



Parker Randall



**Meeting our clients highest expectations is our standard ...
... to exceed them is our goal.**



We aim to build long term professional relationships with clients that enable us to understand the full picture.

“When we seek advice, we want someone with vision, insight to understand our point of view and foresight to understand where we want to go.”

We work with all types of businesses, multi-nationals, UK and overseas companies, privately-owned organisations, entrepreneurs, family businesses, trusts, partnerships and private individuals. We meet their diverse needs by putting our clients at the heart of everything we do. We provide effective solutions that combine industry insight with technical expertise.

We offer a wide range of financial advisory services, which goes beyond that offered by a traditional firm of accountants. Common to all our areas of business is a genuine commitment to the highest standards of service based around long term, partner led client relationships. We strive to provide imaginative yet pragmatic advice and solutions derived from a



thorough understanding of our clients' needs. These commitments are underpinned by the quality of our people and our depth of expertise at a senior level.

Client satisfaction and consistently high quality work are at the heart of our business strategy. This is reflected in the quality of our client list and the long-standing relationships we enjoy with many clients.

We work with clients on the understanding that each are unique, with its own set of needs, priorities and expectations. We are fortunate to have a diverse client list, such that there is no typical Parker Randall client. This provides a rich seam of experience that we can use to full advantage in solving

our clients' problems. We invest heavily in training, IT and communications so that we can provide our clients with an integrated service, supporting you around the world.

Not so long ago, the phrase "multi-national company" was generally synonymous with "large corporation", but not today. Globalisation now presents opportunities for companies of all sizes. In fact many growing companies recognise that doing business globally may be the most fruitful opportunity there is. We are the UK member firm of Parker Randall International, a world-wide organisation of independent professional accounting firms and business advisers.



BUSINESS SERVICES

Although specific details may differ, all owner-managed businesses face similar issues. We aim to help our clients manage their businesses to achieve their personal goals. Our starting point with all clients is an understanding of their individual goals. This forms the basis of the strategic advice we give, which in turn helps determine the plan for future business.

Succession Planning

A key element is succession planning. We advise our clients to consider whether they will sell the business or pass it down through the family, because both routes require long-term planning.

Improved Financial Performance

Businesses are vehicles for long-term goals, and our clear financial insight enables us to tune them for better performance. For example, we can help through:

- Benchmarking
- Acquisitions and disposals
- Working capital management
- Profit optimisation
- Management information and reporting systems
- Raising finance

Becoming More Effective

Businesses often need help increasing productivity or service levels. We can advise on ways to improve:

- Organisational and management structure
- Key staff retention
- Staff motivation through flexible benefit schemes





TAX PLANNING SERVICES

Everyone feels they are paying too much tax - usually because they are paying too much tax.

Tax planning is a great opportunity. In no other area can good advice and planning save so much money. Because we work so closely with our clients, we identify many opportunities to save money through astute tax planning.

Our services cover all taxes that affect business owners. Our goal is to minimise their tax liabilities. Working with our tax specialists, our partners will develop a clear tax planning strategy for all personal and corporate clients.

Income Tax

Under the Self Assessment regime, individuals are responsible for their own tax returns. As well as ensuring they comply with the rules, we give clients planning advice to help hold onto the rewards of hard work.

Capital Gains Tax

Any change in circumstances that necessitates the disposal of assets can cause exposure to capital gains tax. However, good planning can greatly reduce this liability.

Inheritance Tax

Rises in property values have brought many people into the Inheritance Tax net. We have a wealth of experience to help make this an optional tax.

Stamp Duty

Many people forget this tax and our tax advisors can help avoid nasty surprises.

Corporate Tax

Our comprehensive tax planning service covers all stages of a company's life cycle.

VAT

Our VAT specialists offer a full service to cover every situation business owners may encounter. We ensure clients exploit planning opportunities and meet legal obligations.





FINANCIAL REPORTING

Parker Randall aims to ensure that clients maximise their potential wealth; however, the compliance issues associated with running a business cannot be overlooked. Parker Randall takes the worry out of financial reporting.

Starting up

When starting up, people rarely give enough thought to choosing the best business vehicle. They can operate as a sole-trader, a partnership or a company - and making the right choice could save thousands of pounds.

As well as setting up the appropriate business structure, we can assist with

- VAT registration
- Establishing a PAYE scheme
- Registration with the Inland Revenue

Bookkeeping

It is vital that businesses have a system of record keeping that delivers the required information. We will help clients to set up books and records relevant to their needs and capabilities.

Accountancy

As well as full statutory year-end financial statements, we can also provide monthly or quarterly management accounts.

