



Grant Thornton

An instinct for growth™

An invitation to grow

United Arab Emirates



grantthornton.ae

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Three thick, wavy lines in shades of purple, blue, and beige flow across the page from left to right, overlapping each other.

About us

Grant Thornton is one of the world's leading organisations of independent assurance, tax and advisory firms. These firms help dynamic organisations unlock their potential for growth by providing meaningful, forward looking advice. Proactive teams, led by approachable partners in these firms, use insights, experience and instinct to understand complex issues for privately owned, publicly listed and public sector clients and help them to find solutions. More than 47,000 Grant Thornton people, in over 130 countries, are focused on making a difference to clients, colleagues and the communities in which we live and work.

Foreword



Grant Thornton in the United Arab Emirates (UAE) is driven by an ambition: to sustain long term growth for our clients, whilst delivering a distinctive client service.

If you are looking for a dynamically different global accounting and consulting provider to service your business needs, who works collaboratively with your team and delivers a localised service from people who understand you and your business, then Grant Thornton is the firm for you.

We are the ideal advisers for organisations that are ambitious and want to grow, that are going through change and that need our advice and support, because we too share the characteristics of ambition and dynamism.

Our brand is respected globally, as one of the major global accounting organisations recognised by capital markets, regulators and international standards setting bodies. Privately owned, publicly listed and Government based clients come to us for not only our technical skills and industry capabilities, but also for our different way of working.

Our proven local and global credentials and unified approach makes us a truly global organisation, where we work collectively to make a real difference to our clients business.

We pride ourselves on delivering a distinct service to ensure no matter where in the world you operate, you only receive the best that Grant Thornton has to offer.

Hisham Farouk
CEO
Grant Thornton, United Arab Emirates
E: hisham.farouk@ae.gt.com

About us

Grant Thornton is one of the world's leading organisations of independent assurance, tax and advisory firms. These firms help dynamic organisations unlock their potential for growth by providing meaningful, forward looking advice.

As a member firm of Grant Thornton International Ltd, Grant Thornton in the United Arab Emirates is one of the leading business advisers who help dynamic organisations to unlock their potential for growth. Our brand is respected as one of the major global accounting organisations.

We have been a fast growing large accounting organisation, with the ongoing commitment to continue evolving and developing alongside our clients. We have the scale to meet our clients changing needs, alongside the insight and agility that helps them stay one step ahead.

Our partners and teams invest the time to truly understand our clients business, giving real insight and a fresh perspective to keep them moving forward.

For the past 50 years, we have worked with a number of influential leaders and entrepreneurs such as Khalaf Al Habtoor, to deliver a 'distinctive client service'. At Grant Thornton, we have advised our clients on differing challenges across various jurisdictions which has enabled them to continue growing.

We have the autonomy and flexibility to get client service right for our local and global clients. We work to ensure that our clients get a tailored service and that we truly understand their business as if it our own. **100% of our clients which were surveyed in the UAE have said they would repeat their business with Grant Thornton**, which further validates our success and client commitment.



Farouk Mohamed, Chairman of Grant Thornton UAE pictured with Khalaf Al Habtoor, Chairman of Al Habtoor Group

How do you know we can deliver on our service promise?
Just see what some of our dynamic clients have to say

“ “ Our association with Grant Thornton in the UAE dates back to 1998. Grant Thornton have been providing auditing services to DNIR during this time. They have always provided high quality professional services. Every member of their team is very knowledgeable and more important always willing to help. DNIR greatly appreciates their invaluable auditing services and guidance which has immensely helped in the growth of our organisation. ” ”

Sunil Kumar Nair
Chief Financial Officer
Dubai National Insurance &
Reinsurance Company

“ “ MKM Commercial have worked with Grant Thornton for many years, the firm has partnered in the growth of our business at every phase. They have continuously exceeded our expectations with every service which they have provided. ” ”

Sheikh Mana Bin Khalifa Al Maktoum,
Chairman,
MKM Commercial Holdings LLC

“ “ We have been working with Grant Thornton for over four decades, they have continued to provide a high level of service whilst responding to our needs as a growing business. ” ”

Chairperson
JUMBO Electronics

“ “ In the past 15 years, Rotana has enjoyed working with Grant Thornton. Our relationship was built on trust, professionalism and respect. We look forward to an even stronger relationship in the years to come. ” ”

