

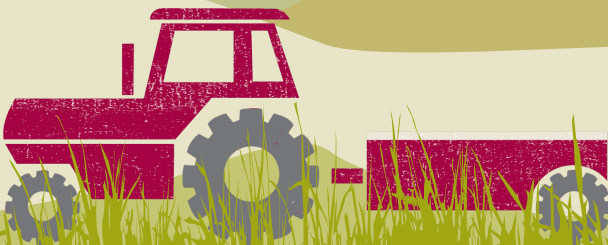


Grant Thornton

An instinct for growth™

# Food and Beverage Sector Group

*Helping clients achieve success nationally and internationally*



# Who we are

Grant Thornton provides assurance, tax and specialist advice to businesses to help them unlock their potential for growth.

Our experience means:

- we can readily identify the critical issues affecting your business and then quickly provide specific solutions across all territories;
- we combine award-winning technical expertise with the insight and confidence gained from our extensive sector experience and a deeper understanding of our clients;
- local feel, global team. Our teams of industry specialists provide focused expertise to position your business for growth;
- globally we have over 40,000 Grant Thornton people, across 135 countries; and
- food and beverage is an international sector for Grant Thornton.

Audit and Assurance	
Statutory audit	Non-statutory audits
Financial reporting	Voluntary statutory reports
Taxation services	
Corporate and international advisory	Expatriate tax compliance and advisory
Transfer pricing compliance	VAT compliance and advisory
Advisory	
Corporate Finance	
Due diligence	Strategic reviews and valuations
Merger and Acquisition (M&A)	Business planning
Recovery and Reorganisation	
Corporate restructuring	Distressed real estate
International insolvency	Corporate simplification
Business Risk Services	
Internal audit	Governance advisory and risk management
IT audit and advisory	Process risk and control reviews
Business Consulting	
Operational review	Financial management
Technology and ICT review	Commercial market review
Forensic and Investigation Services and Cyber Security	



# Our clients

Grant Thornton (NI) LLP has a long established food and beverage team with years of experience in the industry.

*“The Grant Thornton team was very focused on the key objectives and this enabled the reporting back to Fane Valley to be meaningful and of value to the project.*

*Grant Thornton provided its services in a timely, courteous and coordinated manner to ensure that the project was brought to a successful conclusion.”*

Fane Valley Co-Operative

*“Their sector knowledge quickly allowed Grant Thornton to understand the key transactional issues which ensured the work was completed to an excellent standard.’*

SHS Group



From a **growing** business to an international organisation,  
**trust** underpins the client-adviser relationship.

Our clients have confidence in the depth of  
our **experience** and **expertise**.

**We have strong relationships with key stakeholders including:**

Northern Ireland Food and Drink Federation | Invest NI | Good Food NI |  
Good Food Ireland | DEFRA | NI Chamber of Commerce | British Frozen Food Federation |  
CBI | Department of Agriculture and Rural Development



# Ways we help our clients

## Growth strategies

Most Food and Beverage businesses hope to grow via organic expansion or acquisition.

Organisations can face difficulty in making key investment decisions, designed to maximise the return on limited resources. Does your company have internal expertise to identify M&A opportunities?

For growth, are you able to secure appropriate financing and grants support?

How we can help:

- acquisition support;
- raising finance and due diligence;
- cash flow forecasting;
- financial reviews; and
- government grant support.



## Innovation

Consumers want new products, improved quality and value for money. Retailers want the goods that pull consumers into stores and move products off their shelves. Investing in research and development has become key to Food and Beverage companies and is a core business cost to manage. Leading edge IT and social media are key in marketing to individuals. Are you leveraging supplier relationships to enhance new product development expertise, as well as technological and operational performance?

How can we help:

- R&D tax credit;
- government grant aid;
- IT marketing consulting; and
- change management.



## Process improvements and cost reductions

Rising commodity costs cannot always be offset by price increases to consumers; ongoing process improvements and cost controls are vital to maintaining margins. Comprehensively reviewing cost structures across your supply chain and knowing the cost of all production lines can ensure effective future planning. Does your organisation have the resources and expertise to evaluate process efficiency improvements?

How can we help:

- operational and strategic reviews;
- due diligence;
- performance management; and
- sector reviews.



## Country-specific changes

Global trends will affect individual businesses in unique ways, challenging executives to stay abreast of changes that impact their bottom lines. Does your company track global trends and then implement best practices and successful strategies to fuel growth?

How can we help:

- in-country market intelligence;
- international tax planning;
- project management; and
- industry conferences.



## Customer relations

Concentrated power among large retailers is here to stay. But executives are developing plans, such as diversifying their customer bases or strengthening their core offerings with strategic acquisitions, which give them options when retailers become uncompromising. Are you confident that your organisation is getting the highest possible margins from its products and existing customer base?

How we can help:

- product pricing and benchmarking; and
- margin analysis.



## Government regulations and programmes

Food and Beverage organisations face increasingly complex sets of regulations around the world. There are many government grant and incentive programmes available that can help support growth. Does your organisation have the ability to monitor, measure and document compliance at home and abroad?

How can we help:

- legal entity structuring; and
- international tax advice.



# Contact



**Charlie Kerlin**

Head of Food and Beverage  
Northern Ireland  
T + 44 (0)28 9067 7000  
E [charlie.kerlin@ie.gt.com](mailto:charlie.kerlin@ie.gt.com)



**Richard Gillan**

Managing Partner, Belfast  
Partner, Advisory  
T +44 (0)28 9587 1128  
E [richard.gillan@ie.gt.com](mailto:richard.gillan@ie.gt.com)



**Louise Kelly**

Partner, Audit  
T +44 (0)28 9587 1100  
E [louise.kelly@ie.gt.com](mailto:louise.kelly@ie.gt.com)



**Peter Legge**

Partner, Tax  
T +44 (0)28 9587 1081  
E [peter.legge@ie.gt.com](mailto:peter.legge@ie.gt.com)

10th Floor, Clarence West Building, Clarence Street West, Belfast, BT1 7GP

 [@GrantThorntonNI](https://twitter.com/GrantThorntonNI)

[www.grantthorntonni.com](http://www.grantthorntonni.com)

Offices also in Dublin, Cork, Galway, Kildare, Limerick and Longford.

