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BUSINESS CONCEPT INTERNATIONAL – PROVIDING CORPORATE SOLUTIONS

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Business Concept International plc's Chief Executive Officer, Adrian Sciberras, discusses the firm's new ventures and growth opportunities.



Chief Executive Officer, Adrian Sciberras. Photos by Alan Carville

Since its inception in 2016, holding company Business Concept International (BCI plc) has focused efforts on providing corporate solutions to enterprises in various sectors, whether by administering these businesses through Fairwinds Management Ltd, offering accountancy services through Accounting Services Ltd or ensuring productive partnerships which lead to year-on-year growth. "I do not only think of the bottom line – I think as a businessman," says CEO Adrian Sciberras.

Indeed, he is a man on a mission, with a ravenous appetite to foster opportunities which will result in concrete profits. His insight into the operations of small, medium and larger enterprises stems from decades of experience in various roles within the business sector.

“I learnt how to manage a business by working from the ground up. I started my career 20 years ago, working in a family business while also studying to be an accountant: I went in as a book-keeper, but eventually I became the company’s financial controller. I spent over 12 years there and my position allowed me to take on many different roles and taught me the importance of flexibility: I learnt about purchasing, store-keeping, management and even secretarial work,” Mr Sciberras says. This stood him in good stead, for he was able to understand what makes a business successful. “When I branched out on my own as a freelance accountant – I was working tirelessly day and night, spending four hours a day driving, on the go 12 hours a day, six days a week – I knew how I wanted to succeed in this business. And within six months, I had 60 clients,” he recounts.

It soon got too much for one person to handle, and he was pushed to make a decision. “I kept on getting more clients, so I said, ‘it’s now or never – I need to decide whether to stay freelance or develop this into a business.’” He decided to “take a risk” – despite the uncertainty and the apprehension he felt, and he employed the first person in the second half of 2012.



“From that period on, I took a small office and started growing, both in terms of people and in corporate terms. And the following year, I decided I wanted to create something out of it – I wanted to develop a name – and this is where the first companies were formed.” Fairwinds

Management Ltd and Accounting Services Ltd were launched in 2013, and by the end of 2014, the two companies had grown to a complement of eight full-time employees, with the prospect of more business coming through the doors.

This growth pushed him to consider the necessity of creating an official structure which would link his business interests. “I was lucky enough to meet an accountant – William Van Buren – in 2015, now an Executive Director of the company – who had experience working in a big firm; he was instrumental in advising me and helping me plan the structure of the company.” And in 2016, BCI plc, a holding company merging Mr Sciberras’ different ventures, came into being. The motivation, Mr Sciberras says, was to establish a structure whereby both the sub-companies – as well as future subsidiaries – report to the holding firm, allowing for further growth possibilities.

“The plan is to continue to flourish,” the CEO explains. “Today there is a lot of competition and you need to ensure strength in a company. In fact, at the moment, we are raising money through our own profits – from our own ventures and operations – and seeking additional funds from third parties to be able to invest in forthcoming projects. We already have a capital of €500,000, paid up, and we are on track to exceed €1,000,000 in 2019.”

These will be used to finance new and existing property projects. “The property market has been very robust these past few years, with heavy investment being seen in the sector. Our passion for the industry has led us to decide on venturing into creating a property portfolio which will see passive income raised for the company and its shareholders.”



This, according to Mr Sciberras, means diversifying their offering to include a variety of rental investments, partnerships with other investors, as well as backing high-end developments. A key element is the building of new head offices for the company on a site earmarked on the Birkirkara Bypass. “We’re growing very fast – 30 per cent year-on-year – and we need new space. The head office will be 400 square metres, double our current space, so it will accommodate us better.”

BCI plc is also seeking to grow – and to raise funds for these investments – through mergers and acquisitions. “We’re hungry to develop by buying existing operating companies, those related to our business, such as accounting or auditing firms, which will enable us to bring more partners on board and make it easier to transact and do business.”

This strategy, according to the CEO, may involve spending more of the firm’s profits, but is essential for success. “I am sacrificing the bottom line to enable growth in the top line. I need to spend and to invest in order to allow the business to fully develop. The plan is to hire more staff, so we can handle clients better with a bigger structure; and to keep on increasing revenues until the bottom line is healthy. I don’t want to be conservative, I want to create new business opportunities,” Mr Sciberras says. And it’s not only about the accumulation of wealth, but about the smaller pleasures, he says. “My dream is to even have my own brand of coffee!” the CEO smiles.

One of the main drivers of the company's success and ambition are its growing number of employees, Mr Sciberras states, who have been instrumental in getting the business to where it is today. The CEO describes the way in which he rewards staff at the firm – by donating shares, depending on their loyalty, work and perseverance. “Growing also means involving my people, and those who are part of my success get a small share of my company. My employees currently own two per cent of BCI plc but this will go up to 10 per cent. Everyone can then feel part of the company, and when the company profits, so will its employees. Many – such as Charlene Sciberras who introduced me to the marketing aspect – have been instrumental in the development of the business. I may be the image of the company, but I consider all my employees to be key to the firm.”

This spirit of collaboration even extends to the partnerships the CEO hopes to nurture through the acquisition of funding for forthcoming projects, as well as by means of potential mergers and acquisitions. “Eventually when the company manages to raise the money it needs, we will introduce more roles for non-executive directors. I’m going to need partners with whom to share this growth,” Mr Sciberras underlines. But, for the time being, “our focus is on what’s coming up”: the fostering of business relationships and the continued endeavours to provide high-end administrative and accounting services to BCI plc’s slate of clients.

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