



Grant Thornton

An instinct for growth™

Global snapshot

Get to know Grant Thornton

2016



PEOPLE AND GROWING



OFFICES AND GROWING



COUNTRIES AND GROWING

About Grant Thornton

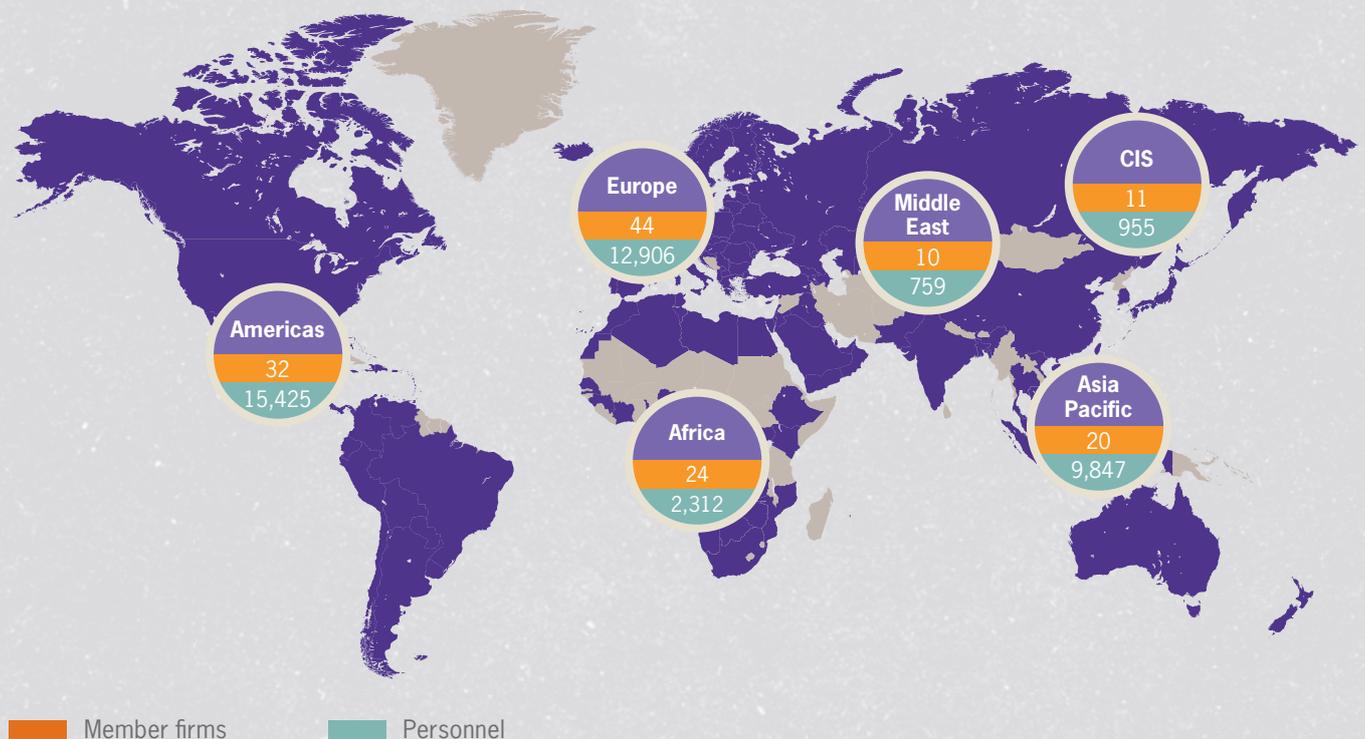
Grant Thornton is one of the world's leading organisations of independent assurance, tax and advisory firms.

For more than 100 years Grant Thornton has provided valued service to organisations with the potential to grow, to operate internationally, that needed to adapt to market conditions and deal with complex events or transactions.

We are a leading business adviser helping dynamic organisations around the world unlock their potential for growth by delivering meaningful and forward looking advice. And we do that by delivering real insight through a combination of technical rigour, commercial experience and intuitive judgement.

We have more than 42,000 Grant Thornton people across over 130 countries, working with privately owned, publicly listed and public sector clients each day. Our strong global organisation, combined with our understanding of both the local market and dynamic economies across the world means Grant Thornton can support you no matter where you choose to do business.

Global coverage



\$4.6 billion
revenue in 2015 (USD)

More than
42,000
personnel

Across
130
countries

A global reputation for service and quality

Employer of the year 2015



Grant Thornton were honoured by the International Accounting Bulletin as global 'Employer of the Year' as a result of our strong commitment to our people.