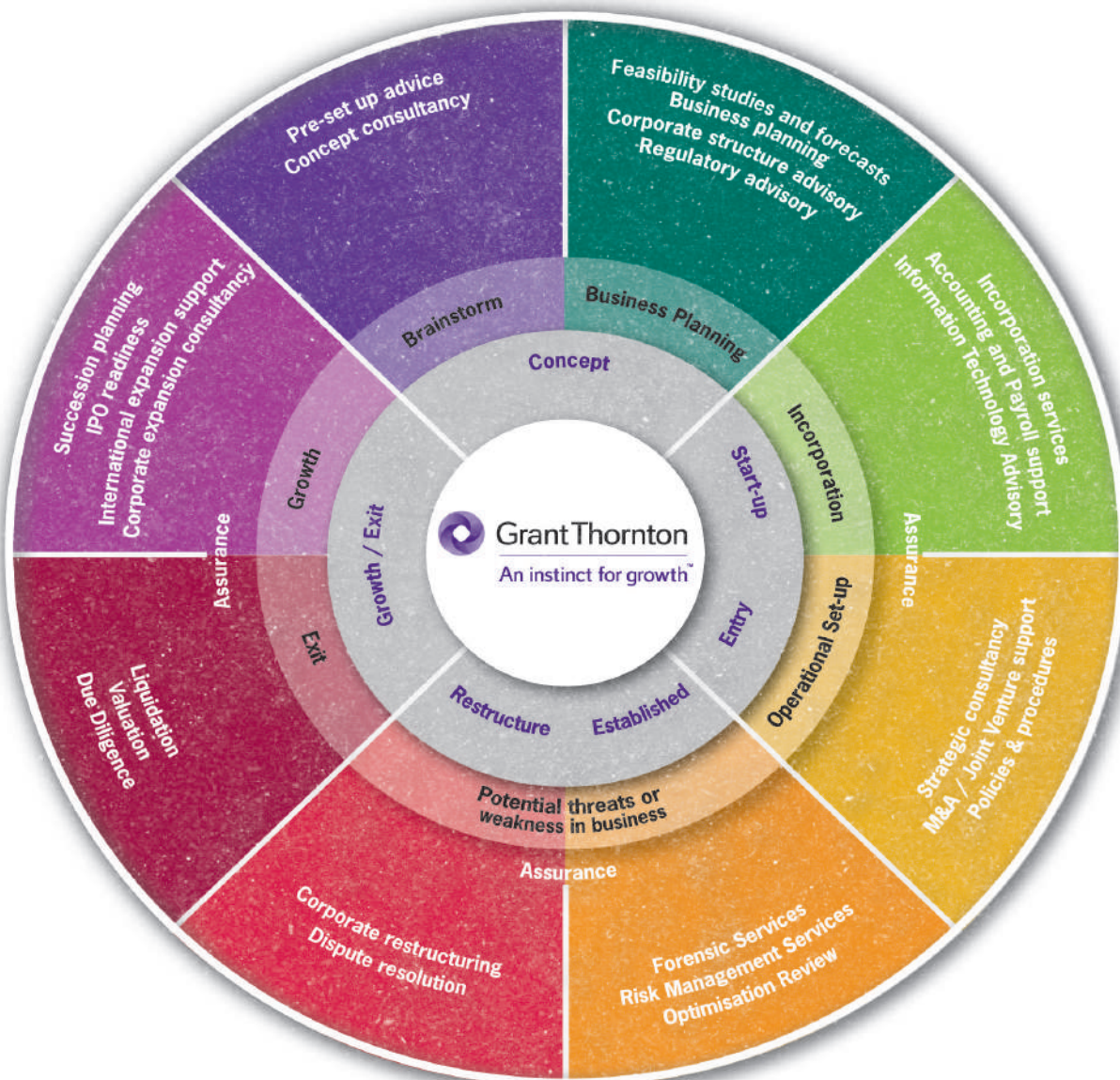
Omer Kaddouri,
President & CEO
Rotana Hotel Management
Corporation PJSC

Dynamic growth services

Your business is unique. The environment you operate in is increasingly complex, therefore managing business growth, planning for the future and staying competitive is critical. You need answers that are clear and right for your business.

These are all issues which we can help address. At Grant Thornton, we offer an approach that is tailor-made to dynamic businesses like yours.

We have designed and developed distinctive methodologies and services to support your business at each phase of its growth lifecycle. So whether you are an SME that has just set up or a large business wishing to expand, at Grant Thornton we will help you unlock your potential for growth.



