



harwoodhutton

**GROWING
STRONG
TOGETHER**

SERVICES

Auditing

Statutory audits of companies and other entities
VAT audits
PAYE/NIC health checks
SAR accountant reports
Grant application audit
Charity audits
Charity inspection
ATOL audits
Other special purpose audits

Business Advice

Business Risk Assessments
Benchmarking
Growth Advice
MBOs & MBIs
Profit Improvement
Strategic Planning

Corporate Finance

Acquisitions & Disposals
Business Valuations
Due Diligence
Finance Acquisition & Retention
Venture Capital

Engagement of Workers

Employed vs. Self-Employed
Use of Intermediaries/Agencies
Use of Personal Service Companies (inc. IR35 issues)

Forensic and Resolution service

Forensic accounting and investigations
Expert witness and litigation support
Expert determination
Assistance at mediation
Arbitration services
Contentious valuations
Fraud investigations
Business valuations in commercial or personal disputes
Investigations of financial performance
Reports on accounting and financial irregularities

GROWING

Our tax experts will find the right strategies to take your business to the next level

STRONG

We offer robust and practical advice aimed at putting you firmly in control of your financial destiny

TOGETHER

Our clients enjoy proactive and hands-on support, with direct partner-level access

International

Advising UK businesses setting up operations abroad
Advising overseas companies setting up in UK

International Movement of Workers

Advising on Tax issues & Structuring Arrangements
Dealing with Tax Obligations
Resolving Social Security issues

Investigations

Dealing with Investigations
Expert Witness Service

Outsourced Finance Function

Payroll
Bookkeeping
Management Accounts
IT Advice, Installation, Training, Software
Selection & E-Commerce

Personal Advice

Wealth Protection & Planning

Strategic Tax Planning

Corporation Tax
Capital Gains Tax
Inheritance Tax
VAT
Customs & Excise Duty
Trusts & Tax-Efficient Investments
Efficient Remuneration Packages
Share Ownership

Taxation Advice and Compliance

Advisory and compliance services for high net worth individuals
Advice to non-domiciled & non-resident taxpayers in the UK
Assistance with probate work
ATED Returns
Corporation tax returns
Efficient remuneration packages
Income tax returns
Inheritance tax advice, including trusts and estates
Share ownership
Tax-efficient investments
Tax on capital gains
Trusts
Value Added Tax
Intrastat/MOSS/Distance selling

Wealth Management

Corporate protection
Investment advice
Retirement planning

Other Services

Non-Executive Directorship
Company Secretarial
Probate & Executorship



GROWING STRONG TOGETHER

Harwood Hutton is a multi-disciplined accountant, tax and business adviser with 14 directors and offices in Beaconsfield and central London. We help businesses and individuals grow strong.

Our lean structure is designed to give clients ready access to partners and fast response times. We offer all the services and expertise of a large practice with the flexibility and responsiveness of a small organisation.

Owner-managed businesses (OMBs) and small to medium-sized enterprises (SMEs) are our sweet spot. We offer everything they need to maximise their potential, from practical accountancy services to highly specialised tax and business advice.

Our focus has traditionally been in and around London but in recent years we have acted for an increasing number of overseas firms establishing UK and European operations. In response, we created our London Landing service.

Our international credentials are bolstered by a strength in depth across a number of important business sectors, including automotive, media, property and construction, IT, travel, tourism and education.



TAX

Harwood Hutton's starting position on tax is that no-one should pay a penny more than their legal obligation. As someone once put it: "You must pay your taxes... but there's no law to say you have to leave a tip."

Our tax experts, led by Cormac Marum, work for companies of all sizes and structures, trading in the UK and overseas, and for individuals with a one-off need or strategic focus on managing their tax affairs. We look to reduce tax bills in a way that is lawful, sustainable and clear.

We also reorganise existing businesses, for example, partnerships on incorporation and LLPs with corporate members and other hybrid versions. The tax implications will vary according to structure and there will be differing merits for each one.

We will look to plan the succession and exit strategies in advance so the opportunities for tax reliefs on sale are maximised.

Understanding the objectives and advising on the most efficient method for profit extraction is an area where Harwood Hutton has considerable expertise, and in any advice, we will consider both the business and the individuals concerned.

We will also consider all the options for capital allowances, including the Annual Investment Allowance plus allowances for energy-efficient plant and any available property-related allowances.

There are generous reliefs in the UK available to reduce the burden of taxation for businesses investing in new ideas for their products and services. There is also Patent Box, a complex but attractive relief for qualifying intellectual property rights.



Previously a partner at KPMG, **Cormac Marum** leads the corporate tax team. Cormac specialises in complex tax structures, exit planning, mergers and acquisitions, international tax and corporate tax planning generally. He has advised numerous companies with overseas subsidiaries across a wide spectrum of business sectors. He is a known commentator in the national press on all corporate tax issues.

PRIVATE CLIENT

We work with all levels of client wealth and requirements, from a simple tax return with employment income only to high net worth families with many complex sources of income and gains. We deliver a high quality, bespoke service.

Inheritance Tax (IHT) and Estate Planning

Inheritance Tax represents a serious threat to many estates. We specialise in all aspects of IHT and estate planning. We will provide an overview of the scope and availability of exemptions and an action plan to mitigate a charge in the estate.

Residence and Domicile

We specialise in all aspects of residence and domicile and the relevant tax implications. We can also advise on the effects of the various Double Tax Treaties on the tax treatment of UK and non-UK income and gains.

Private Property

With income from lettings, capital gains tax on disposals care is needed to determine qualifying expenditure between capital and revenue in nature to ensure the correct tax treatment. We can also advise on Private Residence Relief, an important consideration for families who own more than one property. We have a bespoke service to assist property owners to take a strategic review of their property investments.



