



Grant Thornton

An instinct for growth™

Our capabilities

Grant Thornton Kenya



grantthornton.co.ke



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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 42,000 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 Kenya is driven by a simple ambition: to be the only choice for dynamic businesses.

We are the perfect partners 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. We are already servicing some of the largest dynamic businesses within Kenya, so with our international reach, depth and expertise of the larger firms and the personal attention, value for money and relationship approach of a distinctive firm, we are becoming the leading service provider for growth based organisations.

Kamal Shah
Managing Partner
Kenya



About us

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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 42,000 Grant Thornton people, across over 130 countries, are focused on making a difference to clients, colleagues and the communities in which we live and work.

In 2013, Grant Thornton was honoured by the International Accounting Bulletin as the 'Network of the Year 2013' as a result of our strategic drive, global leadership, and remarkable growth around the world. And we understand that this award reflects not only our strength as a global organisation, but as a collection of member firms who are all dedicated to the highest level of client service.

In 2014, the Managing Partners' Forum, a professional body that celebrates the value of leadership and management excellence, has named Grant Thornton 'Best managed international firm,' recognising the strength of Grant Thornton's global strategy and leadership, which has enabled Grant Thornton to lead the major global accounting networks in revenue growth for the last two years.

Teams in member firms worldwide work and train together, sharing industry experience, technical expertise, and a commitment to excellence. Whatever the geographic location, we apply the same insight, flexibility and relevant experience.

We examine each transaction objectively and work to involve all parties to ensure you receive the highest quality advice, providing a truly distinctive client experience which is unmatched by our competitors. Grant Thornton Kenya is a member firm of Grant Thornton International Ltd.

With an office in Nairobi, 10 partners and more than 145 staff, we offer a full range of services to help clients of all sizes address the challenges and opportunities of growth.



Combined
global
revenue
US\$4.6bn

One of the six
global
accountancy firms
as recognised by
Wall Street



More than
730
offices
worldwide

42,000
people in over
130
countries

25
M&A deals
in 2015
adding revenues of
\$76m

Best programme
for leadership
development
in 2015

Named
global
employer
of the year 2015
by the International
Accounting Bulletin



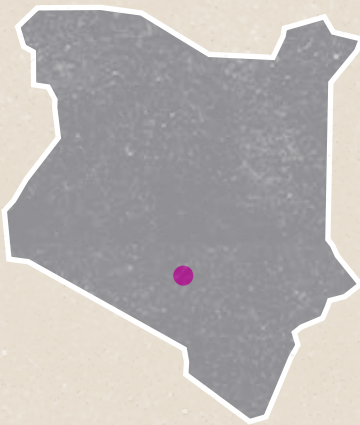
Local feel, global team

At Grant Thornton, we can draw upon a network of over 42,000 experts who serve clients globally. We advise clients in over 130 countries around the world and have offices in Europe, Asia Pacific, Africa, the Middle East and the Americas.



Kenya office locations

- Nairobi



We can provide services to clients in all jurisdictions in which they operate and you can expect the resources, skills and experience of a large, global firm, but with the accessibility and attention of a much smaller firm.

Grant Thornton Kenya is a leading business adviser providing audit, tax and advisory services. With 10 partners and more than 145 staff, we apply strong technical guidance and breadth of experience to ensure that clients receive a truly different experience.

We have over 33 years' experience in the Kenyan business community. Many new entrants to the Kenyan and Africa emerging markets choose us as their preferred partners in helping them to unlock their potential for growth.

We set ourselves high standards in delivering value to clients, in a timely manner. In our latest client satisfaction survey, our clients said they appreciated our friendly and personalized attention to them and the prompt, professional and reliable advice and support they receive from us.

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*What makes
us different*

Our brand 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.



Why Grant Thornton

There are several factors which make us different. We highlight below some of the things we believe makes us different and uniquely places to provide clients with our services.

Better client service

You will have a better 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

We understand dynamic organisations like yours – we, too are growing

We serve dynamic, growing companies that are on the move because we too are a dynamic, growing company on the move. In 2013, Grant Thornton posted the highest rate of growth, for a second year in a row, of any of the global six public accounting firms, and won the Global Network of the Year award from the International Accounting Bulletin, the only global accounting publication serving our industry. But like you, we know that the 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. Unlike our larger competitors who work almost exclusively with large companies and our smaller competitors who rarely work with big organisations, 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.

Our commitment to our people isn't only recognised inside our organisation; around the world Grant Thornton firms have won recognition for the strength of our people and our commitment to their development.

This includes being named global employer of the year 2014 by the International Accounting Bulletin.

