



Grant Thornton

An instinct for growth™



Global



Quality

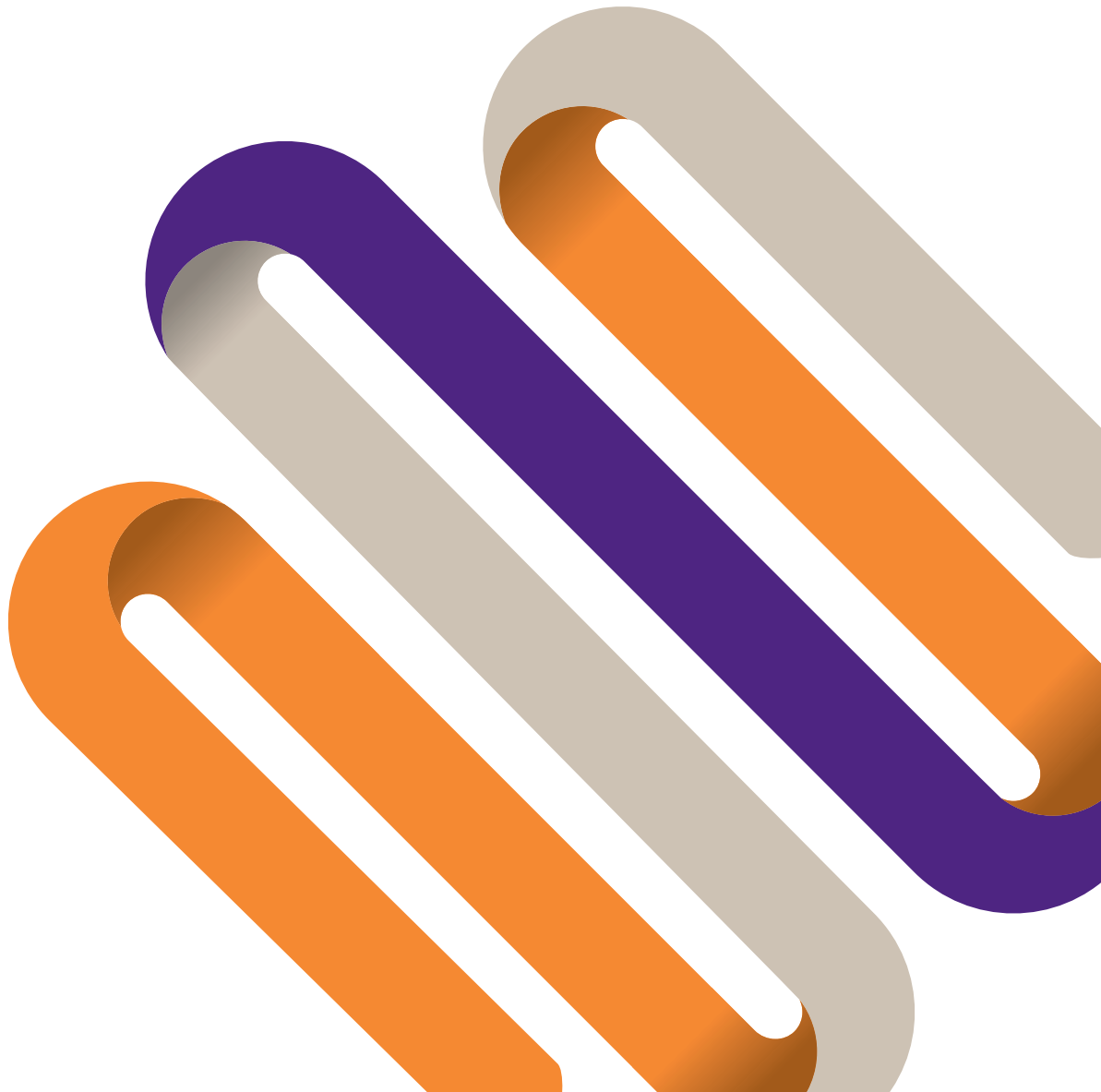


Collaborative

# Get to know Grant Thornton

Global snapshot

2018

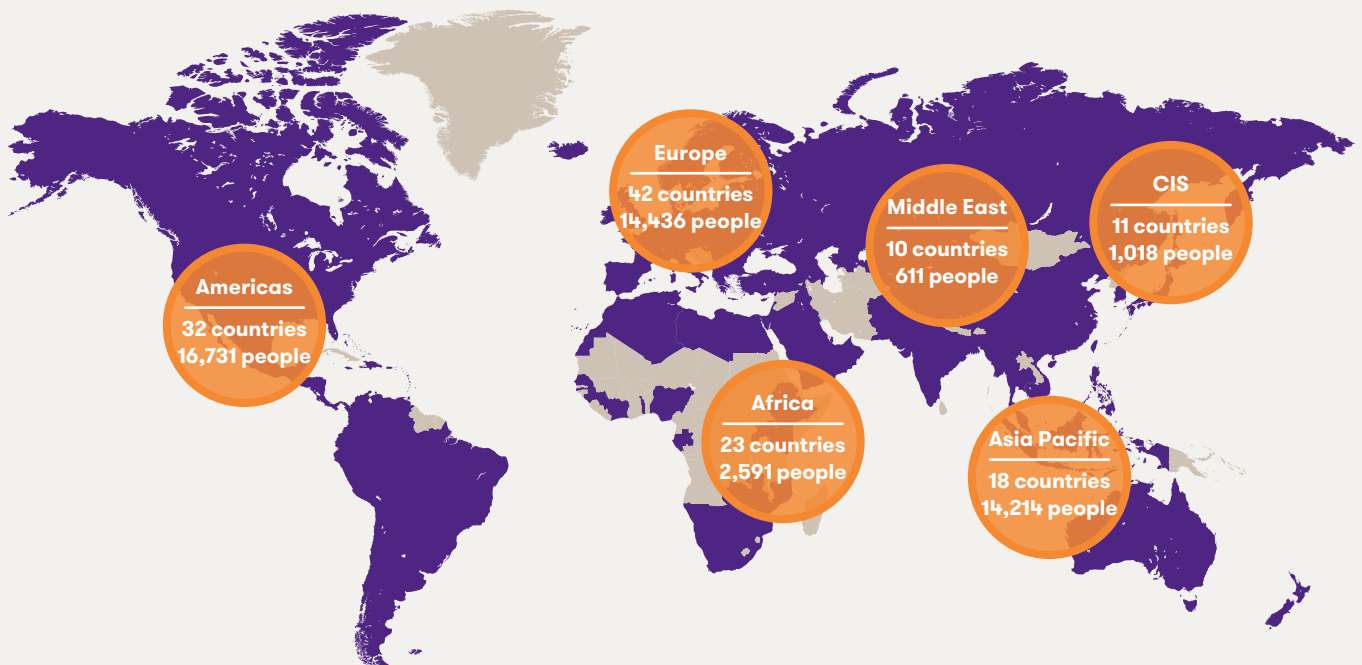


# About Grant Thornton

We're a network of independent assurance, tax and advisory firms, made up of 50,000 people in over 135 countries. And we're here to help dynamic organisations unlock their potential for growth.

For more than 100 years, we have helped dynamic organisations realise their strategic ambitions. Whether you're looking to finance growth, manage risk and regulation, optimise your operations or realise stakeholder value, we can help you.

We've got scale, combined with local market understanding. That means we're everywhere you are, as well as where you want to be.



Our distinctive client experience sets us apart



US \$5.0bn  
(2017 revenue)



50,000  
people



700+  
offices



135+  
countries

NB: 'countries' refers to where Grant Thornton has a physical presence.

## A different way of doing business

Privately owned enterprises, listed companies and public sector organisations come to us for our global scale, quality, industry insight and deep technical expertise. But what sets us apart is our distinctive client experience which leads to more meaningful advice and a better working relationship.

### We discover what's important to you and make it important to us

Our culture is built on a genuine interest in our clients – their challenges, growth ambitions and wider commercial context. You get the attention you deserve from approachable, senior professionals who ask the right questions, listen and provide real insight and a clear point of view.

#### The bottom line

- A relationship-led approach with more time and attention from partners and senior advisers
- A deeper understanding of your business for more meaningful advice and recommendations

### Agile and responsive service

Our size and structure create advantages for you. We adopt a flatter structure, with shorter decision making chains, empowered teams and no complex chains of command. We have all the necessary processes and controls but they're streamlined and efficient. Our teams are more responsive.

#### The bottom line

- A faster response when you need quick answers and clarity
- Anticipating the answers you'll need before you ask

### Pragmatic solutions to help you improve and grow

Our teams bring ideas to the table, going beyond the technical issues to recommend ways to make your business better. Whether your goals include expansion, improving operational efficiency or building investor confidence, we balance a desire to do what's best for you in the future with an experienced sense of what's going to help you now.