Originally an HM Inspector of Taxes, followed by 16 years with PwC, **Cathy Rouse** runs a team that deals with all taxes relevant to the individual, covering everything from income tax, national insurance contributions (NICs) and social security to tax on capital gains and future inheritance tax liabilities. Among other services, Cathy can assist businesses and individuals with international assignments or secondments, foreign nationals coming to work in the UK, non-resident directors and foreign-based employees and remote workers paid via the UK payroll.



CORPORATE FINANCE AND M&A

One of the most common causes of business failure is badly structured or inadequate financing. Harwood Hutton can advise on the merits of different forms of finance, the suitability to the business and the tax advantages available.

We can then prepare the necessary business plan and forecasts and present the proposals to the appropriate entities. Apart from the usual forms of business finance, we can advise on alternatives such as a Venture Capital Trust (VCT) or Enterprise Investment Scheme (EIS).

Harwood Hutton is a specialist in the M&A discipline. We will guide business leaders expertly through the steps, which will typically include: financial and legal due diligence; valuation of the target and a review of the structure of the transaction; agreeing an offer and putting a Non-Disclosure Agreement and Heads of Terms in place; exclusivity/ lock-out agreements; negotiating the transactional documents and completion of the acquisition.

Forensic and Commercial

Harwood Hutton offers expertise in dispute resolution, professional negligence, fraud, forensic technology and business valuations. The forensic accounting team, led by Adam Stronach, helps to quantify loss or financial exposure across a variety of industry sectors. Adam has been involved in scores of successful expert determination assignments. He uses his valuation expertise as part of the process of helping clients find targets for acquisition of find buyers if they are selling part or all of their business.



Previously a director at Deloitte, where he spent 14 years, **Adam Stronach** leads the mergers and acquisitions team. He has acted in a wide variety of corporate finance assignments, which have involved search mandates and the valuation of the targets for international clients. Adam is a member of The Academy of Experts and The Expert Witness Institute, and he is the current chairman of the UK's Network of Independent Forensic Accountants. In March 2017, Adam was selected as outright winner of the Lawyer Monthly Expert Witness Award in recognition of his outstanding knowledge and experience.



INDIRECT TAXES

The recent trend in the world of tax is for governments to shift the tax-raising emphasis from direct to indirect taxes. A classic example of this is the Gulf Cooperation Council implementing a VAT system from January 1, 2018.

Complying with the wide range of indirect tax (VAT, Customs and Excise Duty) often requires quick thinking and immediate actions to avoid the pitfalls.

Harwood Hutton's Specialist Tax Service division helps businesses plan for all the indirect taxes, whether that is at the start of a venture, expanding into new activities or going global. We have extensive experience of dealing with HMRC and can work proactively with the agency to achieve the best outcome for our clients, whether in constructive or defensive modes.

We can also assist North American enterprises as the gateway to handling their EU VAT compliance obligations.

Our VAT advisory service also covers:

- Transactions, contracts, due diligence and compliance
- New products and planning for capital projects
- International supply chains
- Managing VAT risk
- Partial exemption methods and planning
- Health checks and 'deep-dive' reviews
- Advising on property projects including funding arrangements
- International and EU VAT/Customs Duty planning
- VAT/Insurance Premium Tax/Air Passenger duty in the travel and leisure industries
- Tour Operators Margin Scheme (TOMS)
- VAT anti-avoidance legislation



Previously head of VAT in a top 20 practice, **Gerry Myton** leads the indirect tax team. His specialist sectors include Property & Construction, Retail, Travel and Automotive. His network includes solicitors and capital allowance experts who are both Chartered Tax Advisers and Chartered Surveyors. The team focuses on mitigating VAT liabilities and identifying cash-saving opportunities from all stages of business development, from initial registration to business restructuring and trading internationally.



INTERNATIONAL

London Landing is Harwood Hutton's multi-lingual service specialising in foreign direct investment (fdi). It is aimed at growing companies and can be especially useful to groups establishing operations in the UK.

London Landing can handle practically everything an organisation needs to begin trading, from initial tax structuring through company formation to payroll, compliance, outsourcing, employment matters and corporate finance.

Our specialists can provide UK tax planning advice to international groups on issues such as the UK tax implications of group strategy, efficient international structuring, and transfer pricing arrangements.

We speak a number of languages within the firm, including Chinese, Spanish, Portuguese and Polish. We also offer our clients access to an international network of accountants, lawyers and payroll experts.



David Rankin is head of the fdi team and is the international liaison partner. David qualified with a Big 4 firm then spent a number of years as a business advisory partner advising owner-managed entrepreneurial clients. He has experience as an owner in building and selling a number of businesses most recently as the Managing Partner of a 650-person nine-office consultancy within a Plc. He has been involved in assisting companies setting up in the UK for over 25 years.



Powerful reasons to land in London

1. World renowned location
2. Strong local economy
3. Highly skilled workforce
4. Superb transport links
5. Business capital of Europe
6. Entrepreneurial and technology hub
7. Strong adviser base, led by Harwood Hutton
8. Proactive Chamber of Commerce

OUR OPERATING STYLE: **RAPID**

Responsive

Speed is a word our clients and our professional partners frequently apply to our business. Time is money and it won't be wasted at Harwood Hutton.

Approachable

Our qualified and experienced accountants are down-to-earth business people with an objective point of view.

Pragmatic

All recommendations for a client's enterprise that come from us will be practical and workable.

Imaginative

Whatever the challenge, there is no shortage of creative thinking at Harwood Hutton.

Dependable

Harwood Hutton will deliver the right solution, on time and with the care and attention our clients demand.





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