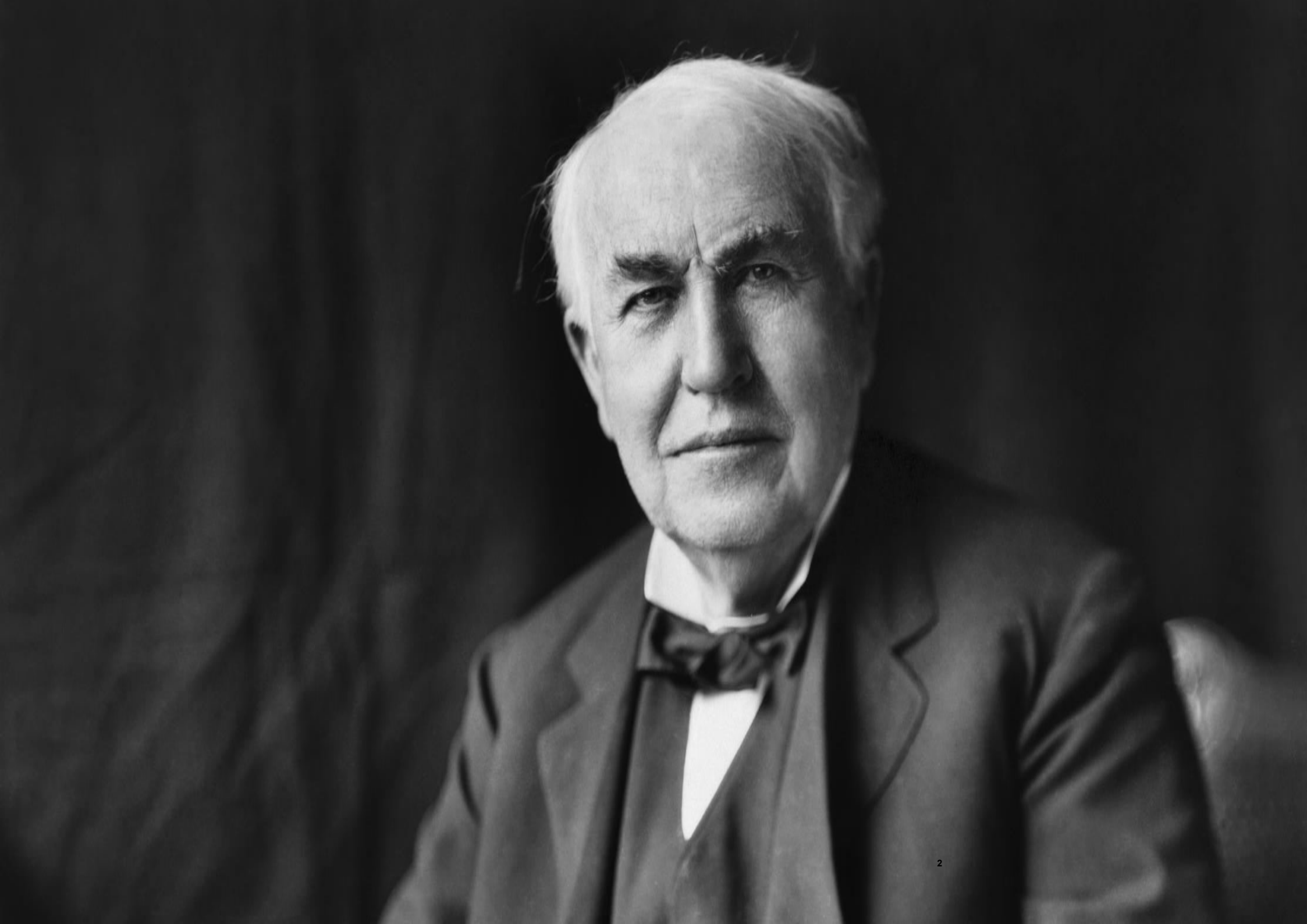



# Grant Thornton Mexico

## Strategic Growth Markets

**Robert Hannah**







If we all did the things  
we are capable of, we  
would astound  
ourselves.

