



Grant Thornton

Growing together with Grant Thornton Baltic





Grant Thornton



The business world is becoming ever more demanding and companies are facing new challenges. You might be grappling with expansion to foreign markets, cyber security, cloud-based accounting, finding and maintaining talent or some other area that is important for your company specifically – these are all topics Grant Thornton deals with every day.

We are a fast-growing company ourselves. We have experienced – and successfully seen off – all these challenges ourselves. As a result, we can draw new knowledge from our own experience with growth and can offer them to you as well.

We can support you in the following fields:

- | | |
|---|---|
|  Tax advisory |  Digital services |
|  Legal advisory |  Data privacy |
|  Business risk services and internal audit |  Coaching and leader development support |
|  Business advisory |  Corporate accounting and outsourcing |
|  Financial advisory |  Assurance |
|  Mergers and acquisitions | |

Regardless of whether your company is only just starting out or already rapidly growing, Grant Thornton Baltic can be a trusted partner for you.

We will help you operate successfully, hedge risks – and grow.

Mati Nõmmiste

Managing partner



Anastasia Borovaja, partner, head of outsourcing services

We do not place an emphasis on previous work experience, but rather on drive and attitude. Exciting challenges await those who dare to think outside the box and speak up. I started out from square one myself – as an assistant. I am now head of accounting as well as a partner.

Our people like to work for us

Grant Thornton Baltic is all about diversity. Age and gender do not matter. We value people's desire to develop and grow! Working for us is interesting and gives an opportunity to deal with Estonia, Baltic and international clients. We support our people's development every step of the way and shape their development path based on their personal goals. We have a career ladder, and for the smart and dedicated, there are no obstacles along the way. We have created a supportive place to work for our people, one where their opinion counts and where they benefit from a flexible setup that gets high marks.

For us, a satisfied client is the greatest recognition of our efforts

Clients have a high regard for our expertise, but also the fact that we care and our personal touch.

We are very glad that eight of 10 clients would recommend Grant Thornton Baltic to others!*

* Client feedback survey conducted by Kantar Emor in 2019.

Our trump card is how we work with clients



We make an effort to understand your needs

We will learn about the nuts and bolts of your business to provide true solutions that actually work. In addition to our advisers, your business needs will be addressed by our partners, who welcome the opportunity to be of assistance.



We will build you a team

Your company will have a personal account manager, who engages specialists as required. We strive to provide a one-stop-shop for all of the required services.



We are considerate and flexible

A good client relationship does not only involve the provision of services. We will also serve as your partner and confidant.



We create practical solutions that actually work

We know the local market. We are able to respond quickly and provide good advice to support your major business decisions. We also help to look beyond the horizon.

Hugo Osula, Mootor Group, CEO

We have had a good working relationship with Grant Thornton Baltic for more than two decades. I always know I can rely on them, even in the most complicated of circumstances. I appreciate the diligence, punctuality and orientation to detail of the Grant Thornton staff and recommend them with confidence.

Personal counselling for a developing company

Our goal is simple – to be the ideal choice for a developing company. We help expand your world and look beyond the horizon, and we provide sound advice to support your major business decisions.

Grant Thornton Baltic has experienced advisers who are able to provide assistance in a variety of areas. Be it business creation, employment law, taxation, risk assessment, cross-border expansion or transfer pricing, acquisitions, disposals, due diligence, or management and staff development – together, we will find the best possible solution.

We work with both small and large companies engaged in a variety of business areas. Alongside Estonian companies, our clients include companies operating in the Baltic states. We serve these clients in cooperation with our Latvian and Lithuanian colleagues. We also have the competence to provide services on an international scale; we form a part of the international Grant Thornton advisory network and are able to rely on the know-how and experience of colleagues in more than 135 countries.

Services



Tax advisory



Legal advisory



Business
advisory



Financial
advisory



Mergers and
acquisitions



Business
advisory



Digital
services



Artur Suits

Partner, head of
advisory services

Erkki Torn, MyFitness, CEO

Grant Thornton Baltic provides us with a full range of services in all the Baltic countries. They tailor the service to our needs and the corporate growth profile.

Meelis Rae, Akso-Haus International, management board member
The advice we have received in local and international taxation issues has been very professional.

Tax advisory

Our tax advisers stand ready to provide advice on both everyday and specific issues of taxation.

We will help you optimise your tax liabilities and identify exposure to taxation risk. We provide advice in matters of VAT, transfer pricing and cross-border taxation. We provide tax advice for both parties in business transactions, making an effort to find the most tax-efficient solution.