Audit

- Audit Assurance
- Financial reporting and technical advice and solutions under IFRS / IPSAS / US GAAP
- External Audit under IFRS / IPSAS / US GAAP
- Limited review
- Specialised Audit
- Agreed upon procedures
- Compilation assignments
- Information Technology Audit
- First time adoption of IFRS
- Audit of home owners association
- RERA certification
- Certification Audit

Operational Advisory

Business risk services

- Internal Audit
- Enterprise Risk Management
- Internal Control Systems Analyses and Design
- Standard Operating Policies and Procedures
- Corporate Governance
- Fraud Review

Business consulting services

- Strategy services
- Services for Finance Directors
- Human capital advisory
- Operational Excellence
- Public sector services

Technology Advisory

- ERP Implementation
- Project Management and Quality Assurance Services
- Information Technology Audits
- Information security and governance
- Whistle Blowing and corporate Ethics Services
- Cyber Security

Transaction Advisory

- Mergers & Acquisitions
- Capital Market Advisory
- Valuation and financial modelling
- Transaction Advisory services
- Feasibility Studies
- Reorganisation and Restructuring

Forensics

- Anti-money laundering
- Expert witness
- DIFC / DFSA compliance
- Investigation and litigation
- FATCA compliance
- Insolvency services

Corporate and Outsourcing services

- Business Incorporation
- Accounting
- Payroll
- Secondments
- HR Advisory
- Taxation and revenue certifications
- Legal guidance and support

Audit

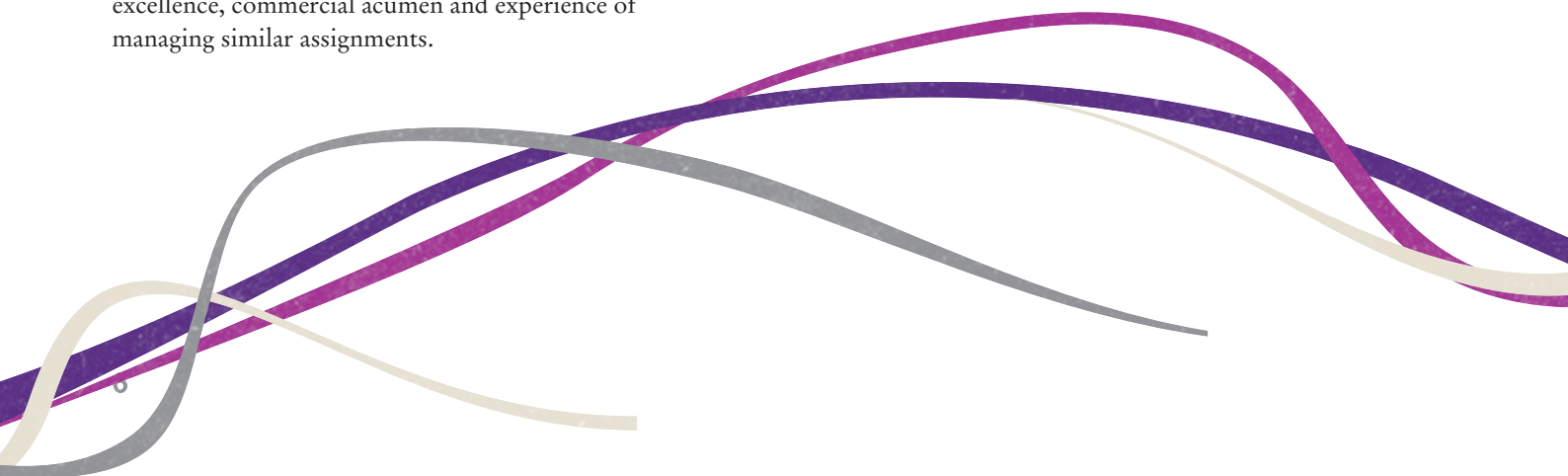
We will combine the collective skill and experience of our audit professionals to deliver an audit that exceeds your expectations.

We want to build efficiencies and relationships year-on-year across your senior finance team. We will ensure consistent service delivery that is built around how you want to work. Our commitment to effective delivery means we will have regular dialogue with your finance team and senior management.

The assurance team have a track record of delivering complex audits to tightly defined timetables for some of the UAE's largest privately held and listed companies, including those backed by private equity.

Our approach is maintained to all relevant standards and we are supported by well-resourced national technical teams. You can rely on our team to deliver with conviction – they bring technical excellence, commercial acumen and experience of managing similar assignments.

