

EXCITING TIMES AHEAD FOR BUSINESS CONCEPT INTERNATIONAL PLC



Serving 500 clients in 5 years is a feat any established financial services company would be proud of.

Trying and succeeding to do that in your first 5 years of operations needs colossal ambition and drive. But ambition is hardwired into this company and its leadership: this company is Business Concept International plc and it's getting potential investors very excited.

Business Concept International plc (BCI) is an all-round financial services company. From corporate services to accounting and assurance, to administration and support services and property investments, BCI does it all. It is a parent company to a group of smaller companies which offer a vast range of tailor-made services to local and foreign clients.

In just 5 years, BCI has built up an impressive client base and is already a mature business. An impressive 17 companies and brands now form part of the group. Even more impressive is the group's financial scores with revenues expected to exceed €1.8m in 2019.

"Internally, the focus was getting more revenues from existing clients by cross selling services such as administration, accounting, audit and other related services, however, while leaving all companies independent," says BCI's Chairman and founder Adrian Sciberras. Part of his recipe for success was empowering the right employees to lead key areas and team members. This led to positive attitudes, excellent customer service, and helped build personal relationships with customers, in turn building trust and leading to continuous recommendations.

Externally, BCI's focus for the past few years was the building up of several brands that were being serviced by the main companies in order to spread its online presence. This, in turn, generated more business leads, Sciberras explains.

An entrepreneur and certified public accountant with many years of experience under his belt, Sciberras excels at helping clients achieve business success by helping them to establish practical and sound tax and financial processes. His vast experience in accounting services

and his expertise in individual, corporate, auditing and tax reporting has been of great benefit to the group. Sciberras also advises prospective foreign buyers of Maltese properties and has identified several potential partners to explore this space with. While doing all this, he graduated in law with an LL.B.(Hons)(Melit.) in 2018 and is now pursuing the Master of Advocacy degree.

As always, running a successful group of companies like BCI needs teamwork, especially at the top. Assisting Sciberras are directors Charlene Sciberras and William Van Buren, with another non-executive member of the board of directors set to be appointed soon. Adrian and Charlene have built BCI's operation together and both have a granular understanding of each business unit. Top management is led by William Van Buren, an internationally-experienced management professional.

Where to from here? Sciberras says the company is looking to raise funding for future projects to expand business and build our own headoffices, a prospect that has already got prospective investors' mouths watering. "We can't say right now what the next step will be," Sciberras teases, "but it's going to be very exciting."

BCI plc is the holding corporation of Fairwinds Management Limited, Accounting Services Ltd, A+A Assurance Services Ltd, Delivering Homes Ltd, and Admin Genie Ltd.

For more information visit www.bci.com.mt



BCI plc Board: Mr. Adrian Sciberras, Ms. Charlene Sciberras & Mr. William Van Buren



**DO YOU NEED
A BUSINESS
ADDRESS?**

A. 120, Old Railway Track, St Venere, SVR 9017
T. (+356) 27 800 800 F. (+356) 27 041 248 E. info@admingenie.com.mt

www.admingenie.com.mt

VIRTUAL OFFICE SERVICES:



Central
Address



Dedicated
Phone Line



Mail
Redirection



Quick & Easy
Setup



Low Cost



Professional
Image