adopt the best in class international tools, methodologies and independence/ risk management standards for all our services

"We believe in empowering your thoughts and ideas and translating them into reality.

Grant Thornton Advisory Kuwait symbolizes the "power of all kinds" that vests in their clients, thorough control over their businesses and the intent to fulfill the vision envisaged for their dream."

Tarek Shashaah
Partner



Global Snapshot



5%

increase in the global assurance revenues since 2013



11%

increase in the global advisory revenues since 2013

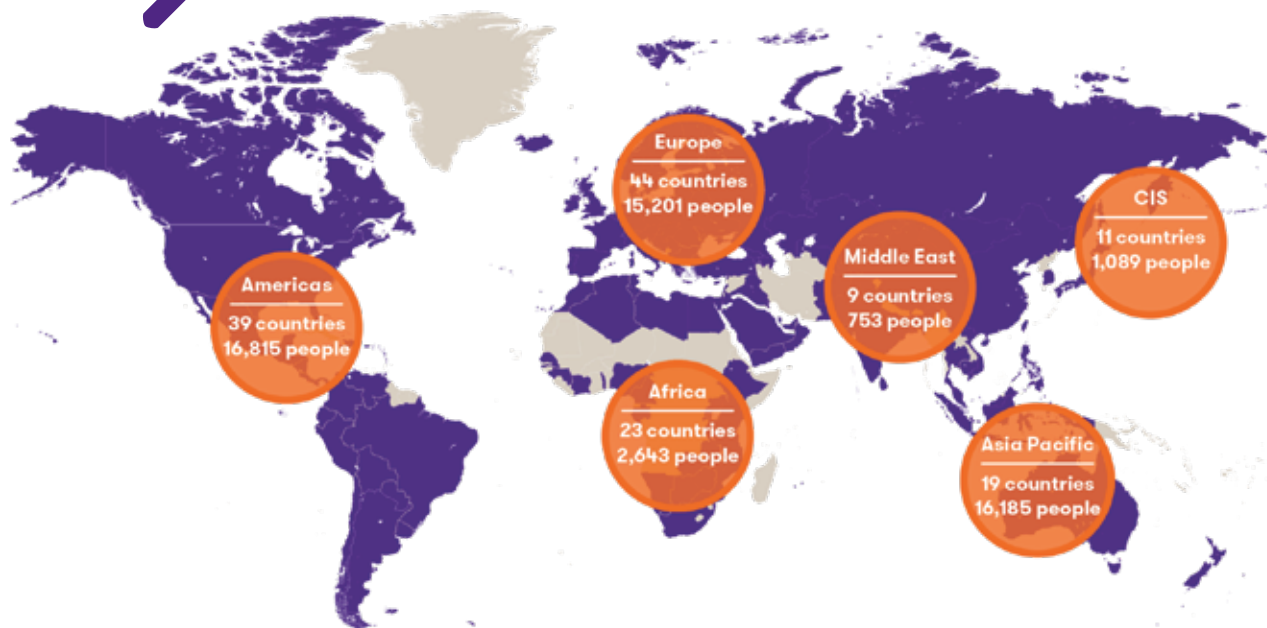


13%

increase in the global tax revenues since 2013



More than 47 years in the Kuwait Market



Our Service Lines

Operational Advisory

Our operational advisory supports your consistent growth by reaffirming the client's expectations, by providing suitable solutions from a value added management perspective.

Internal Audit

Grant Thornton's internal audit services, including co-sourced and out-sourced internal audit and effectiveness reviews, provide you with independent, objective support in the design, implementation and operating effectiveness of controls.

Outsourced internal audit- Our outsourced internal audit solutions help running your full internal audit function, developing your Internal Audit Charter, undertaking an assessment of audit needs and delivering and reporting on internal audit re-views

Co-sourced internal audit- With our co-sourced internal audit review you get project management expertise and access to specialist internal audit skills including IT, treasury, tax, pensions, PFI and Financial Services compliance

Corporate Governance

Grant Thornton provides your company with corporate governance services in line with international standards as well as local benchmarks like CMA, CBK etc. Our services include

- 1 - Gap Analyses
- 2- Board restructuring assistance
- 3- Documentation for full scale implementation

Internal Control Review

- 1- Under our Internal Control Review services, we review the following:
BoD Level- Set up board structure, meetings and documentation along with formation and restructuring of the board's committees and their charters. Roles of Audit Committee, Internal Audit function, Internal Control and Risk Management.
- 2- **Execution Level-** Compliance framework and process to comply with company requirements along with reviewing of financial and operational control and reporting systems.



