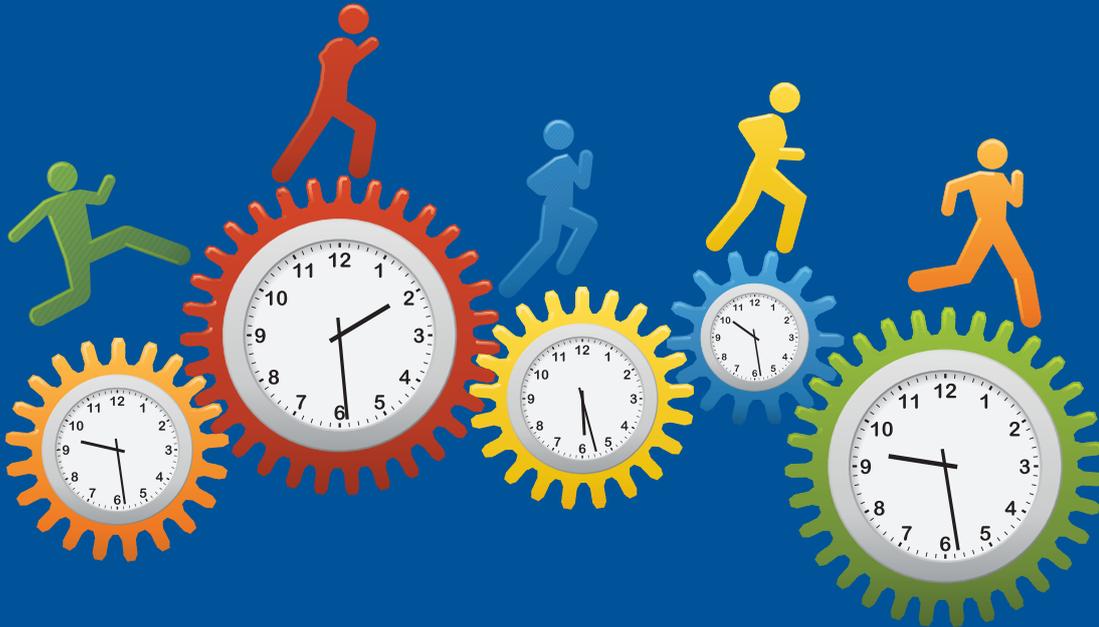




Piper Hulse

Accountancy & Business Advisory



About us



Piper Hulse is an ambitious and experienced firm of qualified accountants with an office in Eccleshall, Staffordshire. We specialise in Accountancy Services for private clients and small businesses, and Business Advisory services for both large and small businesses.

Piper Hulse supports:

- **Private clients**
- **Sole traders**
- **Freelancers**
- **Limited companies**
- **Partnerships**
- **Trusts & estates**

The firm is headed by Tim Hulse ACMA, BA (Hons), who has over 20 years Accountancy and Business experience gained from senior financial roles both in Industry and with KPMG - one of the leading 'Big 4' accountancy firms. What sets us apart from our competitors is our extensive technical accounting experience and the direct experience of managing a business.

Our industry and accountancy experience enables us to provide an outstanding service to our clients: helping our business clients achieve greater profitability, and our personal clients achieve greater wealth.

Piper Hulse will give you peace of mind by looking after your routine financial and accounting matters. Our business experience and expertise will help you monitor your business and give you proactive advice on how you can improve your profitability and net worth. To see how we can help you please contact us now, there is no charge or obligation for the initial meeting.

Our commitment to you:

- **Quick turnaround**
- **Competitive fixed fees**
- **A professional, personal and friendly service**

We offer free newsletters, events, seminars and surveys to keep our clients and prospective clients updated on accountancy, tax and general business matters. These are local events, with local content, to meet local needs. To keep yourself updated please register now at www.piperhulse.com

This brochure provides a snapshot of our services; please call us or visit www.piperhulse.com for further detail on our services as well as up-to-date news and much more.

Accountancy



Accountancy Services

We support our clients throughout the year with a professional, personal and friendly service

Our fully qualified Accountants will support you to ensure that you comply with the legal requirements for preparing and filing statutory accounts and tax returns. Your accounts will be prepared and reviewed by qualified accountants with extensive business and accountancy experience.