Audit

Where an audit is required, our approach is designed to add value to our clients' businesses and produce positive benefits from our procedures.

Tax Compliance

Incorporated or not, businesses need to file tax returns. We ensure that clients are aware of all relevant deadlines. Our tax return services covering company, personal, trust, estate, and pension schemes removes the inconvenience and risk of filing tax returns incorrectly. In addition, we remind our clients of important due dates in the tax year, and of potential liabilities

VAT Compliance

The penalties for falling foul of the VAT Inspector are severe. Our VAT department can offer guidance through unfamiliar areas such as VAT Registration, VAT Returns, Duty Deferment, and EU Refunds.



SPECIALIST SERVICES

Though proud of our fine reputation Parker Randall offers far more than just accountancy services. To reflect this, we have established a number of specialist operating divisions, each structured to provide help with specific business issues. A brief overview of each of these divisions, listed below, follows.

Corporate Finance

Contrary to popular belief, most businesses sold in the UK are medium-sized owner-managed businesses, not multi-nationals. Also, recent years have seen a fundamental change in attitude amongst business owners. Fewer than ever before are passing their companies down through the family; instead, they are selling-up and using the proceeds to fund their retirement.

As specialists in advising owner-managed businesses, Parker Randall has considerable experience in



acquisitions, sales and management buy-outs. Our personal service ensures we help our clients achieve their overall goals.

We can advise on a range of fundraising options including bank or working capital finance, loan stock, and third-party non-equity investors. Our network of contacts will help secure the right finance package.

Outsourcing

Running an accounts department in-house can be an expensive option for the growing business. Outsourcing provides a flexible and reliable alternative. It gives businesses the power to keep in-house the core accounting functions they need, and to outsource the rest.

Through up-to-date accounting information and expert advice, Parker Randall Outsourcing aims to add value to clients' businesses as well as reduce their accounts overhead costs. As the business grows and its needs evolve, the service can be easily tailored. It covers bookkeeping, management accounting, business advice and payroll.



Trademark Registration

When considering trademarks it is important to understand that the concept of Trademark Protection extends to the provision of services as well as physical goods and brand names.

In today's competitive and global market place, protecting your business identity has become one of the most important steps you can take. Advances in IT and the Internet means that more information is freely available and in the public domain. As a consequence it is now much easier for a competitor to take advantage of your hard-earned reputation.

If you do not register a trademark it is easier for competitors to use a

brand name or business logo similar to your own, meaning that they can reap the benefits of your hard work.

However the problem is not only caused by those actively seeking to steal copyright. If you do not possess a trademark, infringement may occur innocently. Whilst you or your company has the natural right to copyright in law, legal action to prevent such an infringement known as "passing off" can be expensive and time consuming.

If you need to create a brand name or conduct expensive marketing campaigns and advertising, it is often wise to protect your identity with a registered trademark.

Company Secretarial

Parker Randall have specialists who are well placed to advise on all issues relating to company formations and we can set up any of the following:

- Tailored to your specific requirements
- Ready made
- Limited by Guarantee

In addition to setting up your company, we offer a number of additional Company Secretarial and set up services including:



- Changing the name of the company or checking that the name is available
- Amending the Memorandum and Articles of Association
- Issuing shares, dealing with the appointment of Officers
- Maintaining the Statutory Registers
- Dealing with VAT registration
- Establishing a PAYE scheme
- Establishing a Corporation Tax Reference
- Completion of initial board minutes





Due Diligence

No deal should go forward without due diligence, a process that checks the target is all it claims to be. Our role is to review financial records and provide the potential investor or purchaser with critical information, either to confirm representations made, or provide feedback to renegotiate the terms. We deliberately involve ourselves in the whole deal, from start to finish. Careful up front planning focuses the process and cuts down on irrelevant details, cost and time.

International Business

Whether you are expanding internationally, establishing a business in the UK or coming home from overseas Parker Randall can help with a range of high quality, tailor-made and integrated services.



We will ensure company formation matters are dealt with accurately and in a timely manner.

Valuations

As a professional yourself, you will be aware of the benefits of an independent professional opinion. The specialist area of business and share valuation can be difficult and worrying if your dealings in this matter have not been extensive. The key to an accurate and credible valuation is an in-depth knowledge and understanding of recognised techniques and how they are applied to the matter in question. This may be for tax planning, business sale or business. Alternatively, it may be necessary to obtain an independent valuation due to a shareholder or

matrimonial dispute Benefits of an independent valuation:

- Any uncertainty in dealing with valuation matters will be avoided
- You will save time and money
- The weight of a third party opinion will strengthen your case

Tax Services for Overseas Landlords

If you're thinking of moving overseas, whether for a short-term employment contract or for the long-term, and intend to let your home, Parker Randall can take care of all your tax planning and compliance needs at a competitive price.