Our Service Lines

Operational Advisory

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Fraud & Forensics

Our client's business can suffer from frauds in its many forms. Some of the sources of fraud are:

- Accounting fraud
- Sensitive Data Fraud
- Corruption Fraud

We assist our clients create a fraud prevention and response strategy that helps them protect their sensitive assets, discourage potential fraudsters and assist in detection of fraud at an early stage to secure our client's reputation.

Management

All organizations – big or small, public or private – have risks that they must manage proactively to succeed in today's marketplace. Enterprise risk management (ERM) serves as the leading approach to managing and optimizing risks, strategically identifying, analyzing, overseeing and monitoring the potential risks to an organization. We provide the following services:

- Risk Identification
- Risk Management
- Risk Control
- Risk Reporting- CMA Semi-Annual requirement

Human Capital Advisory

Establishing the basic HR culture and inculcating the HR values are the first step of any organization and we help our clients do just that. Our services include:

- HR Diagnostic reviews
- Organization structure and job descriptions
- Compensation structuring and
- performance appraisal process design

IT Advisory

We can help you to develop and implement best practices and techniques, offering you a variety of different services including:

- IT assessment
- IT due diligence
- IT strategy
- Service organization attestation reports

Solution selection

Training

With our affiliations with international body Institute of Commercial Management, UK we provide:

- Corporate Training
- In-House Training
- Public Training

Our Service Lines

Operational Advisory

Transaction services advises and supports clients involved in a transaction, be it a sale, an acquisition, the raising of external debt or private equity or accessing global capital markets.

Valuations

Within our valuations group, we provide viable solutions and advice based on real experience to add value to our clients business, to help them grow, build and realize their maximum value. We provide solutions in the following areas:

- Commercial valuations:
- Intangible valuations:
- Litigation and dispute
- Regulatory
- Purchase Price Allocation
- Restructuring

Due Diligence

We'll help improve your understanding of the business you are buying and clearly identify the key issues that affect the deal. Our due diligence process can be your integrated, one-stop solution to help you examine the fine print and uncover all of the detailed answers to the complex questions you have about your acquisition. Our due diligence services would include:

- Vendor due diligence
- Acquisition due diligence
- Operational due diligence
- Management assessment

Mergers & Acquisitions

Our M&A services include:

- Research & identify businesses, supported by our own team of in-house researchers and sector specialists
- Approaching and then negotiating with the target on your behalf
- Identifying the most suitable sales strategy
- Identifying and evaluating potential purchasers; including exploring overseas opportunities
- Developing the offer; including valuations, funding requirements and drafting of all documentation
- Negotiation of Heads of Agreement; including process and transformation plan
- Undertaking due diligence and seeing the negotiations through to a smooth completion



Our Service Lines

Feasibility Study

Our feasibility study is conducted in the following stages:

- Market research- Involves an overall economic review, profiling for the market segments and an extensive competitor analyses.
- Feasibility study- Project costing- fixed costs and working capital and financial modelling

All key areas of Project and financial projection including Profit and Loss Statement, Balance Sheet Statement, Cash Flow Statement along with financial indicators including IRR, NPV, Payback period, Financial ratios, Sensitivity analysis are presented to the client.

Project Finance

Bid and procurements strategies:

- Negotiation strategy
- Tender strategy
- Management of bid process
- Project packaging
- Market testing
- Commercial management:
- Negotiating commercial and contractual terms and operational risk
- Developing Payment Mechanisms (sensitivity analysis)

Business Strategy

Our business strategy services help you effectively plan, prioritize and execute major business initiatives so that organizational resources support the successful achievement of your business strategy. Our services include:

- Strategic planning
- Planning, budgeting and forecasting
- Project management office (PMO)
- Financial restatement support

Shariah Compliant Investment

Before an investment can be included within the solution of a company, we thoroughly evaluate the following guidelines:

- Companies are screened to confirm their products comply with Sharia'h standards
- Ratios such as debt to equity are measured to ensure they're within acceptable limits
- Riba(interest) is avoided
- The correct financial instruments (largely equities) are confirmed
- The investment's overall soundness is then critically reviewed
- Auditing and income purification continue on a regular basis

Our Clients





Grant Thornton

Advisory Services | **Al-Aiban & Al-Qatami Co.** www.grantthornton-advisory.com.kw

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