We can help you with the financial reports and business plans you need to stay in control of your business and maximise cash flow and profitability. We will constructively review your business plans with you to help you to maximise your business opportunity, and support you with our experience and expertise.

As your local Accountant and Business Advisor we are able to meet with our clients regularly to discuss their businesses and concerns. We are passionate about our business and enjoy working with our clients, we are not Accountants you never see who just fill in the forms at year end!

We offer peace of mind for routine financial activities and will proactively help you drive your business forward

We offer clients our Fixed Fee plans which provide you with a comprehensive accountancy and tax service for a competitive fixed monthly fee and require minimal effort on your part, allowing you to focus on the business in the knowledge that your accounts are in safe hands.

We encourage all our clients to conduct annual and interim Board Meetings whereby they, with our help and support, take a step back and critically review the performance and future plans for the business in the same way a large company would. We will constructively support you to manage your business by attending, facilitating and providing specialist input into the 'Board Meetings' to help you to control and drive your business forward.

Our fixed fees are competitive & without surprises

We will agree a fee structure with you at the outset of our work, usually fixed, and will not deviate unless you ask us to do significantly more work or the nature of your accounts requires significantly more work. Any additional work will be discussed with you in advance - there will be no surprises.

Personal Self Assessment

Under the self assessment regime an individual is responsible for ensuring that their tax liability is calculated and any tax owing is paid on time. HMRC issue tax returns to all individuals they are aware of who need a return, including all those who are self employed or company directors. However, it is the individual's responsibility to complete a Self Assessment tax return (regardless of whether HMRC have issued one) if there is any tax owing which was not fully collected at source; typical examples include capital gains, dividends and interest.

We will prepare and file your Self Assessment tax returns for you and advise you on managing your finances in a tax efficient manner.

Year End Accounts & Company Secretary

It is a legal requirement for all Limited Companies to prepare Annual accounts consistent with appropriate accounting standards and file a formal set of accounts with Companies House along with other information required in the Annual Return (often referred to as Company Secretary duties). The Directors of the company are legally responsible for ensuring this happens.

It is also good practice for Sole Traders and Freelancers to prepare year-end accounts and may be a requirement for banks and other organisations (e.g. Life Insurance).

We will prepare and file your Accounts and other returns with Companies House, and meet with directors to proactively discuss the results and business performance.

Business taxes

The UK has one of the most complex tax systems in the world for companies with an array of taxes and regulations for companies to comply with. The taxes affecting businesses include Corporation Tax, VAT, National Insurance, PAYE and specialist tax schemes such as IR35 & CIS.

We will prepare and file your various tax returns and proactively help you structure your business and it's transactions in a tax efficient manner.

Bookkeeping, VAT & Payroll

All businesses have a legal requirement to maintain accurate accounting records, collect taxes and file tax returns for income tax, National Insurance, VAT and Payroll where appropriate. Our bookkeeping service differs from most in that:

- It is a part of an integrated service and as such considers the impact on your tax position and year end accounts
- Your accounts are reviewed by qualified accountants
- It enables us to keep regularly informed of your business and allows us to more easily highlight opportunities, issues or risks in a more timely manner.

Specialist Services

- **Management Accounts** - There is no legal requirement to prepare management accounts, but it is hard to run a business effectively without them. Most companies produce them regularly - eg monthly or quarterly. We will help you prepare management accounts to analyse and comment on recent historical performance and usually include forward-looking elements such as sales, cashflow and profit forecasts.
- **Cashflow management and forecasting** – managing cashflow is the most important task for all businesses and has been the downfall of many profitable businesses. It is no good being profitable if you don't have the cash to pay your bills – cash is sanity, profit is vanity. We will help you to:
 - o Prepare a sensible cashflow forecasting tool
 - o Review your supplier and customer invoicing policies and procedures to improve cash flow
 - o Implement a procedure to monitor and manage overdue customer debts
- **Business plans and budgets** – it is important to plan the finances of your business to ensure that it has the necessary funds and focuses the management's efforts in the right places. We will help you to:
 - o Prepare budgets and monitor the performance during the year
 - o Prepare and constructively critique longer term business plans including: market analysis, competitor reviews, market positioning to help you define your strategy
 - o Prepare and constructively critique longer term financial plans to plan your companies resources and to present to banks when raising finance.
- **Benchmarking studies** – compare your financial results against others in your industry to highlight areas of opportunity. We have access to an external confidential database for benchmarking purposes.
- **Profit improvement plans** – we will review your business and identify opportunities to increase sales, increase profit margins and cut costs to improve the profitability of your business. In addition we will work with you to prepare a specific action plan and where appropriate help you to implement the plan.
- **Business valuations** – we will value your business using the appropriate valuation techniques and where appropriate also recommend areas for action to improve the valuation. This may be appropriate if you need to value your personal assets or as part of a plan to prepare the business for sale.