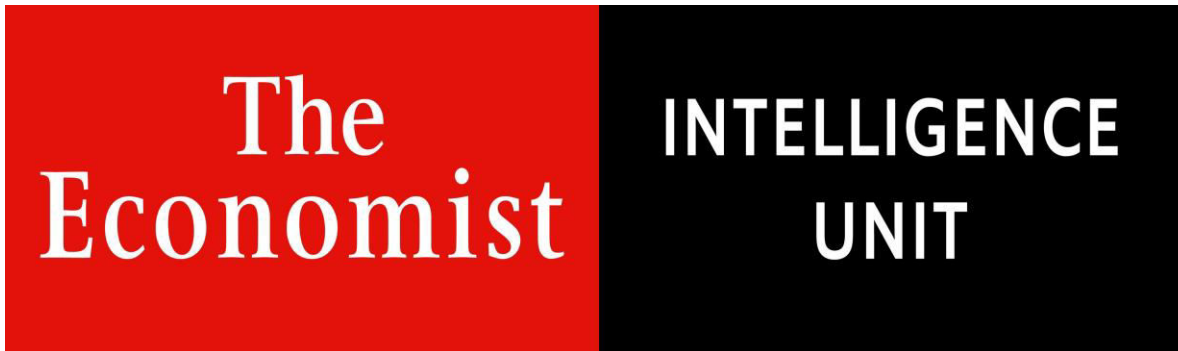
**Thomas Edison**

# Why have an SGM programme?

# Why have an SGM programme?

**Because if GT Mexico does what it is capable of, you will astound yourselves!**

# Why have an SGM programme?



Additional 1% market share in each market generates additional total revenues of over

USD 300m

If every firm in the SGMs achieves 5% market share this would equate to additional total revenues of over

