



Grant Thornton
Abdulaal

Tax | Audit | Advisory

Our **Fast-moving Consumer Goods (FMCG)** Industry Expertise

We go beyond business as usual,
so you can too.



Adaptive



Collaborative



Innovative



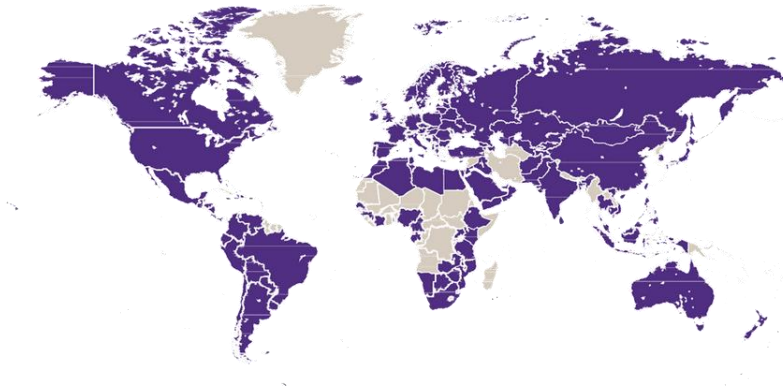
Our global clients in your industry



About Grant Thornton

A global network of professionals providing audit, tax and advisory services in 147 countries. Whether your business has domestic or international aspirations, Grant Thornton can help you to unlock your potential for growth wherever and whenever needed.

Our Global Clients Include



Global Quick Facts



\$7.5 billion
in global
revenue



73,000+
professionals



150
markets
worldwide



Our International Business Centers (IBCs) are the gateway to all resources throughout the global organization.

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.



Did you know?

Over 80% of clients

rate us as world-class in the areas that matter most to them.

Spotlight on Grant Thornton Bahrain



Our People



160+
employees



9
Partners



10
Directors and
Senior Managers



8
Nationalities



50%
Expert Bahraini
Workforce



40%
Professional positions
held by women

2,000+ clients
across the following industries



**Fast-moving
Consumer Goods**



Aviation



Education



Energy



Finance



Healthcare



Hospitality
& Tourism



Manufacturing



Real
Estate

Our Brand Promise



We care about people and relationships
We make business personal



We are more agile
We work at the pace that matters. Yours.



We value different perspectives
We value diverse perspectives.



We show the way
We don't predict the future. We help you shape it.



We keep a sharp focus on quality
We are committed to delivering consistently high quality.

As a global organization, we focus on providing the best-in-class services designed to deliver real value and support investor confidence.

We use the same tools, methodologies, training and standards across geographies to ensure consistency and cohesion. Our scale and depth mean we have credible teams in all jurisdictions

Did you know?



Over 80% of clients rate us as world-class in the areas that matter most to them.

Services we offer

Our experience spans a variety of sectors, enabling us to tailor our inter-disciplinary expertise to the unique needs of the FMCG industry.

Our culture of collaboration and respect enables us to provide you with a seamless experience.



Audit and Assurance

- Financial assurance
- Non-financial assurance
- Financial accounting and advisory solutions
- Sustainability (ESG)
- Additional services

Technology Advisory

- Governance
- Technology modernization
- Cyber strategy and transformation
- Cyber resilience
- Cyber governance, risk and compliance
- Cyber defense
- Data Privacy

Risk Advisory

- Internal audit services
- Governance, risk and compliance
- Environmental, social governance
- Forensic advisory
- Business process transformation
- Human capital advisory

Growth Advisory

- Business consulting
- Startup advisory
- Business restructuring
- Deal advisory – M&A services
- Valuations, Joint venture, Debt and Equity advisory
- Due diligence, Purchase price advise

Tax Advisory

- International taxation
- Corporate Income Tax (CIT)
- Excise tax
- Value Added Tax (VAT)
- Custom matters
- Other services

Business Process Solutions

- Managing end-to-end financial accounting services
- Financial reporting advisory
- Bookkeeping and financial accounting
- Interim financial controller support and loan staffing
- Human capital solutions

Corporate Compliance & Regulatory Advisory

- Company formation and secretarial works
- Business restructuring
- Liquidation support
- Preparation of legal documents and contracts
- Legal compliance
- Due diligence

Key market trends: Local & Global Challenges

FMCG industry in 2024 faces new challenges. Companies are adapting to trends and offering products that respond to consumer needs and participate in creating a sustainable future. The digital age presents opportunities, and brands that incorporate these trends into their strategy will be positioned to lead the way.

Sustainability is becoming not just the norm, but also a key growth driver. Consumers are becoming more environmentally conscious and FMCG companies are actively implementing environmentally friendly practices.

Direct distribution is becoming a strategic move for FMCG companies. Communication with consumers through own **online and offline sales channels** helps companies directly influence customer loyalty.

In a world where individuality is valued more than ever, personalization is becoming a key element of FMCG **marketing strategies**. Companies use consumer data to create offers that meet specific needs.

