



Grant Thornton

6th Vienna Economic Forum  
November 9 and 10, 2009

Crisis Time in CEE?  
Concrete Projects and Success Stories  
in the VEF Countries

Günter Spielmann  
Grant Thornton International

## Our global vision

**"Empowered people providing bold leadership  
and distinctive service worldwide."**

## Member firm services

### Member firms of Grant Thornton International:

- are leading business advisers to entrepreneurial and dynamic privately held companies
- provide audit services to listed international companies
- provide specialist advisory services to listed international companies
- provide international and domestic tax services

David McDonnell  
Chief executive officer  
Grant Thornton International



"Grant Thornton clients increasingly, and rightly, expect seamless service from us, irrespective of where they operate."

# Grant Thornton International – a cohesive global organisation



## Independent member firms

Grant Thornton International is one of the world's leading organisations of independently owned and managed accounting and consulting firms.

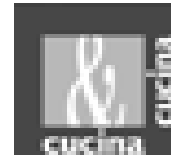
The network is made up of independent member firms in each country which provide international services to clients through fellow member firms in other countries.

# Major Clients of GT Firms in the Region

Western Union  
Erste Bank Group  
Daewoo International  
Cosmote Group  
Equest Partners  
Porsche Leasing  
Rauch Austria  
Gorenje  
Telecom Slovenia

Vienna Int. Airport  
Mobilkom Austria  
Hypo Investment Bank  
Bedminster Management  
VIP Operator  
Porsche Austria  
Turkish Airlines  
WAZ Group  
NLB Bank Group

# Major Clients of GT in the region





# Major Clients of GT Firms in the Region Our expertise - GT Greece



# Major Clients of GT Firms in the Region



## Some success Factors

- Have your strategy in place
- Analyse foreign markets carefully
- Understand local requirements
- Do not think in short terms
- Find the right people
- Globalisation does not delete local mentalities
- Ask for competent support in areas you cannot cover yourself