We will also keep you informed of relevant changes in accounting and tax legislation, not only with regular email updates and seminars but also with our personal approach to building relationships. Our technical specialists will keep you up to date on relevant legislation changes and present appropriate planning opportunities for your consideration.



Our teams will bring both reason and instinct to the work we perform; it is this fundamental aspect of our culture that truly differentiates Grant Thornton.

Our assurance services are designed to deliver real value and support investor confidence at a local and global level.

Our clients who have a footprint outside of the UAE enjoy the benefit of working with a firm who will centrally manage their audit, whilst ensuring the same tools, methodologies, training and standards are applied across geographies to ensure consistency and cohesion.

Our services include:

- Audit Assurance
- Financial reporting and technical advice and solutions under IFRS / IPSAS / US GAAP
- External Audit under IFRS / IPSAS / US GAAP
- Limited review
- Specialised Audit
- Agreed upon procedures
- Compilation assignments
- Information Technology Audit
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- Audit of home owners association
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- Certification Audit



Samer Hijazi
Partner
E samer.hijazi@ae.gt.com



Darren Yule
Partner
E darren.yule@ae.gt.com



Jay Raney
Partner
E jay.raney@ae.gt.com



Osama El-Bakry
Partner
E osama.elbakry@ae.gt.com



Khurram Bhatti
Partner
E khurram.bhatti@ae.gt.com

Advisory

Operational Advisory

In a fast-paced and competitive environment every business aims to achieve growth, profitability and sustainability, however far too often they are confronted with strategic, financial, operational and technological challenges. Our operational advisory specialists provide a comprehensive range of services to address these challenges.

Our services include:

Business Risk Services:

- Internal Audit
- Enterprise Risk Management
- Internal Control Systems Analyses and Design
- Standard Operating Policies and Procedures
- Corporate Governance
- Fraud Review

Technology Advisory Services:

- ERP Implementation
- Project Management and Quality Assurance Services
- Information Technology Audits
- Information security and governance
- Whistle Blowing and corporate Ethics Services
- Cyber Security

Consulting Services:

- Strategic services
- Services for Finance Directors
- Operational Excellence
- Human Capital Advisory
- Public sector services



George Stoyanov

Partner
Operational Advisory
E george.stoyanov@ae.gt.com



Komil Ahmetov

Associate Director
Business Consulting
E komil.ahmetov@ae.gt.com

Transaction Advisory

We support you throughout the transaction process – helping achieve the best possible outcome at the point of the transaction and in the longer term. Our team offers specialist solutions in the following areas:

- Mergers & Acquisitions
- Capital Market Advisory
- Valuation and financial modelling
- Transaction Advisory services
- Feasibility Studies
- Reorganisation and Restructuring

Our approach to offering the best quality service possible is guaranteed by:

- our breadth of services and capabilities
- clear communication
- industry and subject matter expertise
- global reach with local know-how



Philip Atkinson
Partner
Transaction Advisory
E philip.atkinson@ae.gt.com

Forensics

Fast growing organisations need advisers that can dig deep into their business and provide detailed solutions. In times defined by uncertainty and threats to organisations, Grant Thornton's forensic professionals have targeted solutions. Our discreet professionals combine experience, subject matter knowledge and deep industry expertise to provide the following services:

- Anti-money laundering
- Expert witness
- DIFC / DFSA compliance
- Investigation and litigation
- FATCA compliance
- Insolvency services



Shakeel Bhatti
Partner
Forensics
E shakeel.bhatti@ae.gt.com

Corporate and Outsourcing

Businesses frequently decide to outsource in order to focus on their core competencies, while improving performance and lowering costs of their non-core activities. Saving time and money, outsourcing core services can enable you to focus on what's really important for your business. Our corporate and outsourcing services include:

- Business Incorporation
- Accounting
- Payroll
- Secondments
- HR Advisory
- Taxation and Revenue certifications
- Legal guidance and support



Atul Varma
Director
Corporate and Outsourcing
E atul.varma@ae.gt.com

*What makes
us different.*

Our values

Our ambition is to drive global growth by serving dynamic organisations, unlocking the potential of our clients and our people. Attracting, retaining and inspiring the best people is at the heart of our people and culture strategy and requires an environment in which our people understand how, every day, their contribution makes a difference. We strive to create a common experience for everyone who works for Grant Thornton, anywhere in the world. Our global CLEARR values underpin everything we do and serve as a declaration of who we intend to be and how we intend to achieve our ambition.



Our differentiators

There are several factors which make us different.

Distinct client service

You will receive a distinct client experience, but don't take our word for it.