Digitalization and innovation in artificial intelligence are changing processes in FMCG. They help improve production efficiency and streamline **supply chains**. The main goal of automation is to optimize and improve the customer experience.

E-commerce continues to strengthen its presence in the FMCG sector by moving the purchase of everyday goods into the virtual space. The development of online platforms creates a convenient environment for consumers, allowing them to easily find, compare, and choose the best product and order products with a few clicks.

Our contributions



Driving innovation in the sector



Helping businesses grow with 360° thinking



Skills with real-world experience



We are where you are

We combine global scale with local insight, quality and understanding to give you the assurance, tax and advisory services you need to realize your ambitions.

Our industry-specific solutions

Our approach to requirements is always custom developed and strategically prepared based on the specifics of the situation and client expectations.

This ensures that we deliver the maximum value at the most cost-effective fees and within the required timelines.



- MOIC and Ministry of Health Compliance
- Policies and procedure gap assessment
- ISO compliance
- Taxation Services
- ESG Governance
- Cyber risks assessment



- M&A potential / existing business partners
- Market research
- Product due diligence
- Cost optimization
- Operations transformation
- ESG strategy development



- Supply chain optimization
- Risk based internal audits
- Business Process improvement
- ESG Gap assessment
- Third party risk assessment
- Technology assessment



Sunil Thakkar
Industry Expert
Partner, Risk Advisory

Our contributions



Driving innovation in the sector



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Skills with real-world experience



We are where you are

Our Global Credentials



Nestle Caucasus
(Armenia)
Tax Advisory



Coca-Cola India Pvt. Ltd.
(India)
ESG Advisory



ITC Limited
(India)
Tax Advisory



Sealord Group Ltd
(New Zealand)
Risk Advisory



Iceland Foods Ltd.
(United Kingdom)
Audit and Assurance



Cristalco Iberica De Distribucion
Y Trading S.L. (Spain)
Tax Advisory



Jaleel Holding Group
(United Arab Emirates)
Audit and Assurance



Britannia Industries Ltd.
(India)
Audit and Assurance |
Growth Advisory



Charalambides Christis Ltd.
(Cyprus)
Audit and Assurance



PIETERCIL
(Belgium)
Audit and Assurance



Fruttage! Sepa
(Italy)
Audit and Assurance



Procesadora Laran Sac
(Peru)
Audit and Assurance



Kodak SA
(Argentina)
Audit and Assurance |



Rich Products
(Vietnam)
Risk Advisory



Conad Nord Ovest Societa'
Cooperativa (Italy)
Audit and Assurance



Malaysian Agrifood
Corporation Berhad
(Malaysia)
Risk Advisory



Ramdenee Edible
Oil Products (Mauritius)
Audit and Assurance



Tinex
(North Macedonia)
Audit and Assurance



HD Covalco
(Spain)
Audit and Assurance



Sabis AB
(Sweden)
Audit and Assurance



Vitaminka Prilep
(North Macedonia)
Audit and Assurance



Greenweez
(France)
Growth Advisory



Molino Americano S.A.
(Uruguay)
Tax Advisory



Beijingshualian Hypermarket
Co., Ltd. (China)
Audit and Assurance

Our Local Credentials



Ramez Trading and Marketing Co. W.L.L.

Audit and Assurance | Tax Advisory



Al Awafi Markets

Audit and Assurance | Tax Advisory



Dasman Trading Centre

Audit and Assurance



Daiso Trading W.L.L.

Audit and Assurance | Tax Advisory



Al Adil Supermarket Co. W.L.L.

Audit and Assurance



Trafco Group B.S.C.

Risk Advisory | Growth Advisory | Technology Advisory



Al Dasmah Bakery and Supermarket

Audit and Assurance



Yaquby International

Audit and Assurance



Saleh Al-Saleh Co. W.L.L.

Audit and Assurance | Tax Advisory



Metro Market W.L.L.

Tax Advisory



Al Rawabi Private School W.L.L.

Risk Advisory | Growth Advisory



Lebanon Trading Centre

Audit and Assurance



Bahrain Fresh Fruits Co.

Risk Advisory | Growth Advisory | Tax Advisory



Al Bakali General Trading

Audit and Assurance



Mirza Al Helli Supermarket

Tax Advisory



Sama Daily Mart

Audit and Assurance



Abdullateef Khalid Alaujan and Sons Group B.S.C. (c)

Audit and Assurance | Risk Advisory



Cinnabon

Growth Advisory



Hi-Mart W.L.L.

Audit and Assurance



Diet Delight

Audit and Assurance | Growth Advisory



Papabubble Caramels Artisans

Growth Advisory



Banz Group B.S.C.

Audit and Assurance | Risk Advisory | Growth Advisory | Tax Advisory



Al Jazira Group B.S.C.

Audit and Assurance | Risk Advisory



Delmon Fish

Audit and Assurance | Tax Advisory

Our Leadership Team



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