Other accolades include recognition as one of the Best Workplaces 2013 (Institute Canada), Top 50 most attractive employers 2013 (Universum), 100 best companies 2013 (Working Mother), and Best Provider of Internships and Placements 2013 (Rate My Placement Awards), among others.

Seamless audit, tax and advisory services

With extensive experience in audit, tax 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 firms offer just one or two services, Grant Thornton provides a wide range of services that are complementary and typically provide clients with more thorough, cost effective solutions.

An experienced team

Grant Thornton's ratio of member firm partners to professional staff is 1:9 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

Many large firms offer 'off the shelf' advice and solutions to their clients. 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 Business Insights Model (BIM) is a proprietary framework we use to discuss a client's business and the best practices we see around the network. The BIM is focused on addressing the critical drivers of growth for any business: strategy & structure, process, people & culture, financial management, and external factors including market needs; regulatory and legal concerns; and customer demands.



*Helping your
business grow*

Our service lines



Audit and assurance

- Financial statement audits
- Grant audits
- Project audits
- Statutory audits
- Stock audits

Business risk services

- Internal audit
- Governance and risk management
- Risk modelling services
- Operational advisory and improvement services

Transaction services

- M&A advisory
- Capital markets
- Project financing
- Due diligence
- Feasibility studies
- Valuations
- Corporate Finance Advisory

Recovery and reorganisation

- Corporate restructuring
- Recovery

Public sector

- Public sector assurance and consulting

Dispute management

- Expert dispute resolution and advisory
- Fraud and corruption solutions
- Forensic investigations
- Litigation support
- Asset tracing and verification

Tax

- Direct international tax
- Global mobility services
- Indirect international taxes
- Support during KRA audits and compliance checks
- Individual tax
- Transfer pricing

Business Process Solutions

- Bookkeeping/financial accounting
- Payroll processing
- Monthly management accounts
- Preparation of financial statements
- Business Process Solutions (BPS)
- Out-staffing services

Secretarial services

- Establishing a presence in Kenya
- Incorporation of companies
- Manufacturing and trading licenses
- Work and residence permits.

Audit

Clients will receive a high-quality audit of their financial statements from Grant Thornton. Designing a tailored audit programme customised for the business, we will combine the collective skill and experience of our audit professionals around the world to deliver an audit that is efficient and provides assurance to your key stakeholders.

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 from our competitors.

Our approach will include:

- regular interaction and communication with the audit committee and your management team
- a quality audit team and responsive national office support
- comprehensive planning
- use of innovative technology
- transparency throughout the process.



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Tax services

Tax regimes and compliance regulations change rapidly and with corporate activities in one jurisdiction having a major impact on tax liabilities in others, it is important to stay on top. Through innovative solutions that manage your liabilities, Grant Thornton tax specialists can give you the advice you need to achieve your commercial objectives.

Our tax services are designed to reflect the expectation of the Kenya Revenue Authority (KRA) and the needs of our clients, from large multinationals and privately held businesses to individuals.

Our tax services include:

- Transfer pricing - helping clients to comply with transfer pricing rules, in a cost effective and efficient way, as legislation continues to develop.
- Direct international tax - advising clients on clear and practical tax

planning solutions to help manage tax exposure.

- Global mobility services - helping clients proactively address the challenges of differing regulations so that international relocations meet very specific and complex tax rules.
- Indirect taxes - providing services, at every stage of a business cycle, to clients that operate across borders making commercial transactions as well as advising clients looking to seize opportunities in new markets.

- KRA Audit Support Services – KRA audits are rigorous and consume a lot of senior management time. We assist our clients throughout the audit process by assisting in preparation of all the information required and responding to queries by the revenue authority so that the audits are completed more efficiently. Our approach is to facilitate the audit from our offices and involve client senior management only for critical matters so that they can focus on their core responsibilities.



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Advisory services

With over 5,000 Grant Thornton member firm advisory professionals based in more than 120 countries, Grant Thornton provides advice, free from conflicts of interest, to bring clear insights, practical solutions and a commitment to quality.

We help to solve problems, manage risk and seize new opportunities by offering a range of services across operational, transactional and forensic advisory.

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

Our advisory services are arranged according to the commercial needs which are most relevant to your business:

- Business risk services
- Internal Audit
- Operational advisory services
- Transactional advisory services
- Business valuation services
- Merger and acquisition support services
- Financial due diligence
- Recovery and reorganization
- Dispute management
- Debt advisory



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Business Process Solutions

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, Business Process Solution services can allow time to concentrate on what's really important for your business.

