

# Mexico



**Héctor Bautista**  
IBC director

*"At Salles Sainz Grant Thornton we work closely with our clients to help them conduct their business. We are committed to helping them avoid common pitfalls by having the right professionals provide high quality support at every step of the way".*

**Héctor Bautista**

#### **Who we are**

Salles Sainz Grant Thornton has been an outstanding leader in Mexican public accountancy and business consulting since 1979, providing services to privately held companies and their owners within Mexico. Salles Sainz Grant Thornton is one of Grant Thornton's largest member firms in Latin America and has experience working with Mexico's largest multinational companies.

## FAST FACTS



#### Fast Figures

	Mexico	Global
Revenues US\$	28.6 million	4.6 billion
Personnel	684	42,000
Offices	9	729

\*As at 30 September 2015

#### **Where we are**

We have offices in Guadalajara, Monterrey, Puerto Vallarta, Aguascalientes, Tijuana, Mexicali, Cd. Juárez, Querétaro, Puebla and Mexico City, where our head office is located.

#### **How we work**

Our commitment is to provide the highest quality services to all clients.

Personalised services are the key to our success and this sets us apart from other firms. We offer our clients the perfect balance between infrastructure and quality.

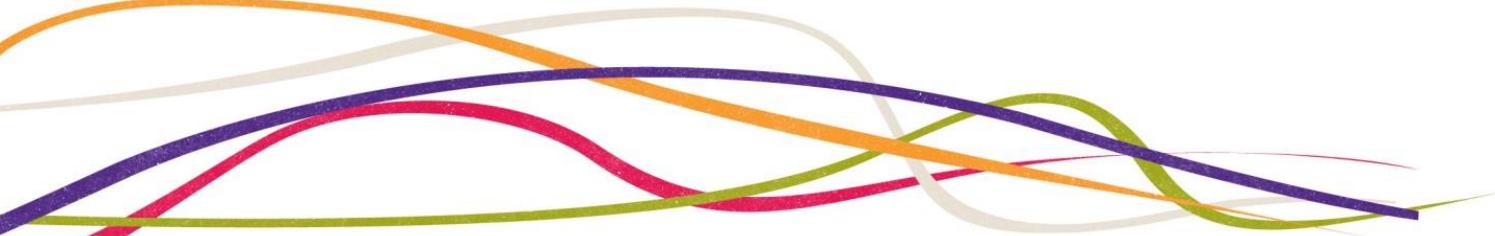
We know that professional experience, team work, and effective communication with employees, directors and owners are important factors when choosing a service provider.

Those factors are essential when our people render our services. Our use of technology and knowledge support our services and are areas of constant investment.

#### **Why Grant Thornton**

Salles Sainz Grant Thornton is constantly evaluated by its clients getting an average score of 95 out of 100 in terms of level of response, quality service and compliance of commitments.

Our clients are able to quickly find the right professional solution to solve any problem or issue. Clients experience a daily commitment from our proactive people who are proficient and passionate about their work.



## **Our clients**

Over our 35-year history we have worked to high professional standards and have added value to our clients.

Salles Sainz Grant Thornton has a wide experience in providing professional services to family businesses, government and multinational companies ranked within the 500 largest in Mexico, which are found in sectors such as:

- Energy & resources
- Financial services
- Food & beverages
- Hospitality & tourism
- Not for profit
- Public sector
- Real estate & construction
- Technology.

At 31 July 2015, the total revenue was:

- Audit 56%
- Tax, transfer pricing & legal 20%
- Accounting outsourcing 17%
- Business Advisory Services 7%

## **Awards we've won**

- Ranked as one of the Best Companies to Work in Mexico (Super Empresas).
- Certificated as a Socially Responsible Company (ESR).
- Certified under ISO 9001:2000.

## **What we do**

The professional services provided by Salles Sainz Grant Thornton are:

### **Assurance**

Examination of financial statements and related information to issue reports on their fairness, according to financial reporting standards or other required standards.

- we are registered at the Public Company Accounting Oversight Board (PCAOB) of the United States as an audit firm for public companies registered with the Securities and Exchange Commission
- we have experts on the application of International Financial Reporting Standards (IFRS) and Generally Accepted Accounting Principles in the United States (USGAAP).

## **Tax**

Integral services that assess compliance with tax obligations, properly defining regimes and interpreting rules and regulations. We are always looking to improve companies' tax situations.

## **Advisory**

### *Business Risk Management*

Transfer of know-how and technology through well tested risk focused procedures and methodologies. The effectiveness of corporate governance, internal controls, anti-money laundry and risk management is improved.

### *Business consulting*

Advisory services oriented to helping clients achieve profitable growth, such as: corporate finance, merges & acquisitions, valuations and ad hoc specialised services.

## **Other**

### *Accounting outsourcing*

Services designed to downsize management systems by making them more efficient when subcontracting accounting, payroll and tax calculation functions.

### *Transfer Pricing*

We perform the Transfer Pricing studies required by the ITL, applying all the comparability elements and the authorized methods.

## **Our global organisation**

Grant Thornton is one of the world's leading organisations of independent assurance, tax and advisory firms. These firms help dynamic organisations unlock their potential for growth by providing meaningful, actionable advice. Proactive teams, led by approachable partners in these firms, use insights, experience and instinct to understand complex issues for privately owned, publicly listed and public sector clients and help them to find solutions. More than 42,000 Grant Thornton people, across over 130 countries, are focused on making a difference to clients, colleagues and the communities in which we live and work.

## **Contact us**

### **Héctor Bautista**

IBC director

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