Grant Thornton member firms around the world measure client satisfaction on an annual basis, and in comparisons of the industry standard benchmark, the Net Promoter Score™ Grant Thornton clients around the world continuously rank as highly satisfied. In the UAE, 100% of our clients said they would repeat their business with us

We understand dynamic organisations

We serve dynamic, growing companies that are on the move because we too are a dynamic, growing company on the move.

But like you, we know that figures and awards only tell a part of the story; we don't serve dynamic companies because we need a new growth engine or because we need more awards; we serve them (and have around the world since 1904) because it is rewarding and exciting to play a part in something big.

We want to be part of your success and invite you to be part of ours.

Speed and agility to make decisions and resolve issues

Grant Thornton is structured to react quickly to our clients' needs and issues. We are empowered to make decisions locally, rather than moving issues up through a complex chain of command.

A clear understanding of businesses like yours

Our clients range from the world's largest companies to medium and small-sized businesses.

The breadth of our client base has allowed us to gain valuable insight into the complexity of how different businesses operate and the variety of issues and risk they face.

Exceptional people committed to making a difference

Our people are our most valuable asset and being at the forefront of professional development is vital. One of our strategic priorities is to attract, develop and retain the best people across Grant Thornton.

Around the world Grant Thornton firms have won recognition for the strength of our people and our commitment to their development.

In 2015 Grant Thornton was named 'Employer of the Year' at the International Accounting Bulletin awards for the second consecutive year.

Seamless audit and advisory services

With extensive experience in audit and advisory services, Grant Thornton is well placed to provide clients seamless, cross-service advice.

Our combined audit and tax processes allow us to quickly address issues and/or risks your business may face and deal with them in a timely and efficient manner.

While many others offer just one or two services, Grant Thornton provides a wide range of services that provide clients with more thorough, cost effective solutions.

An experienced team

Grant Thornton's ratio of member firm partners to professional staff is 1:10 whilst the average ratio of member firm Partners to professional staff at our larger competitors is 1:15.

This allows us to provide personal attention and strong engagement leadership guaranteeing you high quality advice from experienced, senior practitioners who are dedicated to meeting your needs.

Tailored, commercial advice

At Grant Thornton we believe each and every client should always receive tailored, commercial and pragmatic advice regardless of the size or complexity of the situation.

Grant Thornton's growth lifecycle is a framework we use to discuss a client's business and possible growth strategy.

International Business Centres

Our International Business Centres (IBCs) are the gateway to all resources throughout the global organisation.

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.

To discuss this further, please feel free to speak to Jay Raney, Partner and IBC Director.

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IBCs
covering
every
region



Contacts

Samer Hijazi

Partner
Audit
E samer.hijazi@ae.gt.com

Darren Yule

Partner
Audit
E darren.yule@ae.gt.com

Jay Raney

Partner
Audit
E jay.raney@ae.gt.com

Osama El-Bakry

Partner
Audit
E osama.elbakry@ae.gt.com

Khurram Bhatti

Partner
Audit
E khurram.bhatti@ae.gt.com

George Stoyanov

Partner
Operational Advisory
E george.stoyanov@ae.gt.com

Komil Akhmetov

Associate Director
Business Consulting
E komil.akhmetov@ae.gt.com

Atul Varma

Director
Corporate & Outsourcing
E atul.varma@ae.gt.com

Philip Atkinson

Partner
Transaction Advisory
E philip.atkinson@ae.gt.com

Shakeel Bhatti

Partner
Forensics
E shakeel.bhatti@ae.gt.com

Dubai

Rolex Tower,
23rd floor,
Sheikh Zayed Road,
PO Box 1620,
Dubai, UAE

T +971 4 388 9925
F +971 4 388 9915

Abu Dhabi

Office 1101, 11th floor,
Al Kamala Tower,
Zayed the 1st street,
Khalidiya,
Abu Dhabi, UAE

T +971 2 666 9750
F +971 2 666 9816

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www.granthornton.ae



@GTUAE



Grant Thornton UAE

Grow relationships and revenue beyond the UAE

As a cohesive global organisation we give you access to a consistent level of quality and a seamless service wherever you choose to do business.

As a member firm of Grant Thornton International Ltd, we deliver connections which help you to leverage the powerful contacts, client base and revenues which are available around the globe, supporting you to grow your business overseas.

Some of our recent international accolades include:





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GTIL and its member firms are not agents of, and do not obligate, one another and are not liable for one another's acts or omissions.

Please visit www.grantthornton.ae for further details