

SERVING OVER 500 CLIENTS IN 6 YEARS IS A FEAT ANY ESTABLISHED FINANCIAL SERVICES COMPANY WOULD BE PROUD OF. BUSINESS CONCEPT INTERNATIONAL PLC HAS REACHED A PHASE IN ITS EVOLUTION AND IS AT THE STAGE WHERE LONG TERM FUNDING IS REQUIRED TO ACHIEVE FURTHER GROWTH.



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



BCI PLC: AN ATTRACTIVE POSSIBILITY FOR INVESTORS

AS THE MAJOR HOLDING COMPANY OF A DIVERSIFIED GROUP, ROOTED IN MULTIPLE BUSINESS SECTORS SUCH AS CORPORATE SERVICES, ACCOUNTING, AUDITING, ADMINISTRATION AND PROPERTY INVESTMENTS, BUSINESS CONCEPT INTERNATIONAL PLC (BCI) IS WELL-PLACED TO KNOW WHAT INVESTORS WANT.

BCI offers a range of services spanning from corporate services to accounting and assurance, as well as administration and support services, to both local and foreign clients. The group gives its clients tailor-made services on a case by case basis, even assisting with real estate investments in some instances.

“Our vision is to persist in delivering unrivalled services to our clients,” says BCI’s Chairman and founder Adrian Sciberras. “We strongly believe in our employees, a professional and resourceful workforce, and together, we are able to provide efficient and effective services to our local and international clientele.”

Despite not being very long in the tooth, the company is already a mature, diversified and growing business. The company services approximately 500 clients from a variety of jurisdictions outside Malta, which operate in unrelated sectors, encompassing various companies and brands, including Accounting Services Ltd, Assurance Services Ltd, Admin Genie Ltd, Fairwinds Management Ltd and Delivering Homes Ltd.

The group’s cash flow generation is solid, and this translates into strong interest cover and debt service cover throughout. In fact, the Group’s revenues are expected to exceed €1.8 million in 2019.

BCI’s business clients primarily require company formation services. Once the leads are closed, this gives it the opportunity to diversify the relationship with the client into other services such

as bookkeeping, administration, taxation and audit. This is great for clients who only want to have one reference office.

BCI Chairman and founder Adrian Sciberras is an entrepreneur and certified public accountant with many years of experience in helping clients to establish practical and sound tax and financial processes for business success. He has many years of experience in accounting and has expertise in individual, corporate, auditing and tax reporting that has proved indispensable over the years. Sciberras also advises clients on buying properties in Malta and has identified a number of potential partners to make the most of this opportunity. Last year he also graduated in law with an LL.B.(Hons)(Melit.) and is now pursuing the Master of Advocacy degree.

Company directors Charlene Sciberras and William Van Buren assist in the management of the group, with another non-executive member of the board of directors set to join the team in the near future. Adrian and Charlene have complementary skill-sets and have built BCI’s operation together from the company’s early days. Both are seasoned operators and intimately understand each and every business unit. Management was recently augmented by the hiring of accountant William Van Buren, an internationally-experienced management professional.

The group has now reached a phase in its evolution and is at the stage where long term funding is required to achieve further growth. Constantly keeping its gaze fixed on the future, the group is currently planning on raising money to sustain its projects: this is one to be watched. ✱

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