Best programme for leadership & development



The Managing Partners' Forum named Grant Thornton as 'Best programme for leadership & development' recognising our global strategy and leadership.

Large private companies, listed companies and their subsidiaries come to us for our technical expertise. They value our extensive knowledge of their regulatory landscape and solutions that either meet or exceed industry standards. But above all, they value our open, accessible and no nonsense approach that leads to a deeper understanding and more relevant advice.

A different way of doing business

We have scale, we have breadth and depth, we have quality, but we also do business in a very different way.

We offer a 'best of both worlds' approach where we recognise our clients' unique needs while drawing on our deep global expertise. This consistently leads to higher levels of client satisfaction and loyalty when compared with our largest competitors.

We believe in understanding something in its entirety. We are genuinely interested in our clients, their challenges, their growth ambitions and their commercial context. Instead of coming with ready-made answers, we ask intelligent questions, engage you in wider business discussions and then we listen.

Our delivery model enables partners and senior people to give clients more attention. We are big believers in being approachable and accessible so you get a personal, hands-on service that results in an entirely different experience.

Greater partner attention for clients (Partner to people ratio)



Grant Thornton **1:10**



Competitors – Big 4 **1:15**

Source: International Accounting Bulletin 2015

Case study

Service delivered: Advisory Yahoo!

Yahoo! is a global technology company best known for its search engine, web portal and web services. It is NASDAQ listed, with its head office in the United States and regional shared services hubs in Ireland supporting Europe, the Middle East and Africa (EMEA) and in Taiwan supporting the Asia Pacific (APAC) region.

Grant Thornton Ireland first engaged with Yahoo! EMEA in 2007 to assist with various accounting support projects. Since then, the team has built a strong business relationship and now works with a further 12 Grant Thornton member firms in the EMEA region and also the APAC region. The team provide a central point of contact for a range of services including statutory accounts preparation, tax advice and project management; all delivered at a consistently high standard by local Grant Thornton teams.

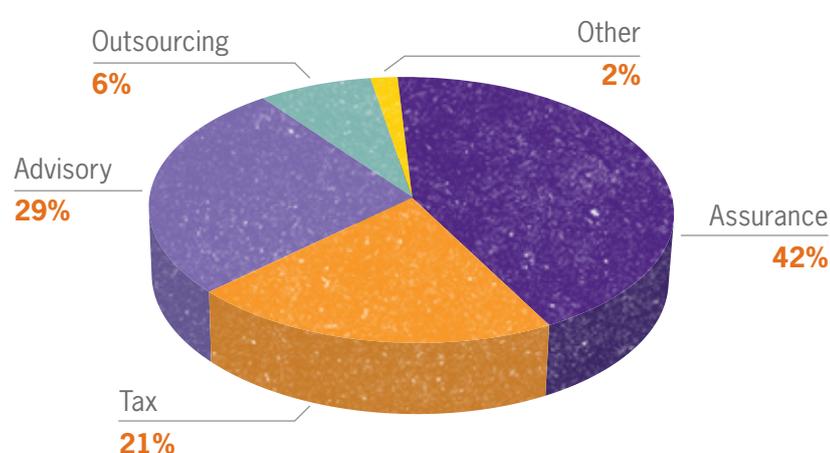
The outcome

Grant Thornton has helped Yahoo! improve efficiency and realise cost savings. The co-ordinated provision of robust accounting and reporting support to its EMEA shared services centre has enabled substantial savings on certain compliance fees and has delivered other significant benefits from driving centralised efficiencies.

Outline of services

Assurance	Tax	Advisory	Accounting and outsourcing	Industries
Financial statement audits	Direct international tax	Operational services <ul style="list-style-type: none"> • Business risk services • Business consulting • Business process solutions 	Bookkeeping/ financial accounting	Consumer products
Financial statement reviews	Global mobility services	Transactional services <ul style="list-style-type: none"> • Transaction advisory services • Valuations • M&A advisory • Recovery & reorganisation 	Tax compliance within outsourcing	Energy and natural resources
Compilation of financial statements (including IFRS)	International indirect tax	Forensic services	Payroll	Financial services
Reporting on controls at a service organisation	Transfer pricing		Human resources consulting	Healthcare
	Tax policy		Business process outsourcing/ Processing consulting	Not-for-profit
	Corporate business tax			Public sector
	Private client services			Real estate and construction
				Technology, media & telecommunications
				Travel, tourism and leisure

Revenue split by service line



US\$1.7bn
in advisory revenues

US\$2bn
in assurance revenues

US\$1bn
in tax revenues

To find your nearest Grant Thornton member firm, visit GrantThornton.global

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