Business Advisory



We have over 10 years specialist experience of buying, selling and growing companies both in industry and as advisers. With the direct experience of having acquired, having been acquired, sold and closed companies whilst in industry, and having advised on landmark transactions such as Aston Martin, Jaguar-Land Rover, Sunseeker, as well as smaller family and owner managed businesses.

Business Start-up

We will get to know you and your business plans, help you structure your business and help you through the array of legal requirements.

We will work together with you on a regular basis to help you get started and on the right track. We will support you on an ongoing basis to help you with a comprehensive accountancy and tax service for a competitive fixed fee which requires minimal effort on your part allowing you to focus on the business in the knowledge that your accounts are in safe hands.

Buying a business

Buying a business is often the most effective and efficient means of growing your business either in terms of scale, or by entering into new geographic markets or service areas. It is also one of the easiest ways of losing money if you don't do it properly. We have the expertise, experience and network of contacts to help you throughout the acquisition process having bought companies ourselves as well as advising our clients.

Selling a business

If you are thinking of selling a business within the next few years it is important that you prepare your business ready for sale well in advance as many of the changes needed to maximise value will take time to implement and realise.

We will help you prepare your business for sale and then help you to find buyers and complete the contractual negotiations.

Raising finance

Lenders are more cautious than ever when considering renewal of existing debt or the granting of new debt. It is critical that you present a clear and compelling business case and financial plan to lenders which demonstrates the business opportunity along with the ability to make the repayments and secure the debt. We can help you consider the options available and help you prepare the business and financial plans needed to convince the banks.

Trouble shooting

If your business has lost direction and is not satisfying your, or your customers' needs and demands, we will help you to assess the business, identify the issues and opportunities, and work with you to implement the necessary steps to re-energise your business and get it on the right track. Depending on your requirements this could take the form of a 'one-off' review or a timed action plan with our support along the way.



Piper Hulse

Accountancy & Business Advisory

14b High Street
Eccleshall
Staffordshire
ST21 6BZ

Tel: +44 (0) 1785 850 060

E-mail: info@piperhulse.com

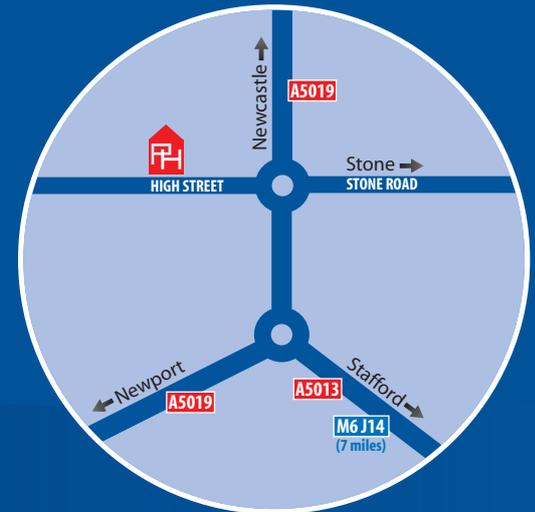
www.piperhulse.com

Accountancy

- Tax (Personal & Business)
- Year End Accounts
- Company Secretary
- Periodic Management Accounts
- VAT & Payroll
- Bookkeeping Support

Business Advisory

- Business Start-up
- Profit & Cash Improvement
- Raising Finance
- Buying a Business
- Selling a Business
- M&A Project Management



Our office is located in the prosperous market town of Eccleshall only 5 minutes from J14 of the M6 and approximately an hour from Birmingham and Manchester. We are in the centre of Eccleshall, in the courtyard behind The Artisan Coffee Shop.

Client parking is available outside the office.