Business Advisory

Informed insights for complex decision making

PKF

Who are we?

PKF Malta is a bespoke, specialised 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 provide a wide range of services, including business advisory, accounting, audit, tax, and payroll services.

Over the years, 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.

www.pfkmalta.com | +356 2149 3041 | info@pkfmalta.com

Our Offer

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.

PKF's Business Advisory team of experienced and qualified professsionals are the key to unlock the limitless possibilities of your business to thrive and excel.

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

A Tailored Approach for all Businesses

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.

www.pfkmalta.com | +356 2149 3041 | info@pkfmalta.com

Our Credentials

- Extensive experience advising government ministries, public authorities and regulatory bodies.
- Delivered economic impact assessments, forecasting, policy evaluations and cost-benefit analyses using robust economic modelling.
- Conducted primary and secondary market research to assess product and service demand across public and private sectors.
- Provided risk-based internal audit solutions aligned with IIA standards, including key function holder services for regulated institutions.
- Expertise in business valuations, financial modelling and transaction support.
- Optimised business processes, operational workflows and organisational structures to improve efficiency.
- Advised on public procurement and tendering procedures, regulatory frameworks and tender evaluations.

Our Services

01 / 07

Business Strategy & Structuring

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 crucial as it allows owners and entrepreneurs to set their goals and track their progress.

Through our 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.

As part of our Corporate Services Provider offering, we assist clients with the structuring and restructuring of corporate groups, ensuring their legal and organisational frameworks align with business objectives. From establishing new structures to reorganising existing entities, we focus on improving efficiency, optimising resources, and creating flexible structures that support sustainable growth.

02 / 07

Feasibility Assessments & Business Plans

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

03 / 07

Business Valuations

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.

04 / 07

Management Accounting

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.

05 / 07

Mentoring & Coaching

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.

06 / 07

Benefit from Business Funding Schemes

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.

07 / 07

Internal Audit

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

Miriam Sultana

Head 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

Advisory Manager

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

PKF Malta
15, levels 2-4,
Mannarino Road
Birkirkara, BKR9080, Malta

+356 2148 4373; +356 2149 3041
www.pkfmalta.com

Disclaimer

This publication offers general information and may not fully explain all its contents. The publishers and authors are not liable for actions taken based on this information. They disclaim responsibility for any errors or omissions. It's advised to seek advice from qualified professionals relevant to your situation before acting on anything in this publication. The opinions expressed are solely those of the authors. Unauthorized reproduction is prohibited.

PKF Malta Limited is a member of PKF Global, the network of member firms of PKF International Limited, each of which is a separate and independent legal entity and does not accept any responsibility or liability for the actions or inactions of any individual member or correspondent firm(s).

© PKF International Limited
"PKF" and the PKF logo are registered trademarks used by PKF International Limited and member firms of the PKF Global Network. They may not be used by anyone other than a duly licensed member firm of the Network.