USD 800m

# Why have an SGM Programme?

**Clients expect us to be strong in these markets**

**Focus on mid-market growth**

**Prioritisation of our scarce resources**

**Larger, stronger, better network**

# Why Mexico?



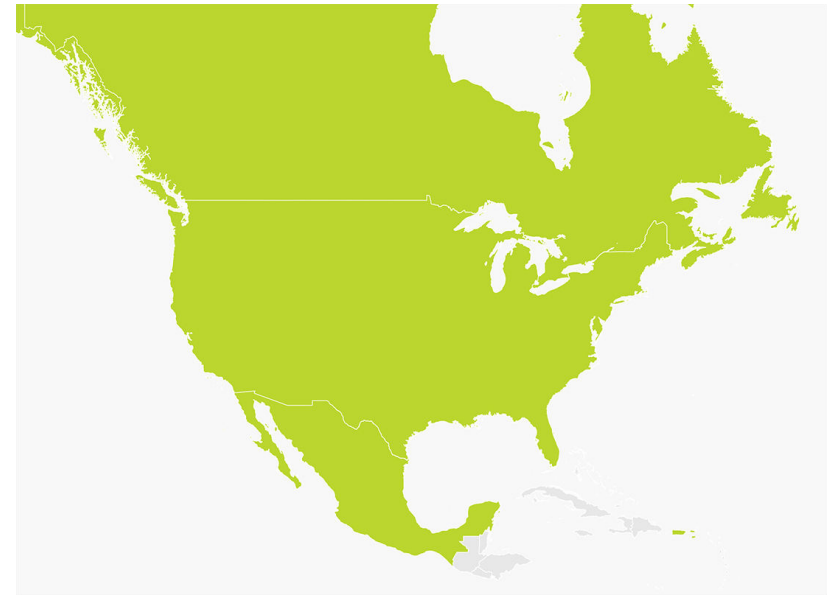
Mexico

**\$125bn  
Economy  
by 2022**

**3%pa  
Growth  
Rate in  
Mid-  
market**

**6%pa  
Growth  
Rate in  
Financial  
Services**

**Construction**  
**Manufacturing**  
**Energy**  
**Financial Services**





# Where are the strategic growth markets?



China