Services

-  Corporate taxation
-  Transfer pricing: advice and documentation
-  International taxation
-  Taxation of transactions
-  Taxation of employees in cross-border operations
-  Value-added tax and tax representation
-  Representation in the Tax Board
-  Taxation due diligence
-  Taxation training



Kristjan Järve
Partner, head of tax services

Kristo Karilaid, United Motors, management board member

In business, it's important to surround yourself with smart advisers, because you can't be a specialist in all fields yourself. Purchasing a company is not our everyday activity and that's why we picked Grant Thornton Baltic as our adviser. Our years of cooperation show that we made the right decision.



Legal advisory

Grant Thornton Baltic's legal advisers have served as reliable partners to many companies. The success of our clients is a testament to our knowledge and work techniques. We provide solutions to your legal issues with the aim of contributing to your financial success and growth.

We have advised in hundreds of complicated mergers and acquisitions, provided assistance in matters of public procurement, competition and employment law, and helped draft contracts and agreements.

We offer a full range of services, from legal to tax and financial advice.

Services

-  Commercial law
-  Contract law
-  Employment law
-  Mergers and acquisitions
-  Legal due diligence
-  Restructuring and reorganisation
-  Corporate support services
-  Contact person service



Aet Sallaste









Head of legal services

Business risk services

We understand that you wish to make your organisation a success, while maintaining complete control over your operations and results as well as ensuring smooth functioning of your systems. To support these goals, we provide risk management services to assure that your business is optimised and running efficiently and effectively, with any risks jeopardising the achievement of your goals mitigated.

An internal auditor will help draw your management's attention to risks that jeopardise the organisation, and prevent their materialisation. As an impartial counsellor, an internal auditor will provide the management with material, objective information to support management decisions.

Services

-  Internal audit
-  Risk assessment
-  Project audit
-  Audit of procurement processes
-  Tailored assignments
-  Protection of personal data
-  Data security
-  Trainings



Kai Paalberg

Head of business
risk services

Business advisory

Successful companies can adapt to changes; growing companies shape their own development. Whether your company is just starting out, is quickly growing or has already reached a stability phase – from time to time, it requires competent advice to make the right decisions.

We will do our utmost to provide thoroughly analysed information to serve as the basis for your decisions.

Grant Thornton Baltic's business advisers will learn the nuts and bolts of your company and examine its financial indicators to provide valuable advice, and by doing so help to avoid mistakes in everyday operations and increase the value of the company in the long term.

Services

-  Business plan development
-  Business model or strategy renewal
-  Marketing and brand strategy; creation and updating of the client management system
-  Sales organisation development
-  Human resource management
-  Coaching and development support









Artur Suits

Partner, head of
advisory services

Financial advisory

Failure to provide sufficient attention to corporate development and financial planning may trigger difficulties. Grant Thornton Baltic's experienced financial advisers will help assess whether the means for attaining the goals listed in your business plans are adequate, and calculate the capital required. Our financial advisers will also prepare in-depth financial forecasts and budgets, as well as feasibility studies and financial analyses. All this will provide you with the information required for making decisions and enhance the speed and quality of decision-making.

Services

-  Business plans and financial forecasts
-  Business Intelligence (BI)
-  Goodwill and trademark value assessment
-  Preparation and execution of mergers and acquisitions
-  Due diligence
-  Nationally certified forensic experts



Mikk Mägi

Head of financial
advisory services

Priit Veering, BPM Capital, partner






The team of Grant Thornton Baltic goes in-depth, yet remains all-embracing. The work was completed on schedule, with prompt answers to additional questions. It was the first time we used the services of Grant Thornton Baltic and we are very pleased with the results.

Mergers and acquisitions

Should you wish to buy out a competitor to boost your business, or, rather, to dispose of your company, the advisers of Grant Thornton Baltic will provide you with all the help required. We serve as a one-stop-shop for all your M&A services.

We also have long-term experience in advising cross-border purchases and sales, and have access to the contacts and know-how of Grant Thornton's member companies in more than 135 countries.

Services

-  Contacting suitable buyers or sellers
-  Initial analysis and valuation
-  Terms and price negotiation
-  Due diligence
-  Legal document drafting and formal completion of the transaction

Andris Pimanovs, EUGESTA un Partneri SIA,
management board member

We decided to expand our business in Estonia and buy out the coffee and coffee equipment seller KAFO Eesti OÜ. The help provided by the advisers of Grant Thornton Baltic in the contractual negotiations and document drafting was priceless indeed! They negotiated the terms of the acquisition and drew attention to several key aspects that we had failed to notice ourselves. Thanks to the advisers of Grant Thornton Baltic, we were assured that the company to be acquired had no hidden flaws, and we signed the contract with full confidence.