Accounting processes, payroll and HR are the most common functions to be outsourced. With approximately two out of every five businesses using it as an important means to reduce costs, improve efficiencies and, in many cases, ensure compliance.

At Grant Thornton we help our clients to meet their compliance obligations. Ensuring you have the right strategy and systems in place is paramount to driving business growth and meeting your obligations.

You'll work with qualified specialists committed to delivering an accurate, prompt and valued service. By allowing us to take the burden of non-core, yet important, sectors of administration enables you to redeploy essential internal resource to focus on core activities and drive your business forward.

We work with a range of clients with varying degrees of complexity, from small and medium sized businesses to international groups. Our worldwide specialist resources are of the highest standard in the industry, delivering quality when and where you need it. Grant Thornton becomes an extended division of your operations, essentially

your finance function, fulfilling your compliance service requirements.

Our Business Process Solution services include:

- Bookkeeping / Financial accounting
- Accounting review services
- Preparing of monthly / quarterly management accounts
- Preparing of financial statements
- Business process Business Process Solution (BPS)
- Treasury Management services
- Back office support services
- Out-staffing services
- Monthly payroll services
- Monthly / quarterly payroll review services



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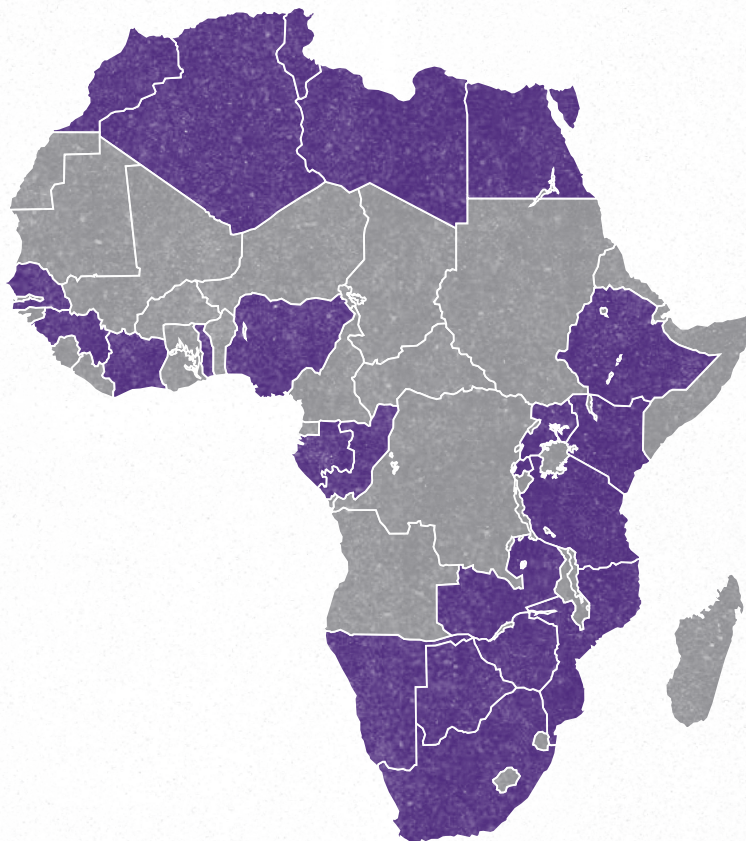
Africa footprint

With growing consumerism and international trade, Africa is an incredibly attractive proposition to attract the interest of foreign investors.

The Grant Thornton network in Africa comprises 24 member firms - Algeria, Botswana, Congo, Cote d'Ivoire, Egypt, Ethiopia, Gabon, Guinea, Kenya, Libya, Mauritius, Morocco, Mozambique, Namibia, Nigeria, Rwanda, South Africa, Senegal, Tanzania, Togo, Tunisia, Uganda, Zambia and Zimbabwe and is ideally positioned to facilitate clients' expansion plans in these countries.

Irrespective of your line of business, Grant Thornton member firms will help you cut through red tape, introduce you to key players in government and private sector and build your network, wherever you operate in the world.

24
member firms



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Grow relationships and revenue beyond Kenya

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:





Grant Thornton

An instinct for growth™

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"Grant Thornton" refers to the brand under which the Grant Thornton member firms provide assurance, tax and advisory services to their clients and/or refers to one or more member firms, as the context requires. Grant Thornton Kenya is a member firm of Grant Thornton International Ltd (GTIL). GTIL and the member firms are not a worldwide partnership. GTIL and each member firm is a separate legal entity. Services are delivered by the member firms.

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.co.ke for further details