India



Brazil



Indonesia



Thailand



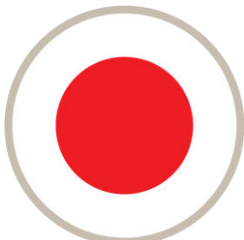
Malaysia



Philippines



Vietnam



Japan



Germany



Italy

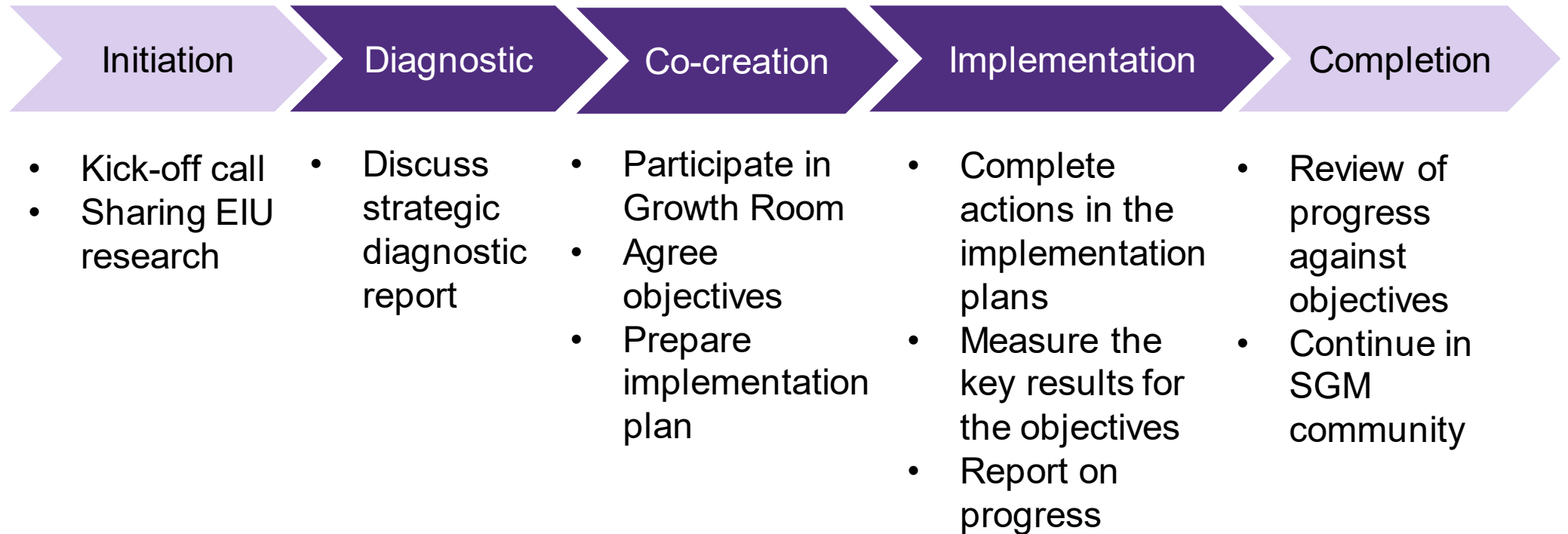


Mexico



Nigeria

# How does the SGM programme work?

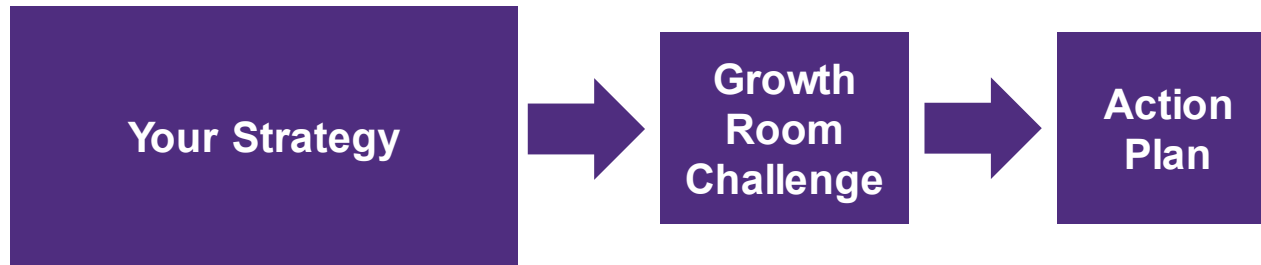


**ALL PARTS OF GTIL AND OTHER MEMBER FIRMS COMMITTED TO HELP**

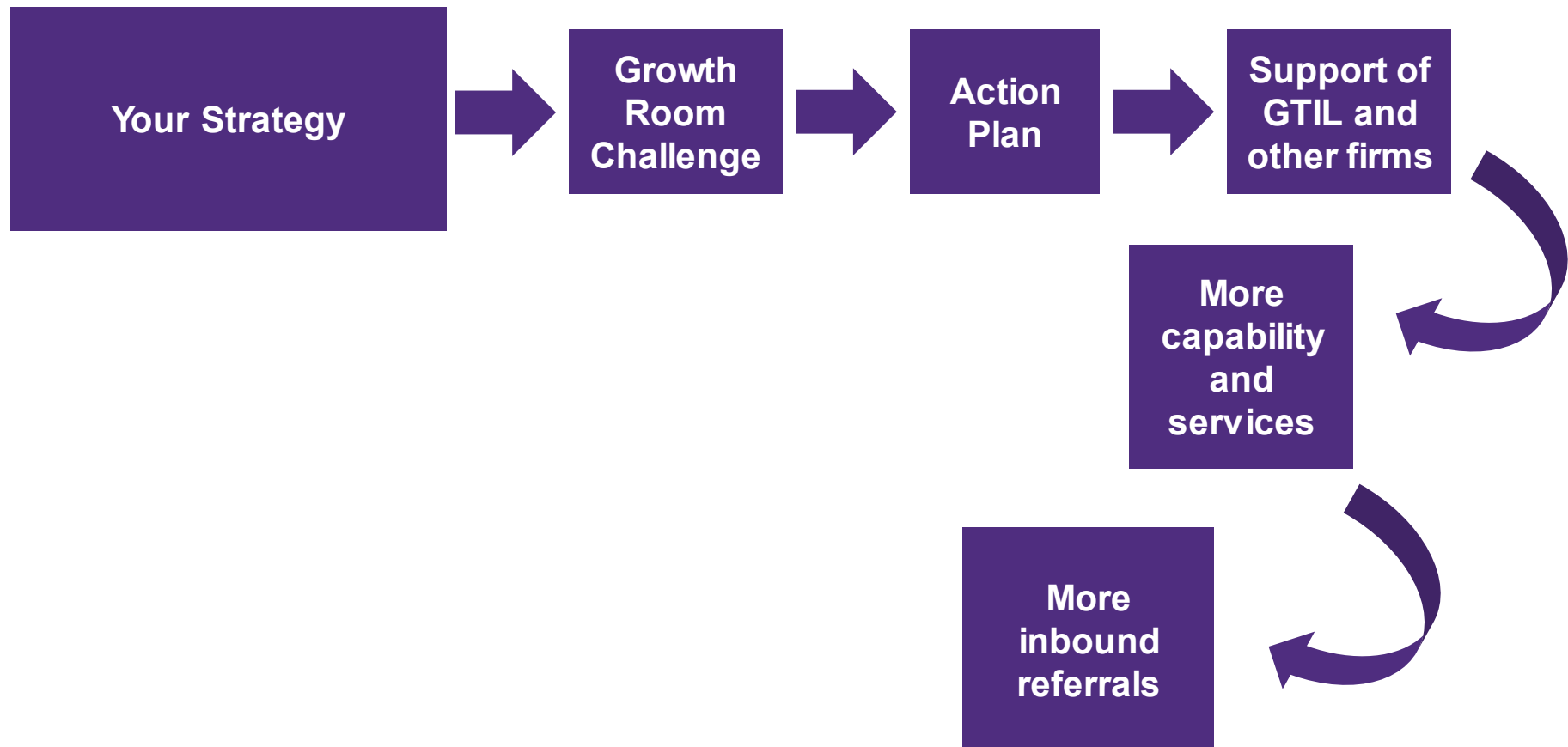
# How will the SGM program benefit your firm?

