



## Business Advisory Services

Your trusted advisor for bespoke, pragmatic, and innovative solutions

## OUR OFFER

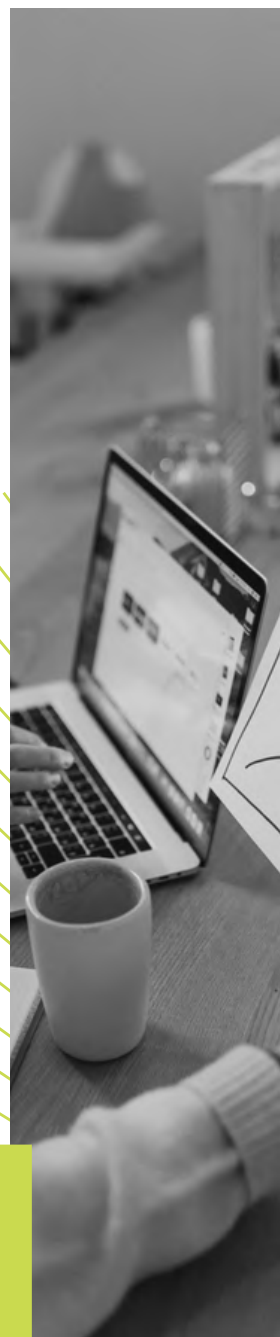
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Regardless of the stage, your business is at, the right decisions are an imperative platform for success. Through all business decisions, no matter how trivial and important, it can be risky and tough to do it all by yourself.

That is why, having a trusted advisor by your side is essential for the businesses' continued sustainable growth.

Our experienced and qualified team of advisors forming part of PKF's Business Advisory team is the key to unlocking the limitless possibilities for your business to thrive and excel.

PKF advisors are by your side when it comes to new projects, formulating business strategies and restructuring, and ensuring business continuity.



## ABOUT US



PKF Malta is a be-spoke, specialised consultancy firm providing a wide range of services ranging from accounting, statutory audit, tax, and payroll services as well as business advisory.

Our advisory arm offers procurement-related services, cost-benefit analysis, support for EU funding applications, financial feasibility studies, business process re-engineering, KPI/business analysis, business plans, data analysis, internal audits, and business valuation.

## OUR CREDENTIALS

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- Worked with several public entities, including but limited to Government Ministries, regulators, and authorities
- Supported several public entities by providing bespoke advisory services concerning socio-economic impact assessments and procurement services
- Provided consultancy and research services to clients operating in various business sectors including insurance, gaming, transportation, hospitality, and other sectors
- Carried out several assignments of importance on a national scale
- Contributor to the local economic community on a regular basis through attendance at conferences and events relevant to the business



## WHO ARE WE?

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Here's an overview of our company:

- We are a renowned consultancy firm that has been operating in Malta for 35 years.
- Our team consists of professionals from diverse fields, including accounting, finance, economics, marketing, and management.
- We specialize in providing business advisory, accounts, audit, and tax services.
- We have collaborated with numerous private and public sector entities across various industries.
- PKF Malta is a member of PKF Global, the network of member firms of PKF International Limited.

## A TAILORED APPROACH FOR ALL BUSINESSES

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You have worked so hard for your business to succeed and grow, that is why it is important to work with business advisors who really understand how business dynamics work.

PKF business advisory team will learn your business inside and out, and then tap into our expertise with many years of experience to provide specialised and tailor-made solutions, strategies, and insights which meet your needs and goals.



## **OUR BUSINESS ADVISORY SERVICES**

## BUSINESS STRATEGY & STRUCTURING

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Business plans can be perceived as road maps for enterprises; it is possible to travel without one, but the likelihood of getting lost increases along the way. Having a good business plan is a crucial tool for businesses as it allows owners and entrepreneurs to set their goals and track their progress.

Through our good understanding of IT systems, operations, and human resources, we help our clients understand their strengths and weaknesses, how external forces can impact their operations and measures that can be implemented to improve their current processes.

Using our lean methodology, we can harness those efficiencies within your organisation, eliminate waste and create more lean and adaptable processes that can improve your products and services, reduce costs, and ameliorate efficiency.



## FAMILY BUSINESSES & CONTINUITY

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Own a family business? We, at PKF understand small businesses. The long hours, the sacrifices, determination are all hard work. Together, we can ensure business continuity through generations, and identify any possible business restructuring which is essential for a continued successful future.

This exercise can be a minefield, but with independent, objective, and knowledgeable advice, we can help not only your business – but also your family.

## FEASIBILITY ASSESSMENTS

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A project, whether large or small needs proper assessment on its strategy, objectives, and financials. You need to ensure that your project is achievable, and viable from a financial and marketing perspective. Using market research and consumer behaviour theories and tools, we can help you in shaping up your project from start to finish.

A feasibility study may include, amongst others; the project's marketing strategy, a project's cost and return on investment, resources required, a risk assessment, and project timeline/plan. Based on our industry experience together with our sound educational background, we can help your businesses prepare for your next project.