Although trade is global, there is still enormous variation between each country's tax regime, regulatory environment, and more general ways of doing business. Trusted, expert advice on the ground is vital.

Through Parker Randall International, we can effectively extend what we offer you to most regions of the world. Parker Randall International is an international network of accountancies and business advisors that covers Asia Pacific, Europe, Latin America, the Middle East and North America and offers through its members professional accounting, auditing, tax and a variety of consulting services.

Whether you are arriving in the UK for the first time, or running an established business, Parker Randall has the expertise and experience to help your enterprise realise its potential.



We provide a one-stop-shop for professional advice, so you don't have to find a multitude of professional advisers - or maintain contact with them.

Business Recovery and Insolvency

In changing commercial circumstances we have identified the need which many businesses have for sound advice to improve procedures, systems or their structure to increase profitability or liquidity and turn over a decline from an otherwise unavoidable insolvency position. We will carry out a thorough and concise review of the business and prepare a report for the business owner, for senior managers or for an outside lender

Financial Services

At Parker Randall, our approach is refreshingly simple. We think like a client and put your priorities first. As you'll appreciate, the world of financial services can be complex and confusing. Our role is to jargon - bust the language, ensuring you avoid any potential pitfalls and make sure the advice we give exceeds your expectations. Through our associated companies, we advise on a wide range of financial services. Parker Randall is regulated for a range of investment business activities by the Association of Chartered Certified Accountants.

Business Visa

Our experienced business visa and work permit team are here to assist you to obtain business visa and work permits and deal with any related immigration clearance issues for their non-EEA nationals. Parker Randall provides professional, impartial advice from initial assessments through to submitting full applications. Parker Randall is authorised to provide immigration advice and services by the Immigration Services Commissioner Registered Number F200200097.



Parker Randall International



Local knowlegde, global presence when and where you need it.

INTERNATIONAL SERVICES

Not so long ago, the phrase “multi-national company” was generally synonymous with “large corporation”, but not today. Globalisation now presents opportunities for companies of all sizes. In fact, many growing companies recognise that doing business globally may be the most fruitful opportunity there is.

However, success in one’s own country does not guarantee success elsewhere. Tax policies, regulatory compliance or marketing ideas that apply at home may have no bearing in other countries. They may even be prohibited. So to venture into unfamiliar territory without first-rate professional guidance is ill-advised. Choosing your business advisor is therefore a serious



decision, and there are many reasons why Parker Randall International may be the ideal choice for you.

Parker Randall International offer accountancy and business services networks, currently represented by many independent member firms throughout the world. Our member firms are committed to providing the best possible service to our clients, in their own marketplaces, across the world, wherever our clients need help.

Our reputation for excellence and integrity is our most precious asset and all our member firms know that they are working to enhance both our clients’ businesses and the future of Parker Randall International.

As a network we recognise this, which is why our member firms have unique local insight within their own distinct marketplaces. The independence of our member firms underpins our strength and diversity. We believe that only a network of genuinely independent, local member firms can hope to meet the many challenges faced by businesses in today’s expanding market places.

Although each firm and its environment is different, all our members share the same high quality standards. Each firm reflects and responds to the unique demands of its own particular marketplace, bringing to its work a degree of specialised knowledge and expertise that can’t be ‘imported’.

Firms under the Parker Randall International umbrella understand the challenges of establishing and developing a new business in a country. At all times, a personalised, individual service can be taken for granted. Most important of all, they speak the language of ambitious and dynamic entities.

DYNAMIC APPROACH

Our member firms are experienced at guiding clients through the financial and regulatory requirements of moving into new territories, ensuring that they are not slowed down or hampered by confusing or unnecessary bureaucracy.

We work to offer in equal measure expert technical guidance and practical help. This requires the cohesion of a wide range of specialists and experts in each area that our firms' clients undertake business. We work in partnership with our clients in terms of aspiration and success.

A GLOBAL PRESENCE

Parker Randall International with its global reach is able to provide access to advice through its member firms in all major business communities. We are ever aware that our collective future is in the hands of each and every individual firm.



challenges are an invaluable part of our activities. To this end, we have invested heavily in communications and technology aimed at providing the appropriate level of experience necessary for the delivery of client service.