Your Strategy

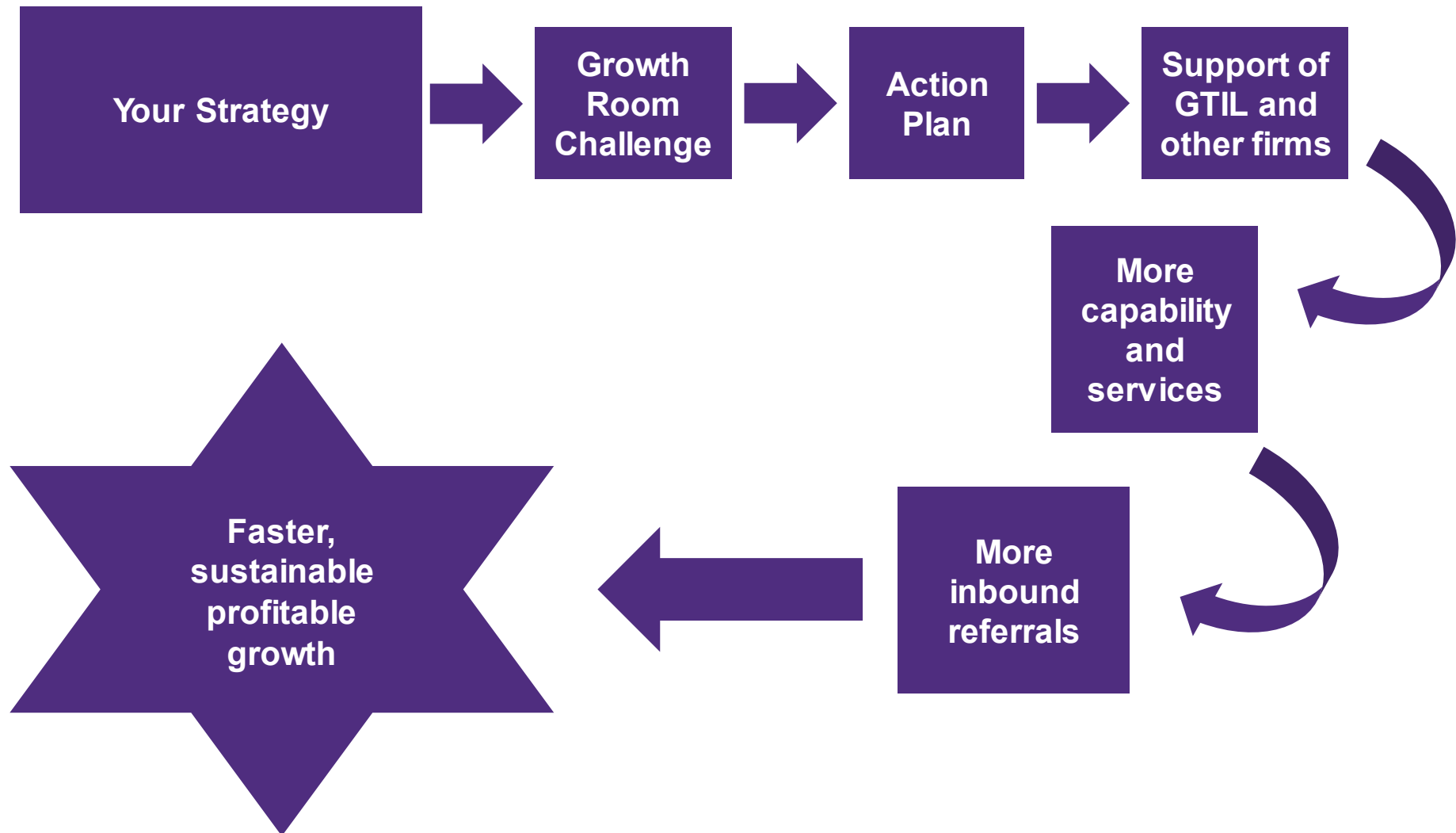
# How will the SGM program benefit your firm?



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# How will the SGM program benefit your firm?



# What kind of actions?

<u>Realise Strategic Ambition</u>	<u>Finance Growth</u>	<u>Manage Risk and Regulation</u>	<u>Optimise Operations</u>	<u>Engage Leadership and talent</u>	<u>Maximise Stakeholder Value</u>
Proactively Plan and Execute M&A	Support in structuring and raising growth finance	Governance Procedures	Detailed Implementation Plan	Talent Mapping	Membership Agreement best practice
Training on strategic tools	Working capital improvement plans	PI Cover and claims management	Centralisation /outsourcing	Talent Selection and key success criteria	Best practice reward structures
Global Key Clients and Targets Introductions		Quality culture	IT efficiency	Proactive recruitment in key service lines	
Share thought leadership			Quality of MI	Assessment of candidates for key roles	
Service Line Best Practice and key attributes for success			Client Portfolio Management	Culture Change Programmes and Support	

# Collaboration – to assist your growth

- Access all the resources of GTIL and network firms
- Share all the best practice in the network to assist your growth
- Work in collaboration to deliver on your key actions



*The Cup of Friendship*







If we all did the things we are capable of, we would astound ourselves.

Si todos hiciéramos las cosas de las que somos capaces, nos sorprenderíamos