#### The bottom line

- Helping you think ahead and think more broadly
- Proactively identifying opportunities for improvement and growth

### Collaborative teams with a different mindset

Our people are open, accessible and easy to work with. We work through the issues alongside you, always with an independent perspective and challenging where necessary. Our collaborative style also enables us to assemble teams across service lines, industries and geographies to tailor our capabilities for you.

#### The bottom line

- Teams and solutions built around your needs not our structures
- A better working relationship with you and your team

## Greater partner attention for clients

(member firm partner to people ratio)



Grant Thornton

1:11



Big 4

1:16

“My relationship with accounting firms had been very transactional until I was introduced to Grant Thornton. They've opened up a new way of looking at things.”

**Lawrence Ong**  
Chief financial officer, InterCall Asia Pacific

## Our services

To achieve their ambitions, thousands of dynamic organisations in every industry worldwide call on our member firm's assurance, tax and advisory services.



### Audit and assurance

Our services can strengthen your business and stakeholders' confidence. You'll receive professionally verified results and insights that help you grow.

- IFRS
- Audit quality and monitoring
- Global audit technology.



### Tax

Our tax services help you gain trust and stay ahead, enabling you to manage your tax transparently and ethically.

- Corporate and business tax
- Direct international tax
- Indirect international tax
- Global mobility services
- Private client services
- Transfer pricing
- Tax policy.

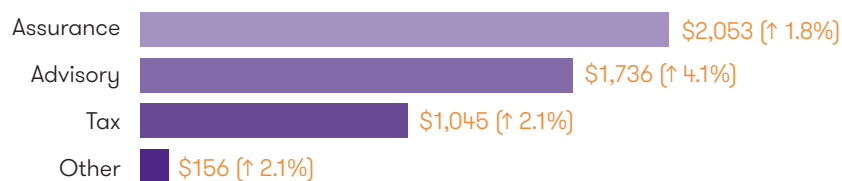


### Advisory

Our progressive thinkers offer services to help create, protect and transform value today, so you have opportunity to thrive tomorrow.

- Business consulting
- Business process solutions
- Business risk services
- Cyber-security
- Forensic and investigation services
- Mergers and acquisitions
- Recovery and reorganisation
- Transactional advisory services
- Valuations.

## 2017 global revenue by service line (million US\$)



\*percentage change compared to our 2016 results

To find your nearest Grant Thornton member firm, visit [grantthornton.global](https://www.grantthornton.global)



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