## ESG REPORTING & ASSURANCE

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Adopting ESG principles into your business requires an analysis of the current strategies and internal policies being implemented. We can help by drafting a sustainability strategy for your organisation, review internal processes and governance, roll out decarbonization initiatives and advice on sustainable financing.

Furthermore, with ESG becoming dominant on the corporate agenda due to ever-increasing regulatory requirements, disclosure of ESG metrics is becoming increasingly essential. At PKF we can assist your business in reporting ESG metrics by establishing an internal reporting system in line with ESG regulations, draft sustainability reports and/or provide assurance/verification on the disclosed ESG information.

## BUSINESS VALUATIONS

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Valuations can be carried out for various reasons including mergers and acquisitions, fundraising, disputes, or succession planning. Irrespective of the reason for the valuation, ascertaining the economic value of a business requires technical expertise and strong industry knowledge.

Our advisory team comprises of accountants and economists who have the necessary acumen to ascertain a true and fair value.

## MANAGEMENT ACCOUNTING

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Do you have a large amount of data concerning your business but do not have the time to analyse it in detail? Big data is child's play for us. By systematically applying statistical techniques using specialised software we can help to illustrate, condense, evaluate, and describe your data in the simplest way.

Having the bigger picture is a central part of business management, that can help frame your business strategy, set direction and work towards growth. Data analysis can help your business detect issues, perform more efficiently, and enhance performance, maximise profitability in the short to medium term, and allow management to take informed decisions.

## MENTORING & COACHING

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Establishing a business is hard, but managing it is much more difficult. For an entity to successfully manage its operations, it must be knowledgeable about all aspects that directly or indirectly has to do with it.

Through business and sector specific analysis, we help our clients to learn more about their business by providing information about past and current trends occurring within the economy and the specific sector they operate in, identify possible problems or impacts that external forces may have on their operations and solutions to deal with them.

Given this information, entrepreneurs and owners can make more informed decisions and hence manage their business better.

## TAKE ADVANTAGE OF BUSINESS FUNDING SCHEMES

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In order to improve their competitive edge, some businesses may have the option to apply for one or several schemes, at the local and/or at the international level. We understand, however, that more often than not, such schemes carry tedious and laborious application forms that must be filled in according to specific requirements.

Drawing on past experiences and knowledge, our advisory team provides assistance to clients by gathering the necessary information about the scheme, analyse the guidelines and requirements, determining the most appropriate scheme based on the client's needs, filling out and submitting applications on clients' behalf and monitor the evaluation process and feedback.



## INTERNAL AUDIT

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The IIA defines internal audit as an “independent, objective assurance and consulting activity designed to add value and improve an organisation’s operations.

It helps an organisation accomplish its objectives by bringing a systematic, disciplined approach to evaluate and improve the effectiveness of risk management, control, and governance processes”.

An Internal Audit therefore assists the business in obtaining the necessary assurances that the internal controls in place are adequate and effective to mitigate the risks revolving around the business in order to ensure the achievement of the business goals and objectives.

Our team of experts comprises IIA chartered internal auditors who can help you ensure that your business is operating through sound internal controls and good organizational governance.



## MEET THE TEAM



**George Mangion**  
Senior Partner  
gmm@pkfmalta.com

Warranted Accountant & Auditor with over 40 years' of experience

**Areas of expertise:**

- Internal & External Auditing
- Accountancy
- Tax matters
- Business consultancy



**Pierre Mangion**  
Partner  
pierre@pkfmalta.com

Qualified business consultant holding a Masters in Business Administration +25 years experience

**Areas of expertise**

- Regulated Corporate Services
- Business Strategy & Analysis
- AML / Risk Management
- Internal Audit



**Donna Greaves**  
Audit Partner  
dgreaves@pkfmalta.com

Warranted Accountant & Auditor, Chartered Internal Auditor, ADIT and Master of Arts in Financial Services

**Areas of expertise**

- Internal & External Auditing
- Accountancy
- Corporate and indirect taxation
- Regulated entities including insurance
- Business analysis
- Internal tax planning

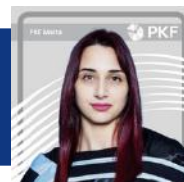


**Miriam Sultana**  
Director of Advisory  
miriam.sultana@pkfmalta.com

Qualified economist holding an MSc. in Environmental Economics + 12 years experience

**Areas of expertise:**

- Cost Benefit Analysis/Financial feasibility studies
- Economic impact assessments
- Procurement procedures
- Business analysis
- Internal audit
- Business process re-engineering
- KPI/Data analysis



**Claudia Dalli**  
Deputy Head Advisory  
claudia.dalli@pkfmalta.com

Qualified economist holding an MSc in Economics with 6 years experience.

**Areas of expertise:**

- Cost Benefit Analysis
- Feasibility Studies
- Local and EU Funding
- Data Analysis



**Ovidiu Mircea Tiorean**  
Senior Advisor  
ovidiu.tiorean@pkfmalta.com

Qualified economist holding Master of Science in Economics and a PhD in Marketing.

**Areas of Expertise:**

- Consultancy and Advisory
- Quantitative Research
- Qualitative Research
- Marketing
- Teaching (Marketing Research & Consumer Behaviour)
- Collective Psychology
- Organisational Culture



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