OUR SERVICES

Our member firms aim to build solid professional basis for the client's growth. They do this in a number of ways. By providing focus on relevant detail whilst concentrating on longer term plans and viewing local and national progress within the context of each client's local and global strategy.

OUR MEMBERS

Everyone at Parker Randall International meet the criteria for membership, demonstrating individuals who are energetic, of high integrity and professional, with a proven track record.

Our members are mindful of our obligations to maintain standards, not only through the work we do, but in terms of our commitment to the network as a whole.

Each member of Parker Randall International has expertise and experience which benefits fellow members of the network. Working together, exchanging ideas and discussing approaches to new





To ensure that the above standards are met at all times, each assignment is co-ordinated by a partner based locally within the client's chosen firm, in the client's home country. The lead partner will oversee all work being undertaken in other countries, in order that it is carried out to the highest standards, both within budget and deadlines. Parker Randall International member firms have a wide range of experience to help clients, from owner-managers through to large listed companies in the international markets.

From the traditional services of audit and taxation through to contributing and advising on everything from feasibility studies to market research, our role is to encourage success by making the global marketplace more accessible.

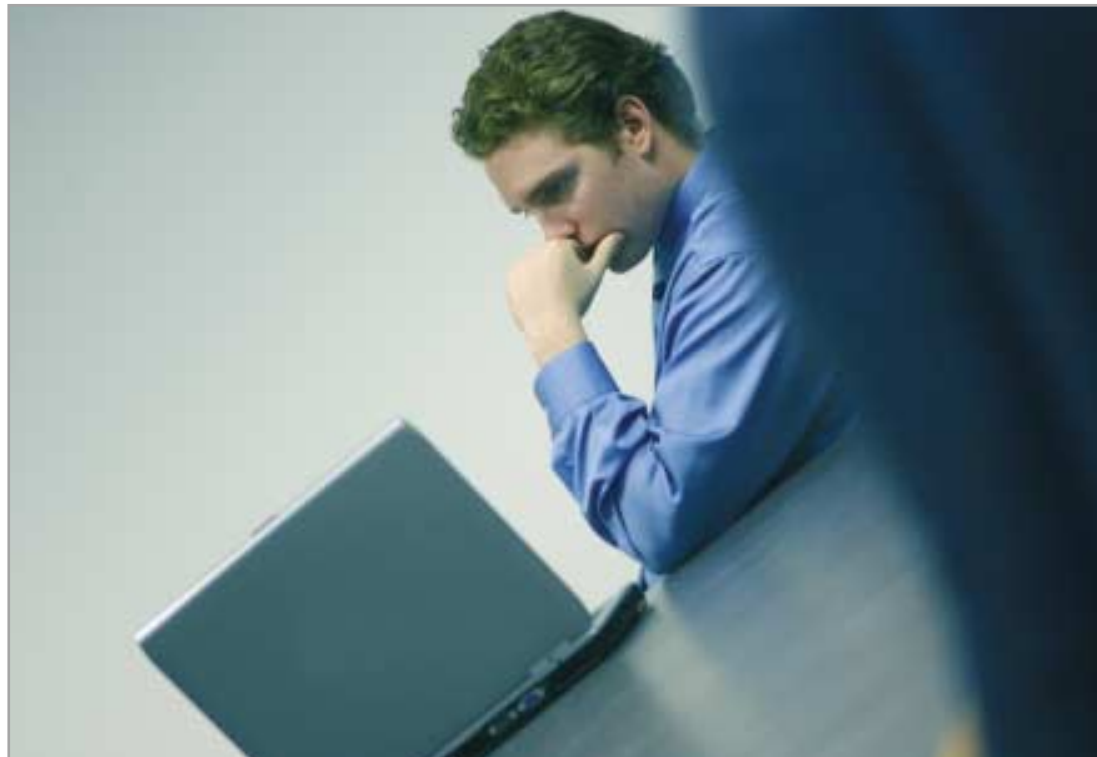
We do not offer our clients a standard, ready-made package of services. Instead, we offer a cohesive bespoke service, drawing on the expertise of those specialist member firms whose experience is most appropriate to our clients needs.

Our member firms' range of services includes the following:

- ASSURANCE AND ADVISORY
- CONSULTANCY INCLUDING INTERNATIONAL PROJECTS
- CORPORATE FINANCE
- CORPORATE RECOVERY AND INSOLVENCY
- FINANCIAL PLANNING
- TAXATION



When you open for business beyond your borders, the value of local knowledge cannot be over emphasised.



 **Parker Randall** **Parker Randall International**

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Or contact the website and use the membership directory to find a member firm at:

www.parkerrandall.com

www.parkerrandallinternational.com