

MGI Worldwide Member Success Story

George Farrugia, the founding partner of MGI Malta, discusses a successful collaboration with MGI Salim Rajkotwala & Associates and explains the benefits of membership to a global accounting network.

Speaking of his experience, George explains that being a member of an international accounting organisation enabled him to advise a growing client as they expanded into a new international trading base in Malta.

Benefits of having member firms in multiple locations

The client, NDE GROUP AB, a Swedish mid-size group specializing in underwater commercial work, were looking to expand upon their core Scandinavian market from their international trading base in Malta. When they began targeting offshore locations, starting with the United Arab Emirates, MGI Malta was able to guide them towards their UAE office, MGI Salim Rajkotwala & Associates, to support them during their startup period.

Following a very positive introduction and the facilitation of this new relationship, the client returned to MGI Malta once again to ask for a similar introduction to the MGI office in Saudi Arabia, where they were set to establish their next base. The client is now in contact with Khaled M Al-Bassa of Al-hamli Group, which will hopefully be the beginning of another flourishing collaboration.

Power of personal recommendations

MGI Malta has also referred their client to Erik Emilsson, from MGI Worldwide member firm, Revideco AB, for their Swedish tax planning and consulting.

This positive example of collaboration between member firms highlights the power of belonging to an accounting group that encourages its members to support each other. In this case, a commercial group first experienced the professional service of an MGI Worldwide member firm through the Malta office, and the positive results achieved there encouraged them to continue using MGI Worldwide services wherever they moved in the world.

As George explains, despite the growing size of this client making them more attractive to bigger competitors, fulfilling the requirement of having an MGI member in every location they moved to no doubt played in a big role in them being retained as a good client.



"This is what MGI Worldwide is all about for us. Without the network, we would have probably lost this client (worth around Euro 50k in annual fees), to some other network, especially if they had to resort to a different network provider in the other markets."

George Farrugia
Founding Partner
M: +356 9949 3668
E: george@mgi-malta.com

MGI Malta is a Malta-based firm of Certified Public Accountants and a member of the MGI Europe region.



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