I would definitely recommend Grant Thornton Baltic!

Digital services

Digital services is a quickly developing area, and businesses must keep up. Nonetheless, it often happens that digital issues fail to get the attention they deserve within a company, causing difficulties.

We continually enhance our digital competence to provide you with the best services in the digital area. We serve as your bridge to the world of IT!

Services

-  Data security
-  Protection of personal data
-  Digital diligence audit
-  Digital marketing



Corporate accounting and outsourcing

Accounting is more complicated than first meets the eye. Besides basic everyday operations, it also means monthly reporting, payroll, tax return filings, an intimate knowledge of the law, and technology that is capable of keeping up with the times.

By entrusting your company's accounting to the professional team at Grant Thornton Baltic, you will reduce your expenses and risks related to accounting and your key personnel can focus on their main line of work.

We use the cloud-based accounting software Acclouding. It helps to significantly save time on accounting, and to ensure efficient and transparent work results. Should you opt for Acclouding, we will make it available to you.

Services

-  Accounting services
-  Payroll and related services
-  Tax accounting
-  Reporting
-  Consolidation of financial statements
-  Everyday advice and temporary staff
-  Financial manager services
-  Accounting process evaluation
-  Training



Anastasia Borovaja

Partner,
head of outsourcing

Payroll

Payroll can be a significant expense for companies as it requires time and investments into technology and employees. It also requires knowledge of frequently changing laws and regulations.

Grant Thornton Baltic's payroll accountants are experienced specialists, always providing the calculations in a timely manner and ensuring that personal data are processed in line with the established requirements.

Joel Järvela, Sportradar, management
board member

Close to 15 years of cooperation with Grant Thornton Baltic has vividly demonstrated that we are a great fit for each other. Payroll and financial accounting for our Estonian-based company with its 220 employees is always on time and accurate. Besides the fact that the numbers always add up, we are also glad that there is a good fit between people. Grant Thornton's specialists are characterised by their forthcoming, friendly attitude and sincere desire to always offer the best.

Assurance

Audit is inseparable from a company's control procedures – it ensures that you are seen as reliable by clients and partners, and offers valuable information for management.

An audit of your annual report gives you assurance that your company's accounting is in order. Our auditor will check that your financial information is accurate and that corporate processes are functioning correctly. At the end of the audit, you will get feedback on errors and deficiencies in internal control and recommendations on what should be improved so that the company is protected against fraud and misstatements.

There is another, more limited form of audit service that is less comprehensive than full-scale auditor service: review of the company's financial statements. The scope and volume of a review engagement is smaller than in the case of an audit, as we will limit the approach mainly to analyses and interviewing your management members. A review is a good resource for gaining assurance that your financial reporting is in proper order.

Services



Audit



Special audit in line with the Commercial Code



Review



Officially certified forensic expert's opinion



Packaging audit



Other assurance services

Karin Niinas, Kantar Emor, CEO

Grant Thornton Baltic is a long-term partner of Emor. I appreciate the expertise and professional devotion of the staff of Grant Thornton, as well as their headway-making attitude. We place special value in the competent partnership of the auditors of Grant Thornton in specific areas that are not a part of our everyday operations. Grant Thornton is a good partner for companies pursuing growth and development.



Mart Nõmper

Partner, head of audit
Sworn auditor



Mati Nõmmiste

Managing partner
Sworn auditor



Janno Greenbaum

Partner
Sworn auditor



Aivar Kangust

Partner
Sworn auditor

Grant Thornton Baltic in Estonia, Latvia and Lithuania



By turnover, we are the fourth largest company in our field in Estonia and the fifth largest in the Baltics.



260 experienced specialists
(including 90 employees in Estonia).



6 offices
(Tallinn, Tartu, Riia, Vilnius, Kaunas, Klaipeda).



More than **2600** clients.



Turnover of **9,3** million euros.



15 partners
in the Baltics, seven of them in Estonia.

Grant Thornton worldwide

Among the world's **seven biggest** audit firms.

More than **700** offices in more than **135** countries.

More than **50,000** employees.

Notes

[illegible]

A good partnership starts with the first step.

Let's become acquainted and discuss your corporate needs.

We welcome you to call by our offices in Tallinn and Tartu.

Tallinna office

Pärnu road 22, Tallinn 10141

+372 626 0500

info@ee.gt.com

Tartu office

Riia 4, Tartu 51004

+372 730 6900

tartu@ee.gt.com



GrantThorntonEstonia



grantthornton_estonia



Grant Thornton Baltic - Estonia

Learn more about our company's
services and team

www.grantthornton.ee



Grant Thornton